Multiple Award Schedule (MAS)

Special Item Numbers:
54151S Information Technology Professional Services
54151HACS Highly Adaptive Cybersecurity Services
OLM Order-Level Materials (OLM)

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Contract Award Number: GS-35F-122BA
Period Covered by Contract:
December 19, 2018 through December 18, 2023

General Services Administration
Federal Acquisition Service

Prices Shown Herein are Net (discount deducted)
# Table of Contents

General Services Administration Multiple Award Schedule Catalog/Pricelist

1. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs) ................................................. 4

2. MAXIMUM ORDER*: The maximum order is $500,000 for SINs 54151S, 54151HACS, OLM. .............................. 4

3. MINIMUM ORDER: $100 ........................................................................................................ 4

4. GEOGRAPHIC COVERAGE: Domestic and overseas delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Note that for products, domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities .................................................. 5

5. POINT(S) OF PRODUCTION: N/A ................................................................................. 5

6. DISCOUNT FROM LIST PRICES: Prices shown are GSA net prices .................................................. 5

7. QUANTITY/VOLUME DISCOUNT: None ........................................................................ 5

8. PROMPT PAYMENT TERMS: None ............................................................................ 5

9. FOREIGN ITEMS: N/A .................................................................................................. 5

10a. TIME OF DELIVERY: Negotiated at Task Order Level ........................................... 5

10b. EXPEDITED DELIVERY: Negotiated at Task Order Level ..................................... 5

10c. OVERNIGHT AND 2-DAY DELIVERY: Negotiated at Task Order Level ............... 5

10d. URGENT REQUIREMENTS: Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery ................................................. 5

11. FOB POINT: Destination .......................................................................................... 5

12a. ORDERING ADDRESS: Same as Contractor’s address ............................................. 5

12b. ORDERING PROCEDURES: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3 .............................................................. 5

13. PAYMENT ADDRESS: Same as Contractor’s address ................................................. 5

14. WARRANTY PROVISION: Standard Commercial Warranty. Customers should contact the contractor for a copy of the warranty ............................................................................. 5

15. EXPORT PACKING CHARGES: N/A ........................................................................ 5

16. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE): N/A .............................................. 5

17. TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE): N/A .............. 5

18a. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICELISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE): N/A ................................................................. 6

18b. TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE): N/A ................................................................. 6

19. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE): N/A ........... 6

20. LIST OF PARTICIPATING DEALERS (IF APPLICABLE): N/A ................................... 6

21. PREVENTIVE MAINTENANCE (IF APPLICABLE): N/A ........................................... 6
22a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants): N/A ................................................................. 6

22b. Section 508 Compliance for EIT: N/A ............................................................................. 6

23. UNIQUE ENTITY IDENTIFIER (DUNS) NUMBER: 965943082 ........................................ 6

24. NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE: Contractor is registered and valid in SAM until 06/28/2019, Cage Code = 6ZRW1.............. 6

25. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING ........................................ 8
   a. IT Services Offered Under Special Item Number 54151S .................................................. 8
   b. Pricing for IT Professional Services under the Special Item Number 54151S..................... 9
   c. Labor Category Descriptions ............................................................................................. 9

26. DESCRIPTION OF HIGHLY ADAPTIVE CYBERSECURITY SERVICES AND PRICING ............. 15
   a. IT Security Services offered under Special Item Number 54151HACS .............................. 15
   b. Pricing for IT Security Services under Special Item Number 54151HACS ....................... 15
   c. Labor Category Descriptions ............................................................................................. 16

Best Value Blanket Purchase Agreement Multiple Award Schedule ..................................... 22
(Customer Name) Blanket Purchase Agreement ....................................................................... 23
Basic Guidelines for Using “Contractor Team Arrangements” ................................................. 25
General Services Administration Multiple Award Schedule Catalog/Pricelist

On-line access to contract ordering information, terms, and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!, a menu-driven database system. The internet address for GSA Advantage! is GSAAAdvantage.com.

