



## **KSJ & Associates, Inc.**

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

**SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES  
Contract Number GS-35F-0789M**



**Period of Performance  
Option Period**

**17 September 2012 through 16 September 2017  
Current through Mod PA-0012, dated 06 February 2014**

FPDS Code D399 - Other Information Technology Services, Not Elsewhere Classified  
FPDS Code D306 - Systems Analysis Services

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### **KSJ & Associates, Inc.**

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703-824-7802

visit us at: [www.ksj.us](http://www.ksj.us) or [www.gsaadvantage.gov](http://www.gsaadvantage.gov)



Schedule 70 Contract # GS-35F-0789M

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

KSJ & Associates provides consulting services to optimize the delivery of Information Technology (IT) with an emphasis on planning, executing, managing, and monitoring system development and implementation efforts. We provide a full spectrum of services to ensure the highest quality and most cost effective IT solution is implemented to improve organizational/operational performance.

Information Technology services support the following areas: IT studies and analysis, strategic/acquisition management, financial resource planning, performance/risk management, implementation and sustainment activities. Our corporate skills also include expertise in function point counting to evaluate the scope of a software development effort, models to forecast schedule and cost, and earned value management to measure performance. We conduct programmatic and systematic analysis efforts to assess current environment, identify functional requirements, locate opportunities for standardization and streamlining, and provide viable pragmatic solutions to best satisfy our client's current and future information technology needs.

In today's dynamic environment, we recognize there are no "cookie cutter" solutions and that clients have unique IT requirements— and sometimes require unique solutions. We listen and become a catalyst in delivering performance-driven solutions.

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

FPDS Code D399 - Other Information Technology Services, Not Elsewhere Classified

FPDS Code D306 - Systems Analysis Services

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

**Note 2:** Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services that properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping no services of an A/E nature and mapping services that are not connected or incidental to the traditionally accepted A/E Services.



**Note 3:** This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performance by the publisher or manufacturer or one of their authorized agents.

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Contract Number: GS-35F-0789M

Period Covered by Contract: 17 Sept 2012 thru 16 Sept 2017

General Services Administration  
Federal Supply Service

Pricelist current through Modification PA-0012, dated 06 February 2014.

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



www.ksj.us

Schedule 70 Contract # GS-35F-0789M



www.gsaAdvantage.gov

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[www.gsaAdvantage.gov](http://www.gsaAdvantage.gov)

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[www.gsaAdvantage.gov](http://www.gsaAdvantage.gov)

## Information For Ordering Offices Applicable To All Special Item Numbers

### SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. 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 micro-purchase 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.fss.gsa.gov](http://www.fss.gsa.gov)). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page ([www.fss.gsa.gov](http://www.fss.gsa.gov)) 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 micro-purchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

#### 1. Geographic Scope of Contract

Worldwide

#### 2. Contractor's Ordering Address and Payment Information

**KSJ & Associates, Inc.  
5203 Leesburg Pike, Suite 901  
Falls Church, VA 22041**

Contractors are required to accept the Government purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Government purchase cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering agencies to obtain technical and/or ordering assistance:

**Mr. Karim Pirmohamed 703-824-7810**



www.ksj.us

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**3. Liability For Injury Or Damage**

The Contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

**4. Statistical Data for Government Ordering Office Completion of Standard**

**Form 279:**

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Data Universal Numbering System (DUNS) Number: **03-175-1811**

Block 30: Type of Contractor – **B. Other Small Business**

Block 31: Woman-Owned Small Business - **No**

Block 36: Contractor's Taxpayer Identification Number (TIN): **54-1948555**

4a. CAGE Code: **1J3U7**

4b. Contractor **has** registered with the Central Contractor Registration Database.

**5. FOB**

Destination

**6. Delivery Schedule**

- a. TIME OF DELIVERY: The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
_____	_____ Days
_____	_____ Days

- b. URGENT REQUIREMENTS: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

**7. Discounts**

Prices shown are NET Prices; Basic Discounts have been deducted.

**8. Trade Agreements Act of 1979, as amended**

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

**9. Statement Concerning Availability of Export Packing**

N/A

**10. Small Requirements:**

The minimum dollar value of orders to be issued is \$100

**11. Maximum Order (All dollar amounts are exclusive of any discount for prompt payment.)**

- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:

Special Item Number 132-3 - Leasing of Product  
Special Item Number 132-4 – Daily / Short Term Rental  
Special Item Number 132-8 - Purchase of Equipment  
Special Item Number 132-12 – Maintenance of Equipment  
Special Item Number 132-32 - Term Software Licenses  
Special Item Number 132-33 - Perpetual Software Licenses  
Special Item Number 132-34 – Maintenance of Software  
Special Item Number 132-51 - Information Technology (IT) Professional Services  
Special Item Number 132-52 - Electronic Commerce (EC) Services  
Special Item Number 132-53 – Wireless Services

- b. The Maximum Order value for the following Special Item Numbers (SINs) is \$25,000:

Special Item Number 132-50 - Training Courses

**12. Use Of Federal Supply Service Information Technology Schedule Contract. In accordance with FAR 8.404**

**[NOTE: Special ordering procedures have been established for Special Item Numbers (SINs) 132-51 IT Professional Services and 132-52 EC Services; refer to the terms and conditions for those SINs.]**

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

- a. Orders placed at or below the micro-purchase threshold. Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.
- b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can

provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the supply or service offered under MAS contracts by using the “GSA Advantage!” on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency’s needs. In selecting the supply or service representing the best value, the ordering office may consider--

- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
- (2) Trade-in considerations;
- (3) Probable life of the item selected as compared with that of a comparable item;
- (4) Warranty considerations;
- (5) Maintenance availability;
- (6) Past performance; and
- (7) Environmental and energy efficiency considerations.

- c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall--

Review additional Schedule Contractors’:

- (1) Catalogs/pricelists or use the “GSA Advantage!” on-line shopping service;
- (2) Based upon the initial evaluation, generally seek price reductions from the
- (3) Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (4) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, the Contractor may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

- d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should

address the frequency of ordering and invoicing, discounts, and delivery locations and times.

- e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.
- f. Small business. For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.
- g. Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

### **13. Federal Information Technology/Telecommunication Standards Requirements**

Federal departments and agencies acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering offices, shall be responded to promptly by the Contractor.

- a. FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS): Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

- b. **FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):**  
Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202) 619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301) 975-2833

#### **14. Contractor Tasks / Special Requirements (C-FSS-370) (NOV 2001)**

- a. **Security Clearances:** The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- b. **Travel:** The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- c. **Certifications, Licenses and Accreditations:** As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- d. **Insurance:** As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- e. **Personnel:** The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- f. **Organizational Conflicts of Interest:** Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.

- g. Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- h. Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- i. Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- j. Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

#### **15. Contract Administration For Ordering Offices**

Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the Government's convenience, and (m) Termination for Cause (See C.1.)

#### **16. GSA Advantage!**

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

- Manufacturer;
- Manufacturer's Part Number; and
- Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (e.g., Internet Explorer). The Internet address is <http://www.fss.gsa.gov/>.

#### **17. Purchase Of Incidental, Non-Schedule Items**

For administrative convenience, open market (non-contract) items may be added to a Federal Supply Schedule Blanket Purchase Agreement (BPA) or an individual order, provided that the items are clearly labeled as such on the order, all applicable regulations have been followed, and price reasonableness has been determined by the ordering activity for the open market (non-contract) items.

#### **18. Contractor Commitments, Warranties And Representations**

For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

- Time of delivery/installation quotations for individual orders;

- Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.
- Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.

The above is not intended to encompass items not currently covered by the GSA Schedule contract.