SCHEDULE TITLE: Multiple Award Schedule – Large Category Information Technology Category 47QSMD20R0001

CONTRACT NUMBER: GS-35F-122BA

CONTRACT PERIOD: 12/19/2018 through 12/18/2023

CONTRACTOR: B&M Consulting Group, Inc.
10401 Grosvenor Place, Suite 925
Rockville, MD 20852-4636
Attn: Leila Mamedova
Phone: (315) 884-3040
E-mail: lmamedova@bm-consulting-group.com

BUSINESS SIZE: Small Business, WOSB, HUBZone

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

CUSTOMER INFORMATION:

1. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

<table>
<thead>
<tr>
<th>NAICS</th>
<th>SIN</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>541519</td>
<td>54151S</td>
<td>IT Professional Services</td>
</tr>
<tr>
<td>541618</td>
<td></td>
<td></td>
</tr>
<tr>
<td>541519</td>
<td>54151HACS</td>
<td>Highly Adaptive Cybersecurity Services (HACS)</td>
</tr>
<tr>
<td>541511</td>
<td></td>
<td></td>
</tr>
<tr>
<td>541512</td>
<td></td>
<td></td>
</tr>
<tr>
<td>541513</td>
<td></td>
<td></td>
</tr>
<tr>
<td>541519</td>
<td>OLM</td>
<td>OLM Order-Level Materials (OLM)</td>
</tr>
</tbody>
</table>

2. MAXIMUM ORDER*: The maximum order is $500,000 for SINs 54151S, 54151HACS, OLM.

*If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. MINIMUM ORDER: $100
4. **GEOGRAPHIC COVERAGE:** Domestic and overseas delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Note that for products, domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

5. **POINT(S) OF PRODUCTION:** N/A

6. **DISCOUNT FROM LIST PRICES:** Prices shown are GSA net prices

7. **QUANTITY/VOLUME DISCOUNT:** None

8. **PROMPT PAYMENT TERMS:** None

9. **FOREIGN ITEMS:** N/A

10a. **TIME OF DELIVERY:** Negotiated at Task Order Level

10b. **EXPEDITED DELIVERY:** Negotiated at Task Order Level

10c. **OVERNIGHT AND 2-DAY DELIVERY:** Negotiated at Task Order Level

10d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

11. **FOB POINT:** Destination
Note: All travel required in the performance of this contract and orders placed hereunder must comply with the Federal Travel Regulations (FTR) or Joint Travel Regulations (JTR), 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. The contractor shall not add the Industrial Funding Fee onto travel costs.

12a. **ORDERING ADDRESS:** Same as Contractor’s address.

12b. **ORDERING PROCEDURES:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. **PAYMENT ADDRESS:** Same as Contractor’s address.

14. **WARRANTY PROVISION:** Standard Commercial Warranty. Customers should contact the contractor for a copy of the warranty.

15. **EXPORT PACKING CHARGES:** N/A

16. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** N/A

17. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
18a. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICELISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE): N/A

18b. TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE): N/A

19. LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE): N/A

20. LIST OF PARTICIPATING DEALERS (IF APPLICABLE): N/A

21. PREVENTIVE MAINTENANCE (IF APPLICABLE): N/A

22a. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants): N/A

22b. Section 508 Compliance for EIT: N/A

23. UNIQUE ENTITY IDENTIFIER (DUNS) NUMBER: 965943082

24. NOTIFICATION REGARDING REGISTRATION IN CENTRAL CONTRACTOR REGISTRATION (CCR) DATABASE: Contractor is registered and valid in SAM until 06/28/2019, Cage Code = 6ZRW1.
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 Multiple Award 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™ online shopping service (gsaadvantage.gov). The catalogs/pricelists, GSA Advantage™ and the Federal Acquisition Service Home Page (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 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.
25. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING

B&M Consulting Group, Inc. (B&M) is a woman-owned small business (WOSB) and a HUBZone professional services firm with a stellar track record of providing high-value cybersecurity, IT professional services, and business advisory support to clients throughout the Federal government. We have advised public and private sector executives and managers on a variety of IT security and control, IT governance, organizational performance, project and program management, and system implementation initiatives.

a. IT Services Offered Under Special Item Number 54151S

B&M offers the following IT professional services under SIN 54151S IT Professional Services:

▪ **IT Governance Advisory Services:** We serve as a trusted advisor to executive leaders and Chief Information Officers (CIO) on significant IT and organization transformation initiatives. We support our clients in establishing IT governance structures and processes; assessing existing organization and IT strategies and functions; documenting and assessing current-state business process, data, application, and technology architectures; developing future-state processes and operating environments, in alignment with enterprise and segment architectures; and developing implementation roadmaps to support transformation initiatives.