### **19. Overseas Activities**

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

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Upon request of the Contractor, the Government may provide the Contractor with logistics support, as available, in accordance with all applicable Government regulations. Such Government support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

### **20. Blanket Purchase Agreements (BPAs)**

Federal Acquisition Regulation (FAR) 13.303-1(a) defines Blanket Purchase Agreements (BPAs) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.303-2(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

## 21. Contractor Team Arrangements

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Contractor's Reports of Sales and 552.238-76, Industrial Funding Fee, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

## 22. 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 received 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 apply.

The requisitioning 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.

## 23. Section 508 Compliance

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

[www.ksj.us](http://www.ksj.us)

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

## 24. Prime Contractor Ordering From Federal Supply Schedules

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of a Federal Agency, shall follow the terms of the applicable schedule and authorization and include with each order –

- a. A copy of the authorization from the Agency with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- b. The following statement:

This order is placed under written authorization from \_\_\_\_\_ dated \_\_\_\_\_. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

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**25. Insurance—Work On A Government Installation (JAN 1997)(FAR 52.228-5)**

- a. The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- b. Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
  - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
  - (2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
- c. The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

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**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 Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the Government location, as agreed to by the Contractor and the ordering office.

**2. Performance Incentives**

- 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 in accordance with this clause.
- 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. Ordering Procedures For Services (Requiring A Statement Of Work) (G-FCI-920) (MAR 2003)**

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

When ordering services over \$100,000, Department of Defense (DOD) ordering offices and non-DOD agencies placing orders on behalf of the DOD must follow the policies and procedures in the Defense Federal Acquisition Regulation Supplement (DFARS) 208.404-70 – Additional ordering procedures for services. When DFARS 208.404-70 is applicable and there is a conflict between the ordering procedures contained in this clause and the additional ordering procedures for services in DFARS 208.404-70, the DFARS procedures take precedence.

GSA has determined that the prices for services contained in the contractor's price list applicable to this Schedule are fair and reasonable. However, the ordering activity using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

**a. When ordering services, ordering activities shall—**

**(1) Prepare a Request (Request for Quote or other communication tool):**

- i. A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.
- ii. The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering activity makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.
- iii. The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor's experience and/or past performance performing similar tasks.
- iv. The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (2) below, the request shall notify the contractors that will be the case.

**(2) Transmit the Request to Contractors:**

Based upon an initial evaluation of catalogs and price lists, the ordering activity should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors' locations, as appropriate) and transmit the request as follows:

NOTE: When buying IT professional services under SIN 132—51 ONLY, the ordering office, at its discretion, may limit consideration to those schedule contractors that are small business concerns. This limitation is not applicable when buying supplies and/or services under other SINs as well as SIN 132-51. The limitation may only be used when at least three (3) small businesses that appear to offer services that will meet the agency's needs are available, if the order is estimated to exceed the micro-purchase threshold.

- i. The request should be provided to at least three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold.
- ii. For proposed orders exceeding the maximum order threshold, the request should be provided to additional contractors that offer services that will meet the ordering activity's needs.
- iii. In addition, the request shall be provided to any contractor who specifically requests a copy of the request for the proposed order.
- iv. Ordering activities should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

**(3) Evaluate Responses and Select the Contractor to Receive the Order:**

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)

- b. The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering activity the opportunity to secure volume discounts. When establishing BPAs, ordering activities shall—
  - (1) Inform contractors in the request (based on the ordering activity's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.
    - i. SINGLE BPA: Generally, a single BPA should be established when the ordering activity can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)
    - ii. MULTIPLE BPAs: When the ordering activity determines multiple BPAs are needed to meet its requirements, the ordering activity should determine which contractors can meet any technical qualifications before establishing the BPAs. When establishing the BPAs, the procedures in (a)(2) above must be followed. The procedures at (a)(2) do not apply to orders issued under multiple BPAs. Authorized users must transmit the request for quote for an order to all BPA holders and then place the order with the Schedule contractor that represents the best value.

- (2) Review BPAs Periodically: Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)
- c. The ordering activity should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.
  - d. When the ordering activity's requirement involves both products as well as executive, administrative and/or professional, services, the ordering activity should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)
  - e. The ordering activity, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For ordering activity requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

#### **4. 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 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.

#### **5. Performance Of Services**

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering office.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering office.
- c. The Agency 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.

## 6. Inspection of Services

The Inspection of Services–Fixed Price (AUG 1996) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection Time-and-Materials and Labor-Hour (JAN 1986) clause at FAR 52.246-6 applies to time-and-materials and labor-hour 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 Rights in Data - General, may apply.

## 8. Responsibilities of the Government

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

## 9. Independent Contractor

All IT 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 Government.

## 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 Government contract, without some restriction on 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.

To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the Government, ordering offices 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.

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## 11. Invoices

The Contractor, upon completion of the work ordered, shall submit invoices for IT services. Progress payments may be authorized by the ordering office 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 52.232-7 (DEC 2002), Alternate I (APR 1984) 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 52.232-7 (DEC 2002), Alternate II (DEC 2002) applies to labor-hour orders placed under this contract.

## 13. Resumes

Resumes shall be provided to the GSA Contracting Officer or the user agency 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 agency 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 Information Technology (IT) Services and Pricing

KSJ & Associates provides consulting services to optimize the delivery of Information Technology (IT) with an emphasis on planning, executing, managing, and monitoring system development and implementation efforts. We provide a full spectrum of services to ensure the highest quality and most cost effective IT solution is implemented to improve organizational/operational performance.

Information Technology services support the following areas: IT studies and analysis, strategic/acquisition management, financial resource planning, performance/risk management and implementation and sustainment activities. Our corporate skills also include expertise in function point counting to evaluate the scope of a software development effort, models to forecast schedule and cost, and earned value management to measure performance. We conduct programmatic and systematic analysis efforts to assess current environment, identify functional requirements, locate opportunities for standardization and streamlining, and provide viable pragmatic solutions to best satisfy our client's current and future information technology needs.

In today's dynamic environment, we recognize there are no "cookie cutter" solutions and that clients have unique IT requirements— and sometimes require unique solutions. We listen and become a catalyst in delivering performance-driven solutions.

**KSJ & Associates services include, but are not limited to, the followings areas:**

**a. Information Technology (IT) Implementation & Sustainment Support**

**(1) Infrastructure Support**

Provide services to assist in assessing, managing, coordinating, installing computer and/or network systems to optimize information technology delivery and performance.

- Needs Assessment
- Process Re-engineering Studies
- System Performance Studies
- System/Network Characteristic Studies
- Deployment/Installation Coordination Activities
- System/Network Performance Monitoring

**(2) Engineering Support**

Provide services to ensure system design and development efforts support functional/technical requirements and conform to inter-operability and reliability standards for information and/or communication systems.

- Commercial-Off-The-Shelf (COTS) Product Evaluations
- Computer and Communication Systems Analysis
- Reliability Studies
- Integrated Logistic Plan Assessment and Development
- User Requirement Integration/Prioritization

**(3) Advanced Technology Support**

Specialized Services to support system life cycle focuses in the areas of: planning, design, development, deployment and operation/support for information and/or communication systems.

- Technology Evaluations
- Feasibility Studies
- Prototyping
- Life Cycle Support
- Maintainability, Reliability and Availability Trend Analysis

**b. Information Technology (IT) Program Management Support**

**(1) IT Studies and Analysis**

Services focus on assessing current environment and performing analyzes to determine economic viability of developing and/or implementing a information technology solution to support all stages of the system life-cycle.