▪ **Privacy and IT Security Services:** We provide skilled, knowledgeable, and certified privacy and IT security specialists to work with our clients to design, implement, assess, and continuously improve privacy programs, IT security programs, and IT security controls. Our team of subject matter specialists work with Chief Information Security Officers (CISO), Chief Privacy Officers (CPO), and their teams to help ensure compliance with Federal requirements, to include the Federal Information Security Management Act of 2002 (FISMA), the Privacy Act of 1974, related Office of Management and Budget (OMB) Circulats, and applicable National Institute of Standards and Technology (NIST) standards and guidelines.

▪ **Audit and Assessment Services:** Our team includes skilled IT auditors and assessors with extensive experience in IT audit preparation, execution, response, and remediation in accordance with established Federal and industry methodologies and standards, including the U.S. Government Accountability Office’s (GAO) Federal Information System Controls Audit Manual (FISCAM) and Generally Accepted Government Auditing Standards (GAGAS). We provide security assessment and authorization (SA&A) support to Federal Agency clients, in alignment with NIST requirements and guidelines, as well as financial system assessment support related to OMB Circular A-123. We also work with our clients to establish audit and compliance support structures; effectively interface with internal and external auditors and assessors; and effectively address identified vulnerabilities and control weaknesses.

▪ **System Planning and Implementation Services:** We provide technical and programmatic support to our clients throughout the system development lifecycle. Our team of specialists lead or support capital planning and investment control (CPIC) activities; document and analyze current-state business processes; elicit and analyze requirements; design solution architectures; assess acquisition alternatives; support system design, development, and implementation; perform independent validation and verification (IV&V) assessments; and lead or support stakeholder communication, outreach, and training initiatives.

▪ **Program and Project Management Services:** We deliver proven methodologies and resources for establishing and managing program and project management offices (PMO). Our team of experienced and certified resources leverage industry standard methodologies (e.g., PMBOK) and tools to help ensure our client’s program and project resources are planned, acquired, and managed to achieve strategic objectives while meeting legal and regulatory requirements.
b. **Pricing for IT Professional Services under the Special Item Number 54151S**

**B&M Consulting Group, Inc. (B&M)** has 11 labor categories. Each labor category’s commercial job title, minimum education requirements, minimum and general experience, as well as functional responsibilities are outlined below. Additionally, B&M’s hourly GSA price (with IFF) for each labor category is included in the table below.

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>GSA Price with IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal</td>
<td>$ 259.19</td>
</tr>
<tr>
<td>Senior Manager</td>
<td>$ 207.81</td>
</tr>
<tr>
<td>Program/Project Manager</td>
<td>$ 125.94</td>
</tr>
<tr>
<td>Project Controller</td>
<td>$ 73.11</td>
</tr>
<tr>
<td>IT Technical Specialist III</td>
<td>$ 181.36</td>
</tr>
<tr>
<td>IT Technical Specialist II</td>
<td>$ 168.26</td>
</tr>
<tr>
<td>IT Technical Specialist I</td>
<td>$ 151.13</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$ 145.59</td>
</tr>
<tr>
<td>Consultant</td>
<td>$ 125.94</td>
</tr>
<tr>
<td>Analyst</td>
<td>$ 108.31</td>
</tr>
<tr>
<td>Junior Analyst</td>
<td>$ 90.88</td>
</tr>
</tbody>
</table>

c. **Labor Category Descriptions**

**Commercial Job Title: Principal**

**Minimum Education:** Bachelor’s Degree (BS/BA) or equivalent

**Minimum/General Experience:** 10 or more years of experience in cybersecurity, consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. A Principal Consultant is proficient in technical methodologies and resource planning, and in resolving project issues related to areas such as technical compatibility, stakeholder requirements and expectations, and timing and sequencing of initiatives. A Principal Consultant is typically able to manage large teams and coordinate initiatives across multiple client engagements. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Functional Responsibility:** Responsible for the development and implementation of technical methodologies in areas such as IT consulting, system analysis and solution architecture, system design and implementation, business process reengineering, or IT transformation. Provides executive-level advisory support to client leadership on complex technical and/or programmatic issues. Oversees program design and project planning initiatives, to include resource planning. Serves as the senior point of contact with client leadership, and helps ensure engagement issues are addressed. Able to manage large teams and/or complex projects, and coordinate initiatives across multiple client engagements. Supervises subordinate staff and/or managers, and assures quality of work products, services, and deliverables.
Commercial Job Title: Senior Manager