**i. Cost/Benefit Analysis**

- Cost Estimating Relationship (CER) Development
- Cost as an Independent Variable (CAIV) Analysis
- Cost Databases and Forecasting Model Development
- Hardware/Software Lease versus Buy Analysis
- Analysis of Alternatives (AoA) Development
- Quantitative and Qualitative Analysis
- Life Cycle Cost Estimates (LCCE)
- Life Cycle Benefit Estimate (LCBE)
- Analytical Tools to Model Cost and Schedule
- Total Ownership Cost Studies
- Benefit Assessments/Realization Studies
- Post Implementation Reviews

**ii. Economic Analysis**

- Return on Investment (ROI)
- Statistical Models
- Present Value Analysis
- Cost Sensitivity and Risk Analysis

**iii. System Analysis**

- Requirements Analysis
- Function Point Analysis
- Workload Analysis
- Outsourcing Studies
- Business Case Analysis
- Business Process Reengineering

**(2) Financial Resource Management**

Provide services to assist in planning, securing, monitoring and managing funding to ensure cost and schedule objectives are achieved during each life-cycle phase of an information technology project.

- Affordability Analysis
- Budget Preparation, Justification and Tracking
- Activity Based Cost (ABC) Management
- Enterprise Modeling (Quick “What If”)
- Financial Forecasting, Reporting and Execution
- Planning, Programming, Budgeting and Execution Support (PPBES)
- Earned Value Management

**(3) IT Performance/Risk Management**

Employ proven techniques and tools to identify critical information technology program measures and track performance to ensure strategic and operational goals and objectives are achieved for development and deployment of information and/or communication systems. Provide

pragmatic risk mitigation strategies to minimize impact on cost and schedule.

- Performance Management Plans
- Risk Plans
- Performance Metrics and Frameworks

#### **(4) Strategic/Acquisition Management**

Provide comprehensive planning, analysis, and management services to support all phases of information and/or communication system life-cycle.

- Short/Long Term Strategic Plans
- Executive-Level Technical Support
- Project Schedule Development
- Clinger-Cohen Compliance Documentation and Support
- Acquisition Strategy Support
- Acquisition/Milestone Documentation
- Performance Monitoring
- Capital Planning
- Portfolio Development
- IT Governance Processes
- Market Surveys
- Organizational Assessments

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## Labor Categories

### 1. IT Project Manager

Minimum/General Experience: Seven years progressive technical/managerial experience in analyzing, planning, managing, implementing, and sustaining complex information and/or communication systems.

Functional Responsibility: Responsible for the overall management of specific or multiple Task Orders. In the case of particularly complex Task Orders, the Project Manager is responsible for management of a specific task under the guidance of the Program Manager.

Minimum Education: Bachelor's degree and 7 years of experience, or Master's Degree and 5 years of experience.

### 2. Principal IT Consultant

Minimum/General Experience: Twelve years relevant experience includes senior level management of teams of professionals with generalized and specialized expertise in information technology efforts. Must possess direct experience and demonstrate technical expertise in the subject matter domain for complex information technology projects.

Functional Responsibility: Plans, organizes, staffs, directs, and manages performance of work associated with one or more task orders within the relevant subject matter domain of the project. Supports complex projects, makes recommendations on specific organization-wide system improvements to optimize efficiency/effectiveness in support of information technology delivery in one or more of the following areas: IT studies and analysis, program/acquisition management, strategic management, resource/financial management, life-cycle management, performance measurement, process improvement, and/or implementation and sustainment efforts to include networking, LAN/WAN management, communications, software/system development and deployment methodologies.

Minimum Education: Bachelor's degree and 12 years of experience, or Master's Degree and 10 years of experience.

### 3. Senior IT Consultant

Minimum/General Experience: Ten years of relevant experience and demonstrated technical knowledge in subject matter domain for information technology projects.

Functional Responsibility: Provides senior level functional support for performance of work associated with one or more subtasks to support information technology delivery in one or more of the following areas: IT studies and analysis, program/acquisition management, strategic management, resource/financial management, life-cycle management, performance measurement, process improvement, and/or implementation and sustainment efforts to include networking, LAN/WAN management, communications, software/system development and deployment methodologies. Works independently or under the general guidance of the Principal Consultant or Program Manager.

Minimum Education: Bachelor's degree and 10 years of experience, or Master's Degree and 8 years of experience.

#### 4. IT Consultant

Minimum/General Experience: Four years of relevant experience in supporting the subject matter domain for information technology projects.

Functional Responsibility: Assists in data gathering and analyzing requirements to support developing recommendations for information technology related projects. Under technical guidance of Principal and Senior Consultants, contributes significantly to the performance of project activities and preparation of work products.

Minimum Education: Bachelor's degree and 4 years of experience, or Master's Degree and 2 years of experience.

#### 5. Sr. System Technician

Minimum/General Experience: Four years of experience in system analysis and/or supporting a particular proposed technical area to include but not limited to installation and maintenance of computer and/or communication/network systems.

Functional Responsibility: Directs, coordinates and manages computer and/or communication/network systems. Analyzes requirements, performs installation of hardware and software, maintains system configuration, and coordinates installation schedules. Assists users in troubleshooting problems, ensures optimal performance and integrity of computer and/or network system.

Minimum Education: High School diploma and 4 years of experience, or Associate's degree and 2 years of experience.

#### 6. Resource Management Specialist

Minimum/General Experience: Five years of experience in one or more of the following disciplines: economic analysis, accounting, budget analysis, financial analysis, operations research, and management analysis. Demonstrate knowledge of governing principles, practices, and procedures.

Functional Responsibility: Conduct studies and analyses to support program planning, budgeting, and requirement development for information and/or communication systems. Estimate cost of proposed alternatives and financial impact of information technology solutions. Ensure cross-functionality, security and other integration issues are addressed with respect to resource management.

Minimum Education: Bachelor's degree and 5 years of experience, or Master's degree and 2 years of experience.

## 7. Technical Documentation Specialist

Minimum/General Experience: Five years of experience in writing, designing, editing and preparing business or technical documentation in accordance with applicable government and industry standards.

Functional Responsibility: Draft, revise, develop and edit reports, presentations and other business and technical documents. Adhere to all applicable/governing standards and guidelines for document preparation.

Minimum Education: Bachelor's degree and 5 years of experience, or Master's degree and 2 years of experience.

## 8. Subject Matter Expert

Minimum/General Experience: Minimum five years of experience in an emerging technology to support problem definition, analysis, requirements development and implementation for complex to extremely complex systems in the subject matter area.

Functional Responsibility:

Provides technical and managerial direction for Makes recommendations and advises on organization-wide system improvements. Provide specialized and commercially oriented expertise when a client stipulates that such expertise is necessary to resolve a particular technical problem within an overall solution. Typical support includes, but is not limited to concentrated subject matter expertise or formal commercial certification intimately related to one or more task elements or deliverables within the overall tasking.

Qualifications: Bachelor's Degree and minimum of five years of highly specialized expertise in a commercial or emerging field of information technology (e.g. information systems architecture; networking; telecommunications; automation; communications protocols; risk management/electronic analysis; software; life-cycle management; software development methodologies; program management).

**LABOR RATES**

Provided below are KSJ's labor rates to provide information technology consulting services over the next five years. Pricing reflects IFF reduction of .0025 effective 1 January 2004.

**KSJ & Associates, Inc**  
**Labor Rates – GSA Schedule 70 Contract #GS-35F-0789M**  
**SIN 132-51 Five Year Option Period: 17 Sept 2007 thru 16 Sept 2012**

Item	Labor Category	17 Sept 2012 - 16 Sept 2013		17 Sept 2013 - 16 Sept 2014	
		Contractor Site	Client Site	Contractor Site	Client Site
1	IT Project Manager	\$154.57	\$130.86	\$160.13	\$135.57
2	Principal IT Consultant	\$188.92	\$159.94	\$195.72	\$165.70
3	Senior IT Consultant	\$133.64	\$113.29	\$138.45	\$117.37
4	IT Consultant	\$100.47	\$85.06	\$104.09	\$88.12
5	Sr. Systems Technician	\$62.98	\$53.31	\$65.25	\$55.23
6	Resource Management Specialist	\$92.53	\$78.33	\$95.86	\$81.15
7	Technical Documentation Specialist	\$111.64	\$94.50	\$115.66	\$97.90
8	Subject Matter Expert	\$246.85	\$208.97	\$255.74	\$216.49

Item	Labor Category	17 Sept 2014 - 16 Sept 2015		17 Sept 2015 - 16 Sept 2016	
		Contractor Site	Client Site	Contractor Site	Client Site
1	IT Project Manager	\$165.89	\$140.45	\$171.86	\$145.51
2	Principal IT Consultant	\$202.77	\$171.67	\$210.07	\$177.85
3	Senior IT Consultant	\$143.43	\$121.60	\$148.59	\$125.97
4	IT Consultant	\$107.84	\$91.29	\$111.72	\$94.58
5	Sr. Systems Technician	\$67.60	\$57.22	\$70.03	\$59.28
6	Resource Management Specialist	\$99.31	\$84.07	\$102.89	\$87.10
7	Technical Documentation Specialist	\$119.82	\$101.42	\$124.13	\$105.07
8	Subject Matter Expert	\$264.95	\$224.28	\$274.49	\$232.35

Item	Labor Category	17 Sept 2016 - 16 Sept 2017	
		Contractor Site	Client Site
1	IT Project Manager	\$178.05	\$150.75
2	Principal IT Consultant	\$217.63	\$184.25
3	Senior IT Consultant	\$153.94	\$130.50
4	IT Consultant	\$115.74	\$97.99
5	Sr. Systems Technician	\$72.55	\$61.41
6	Resource Management Specialist	\$106.59	\$90.24
7	Technical Documentation Specialist	\$128.60	\$108.85
8	Subject Matter Expert	\$284.37	\$240.71



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Schedule 70 Contract # GS-35F-0789M



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## USA Commitment To Promote Small Business Participation Procurement Programs

### PREAMBLE

**KSJ & Associates, Inc.** provides commercial products and services to the Federal Government. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

### COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrates our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in Federal Government contracts. To accelerate potential opportunities please contact **Mitch Enyart, (703) 824-7810, [menyart@ksj.us](mailto:menyart@ksj.us), or by fax (703) 824-7855.**



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Schedule 70 Contract # GS-35F-0789M



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**BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE**

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (Agency) and (Contractor) enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) \_\_\_\_\_.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the Government that works better and costs less.

Signatures

\_\_\_\_\_

Agency Date

\_\_\_\_\_

Contractor Date



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Schedule 70 Contract # GS-35F-0789M



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BPA NUMBER \_\_\_\_\_

(CUSTOMER NAME)  
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

- (1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____
_____	_____

- (2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
_____	_____
_____	_____
_____	_____

- (3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be \_\_\_\_\_.
- (4) This BPA does not obligate any funds.
- (5) This BPA expires on \_\_\_\_\_ or at the end of the contract period, whichever is earlier.

- (6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____
_____	_____

- (7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

- (8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:
- (a) Name of Contractor;
  - (b) Contract Number;
  - (c) BPA Number;
  - (d) Model Number or National Stock Number (NSN);
  - (e) Purchase Order Number;
  - (f) Date of Purchase;
  - (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
  - (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

**Basic Guidelines For Using "Contractor Team Arrangements"**

Federal Supply Schedule Contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions of the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer's needs, or
- Federal Supply Schedule Contractors may individually submit a Schedules "Team Solution" to meet the customer's requirement.
- Customers make a best value selection.