**Minimum Education:** Bachelor’s Degree (BS/BA) or equivalent

**Minimum/General Experience:** 7 or more years in IT, cybersecurity, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. A Senior Manager is proficient in technical methodologies and resource planning, and in resolving project issues related to areas such as technical compatibility, stakeholder requirements and expectations, and timing and sequencing of initiatives. A Senior Manager is typically able to manage large teams and coordinate initiatives across multiple client engagements. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Functional Responsibility:** Responsible for supporting the development of and implementing technical methodologies in areas such as IT consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation. Typically serves as the primary point of contact for client projects, and coordinates directly with the project sponsor and stakeholders on engagement execution. Works with client leadership and stakeholders in resolving project issues related to areas such as technical compatibility, stakeholder requirements and expectations, and timing and sequencing of initiatives. Able to manage large teams and/or complex projects, and coordinate initiatives across multiple client engagements. Supervises subordinate staff and/or managers, and assures quality of work products, services, and deliverables.

Commercial Job Title: Program/Project Manager

**Minimum Education:** Bachelor’s Degree (BS/BA) or equivalent

**Minimum/General Experience:** 5 or more years in managing and performing client engagements in consulting, IT, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. A Program/Project Manager oversees the work of assigned personnel, applying relevant experience and expertise to address programmatic and technical challenges, and interacts with client stakeholders on program/project related issues. A Program/Project Manager is typically able to manage one or more client engagements with minimal executive-level oversight and support. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Functional Responsibility:** Oversees the work of assigned personnel, applying relevant experience and expertise in the implementation of technical and operational projects and programs. Anticipates technical and operational challenges and risks, and coordinates with client stakeholders to address program/project related issues. Provides day-to-day management of client engagements, potentially involving multiple projects and/or sites, with minimal executive-level oversight and support. Organizes, directs, and coordinates all engagement support activities, to include providing technical direction to subordinate staff as appropriate. Monitors each task, and keeps the project leadership abreast of project status and any obstacles or issues encountered.

Commercial Job Title: Project Controller

**Minimum Education:** Associate’s Degree
Minimum/General Experience: 1 or more years of experience in supporting client engagements. A higher-level degree may be substituted for experience. Each degree or major professional certification, other than the one used to meet the minimum educational requirements, may be substituted for 1 year of experience.

Functional Responsibility: Conducts and supports project management activities related to cost management, schedule management, project coordination, risk management, communication management, and quality management. Gathers and analyzes data and information related to project status and performance, to include Earned Value Management (EVM) metrics collection and reporting. Develops or supports the development of key client communications, to include status reports and stakeholder outreach materials. Able to perform moderately complex tasks on one or more client engagements with minimal oversight and support from project management or executive leadership.

Commercial Job Title: IT Technical Specialist III

Minimum Education: Bachelor’s Degree (BS/BA) or equivalent

Minimum/General Experience: 8 years of specialized experience, to include cybersecurity, IT consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. An IT Technical Specialist applies technical knowledge and skills to advise team members and client personnel on methodologies and approaches to overcoming technical challenges. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Functional Responsibility: Applies highly specialized experience and highly advanced technical knowledge to advise team members and client personnel on engagement methodologies and approaches to overcoming highly complex technical challenges. Serves as a senior subject matter expert in one or more IT fields, such as IT security and governance, Enterprise Resource Planning (EPR) system implementation, disaster recovery and IT contingency planning, or IT infrastructure modernization. Develops thought leadership by writing white papers, presenting at conferences, and staying abreast of new technologies, regulatory compliance requirements, and leading practices in IT management. Serves as a technical advisor to client leadership.

Commercial Job Title: IT Technical Specialist II

Minimum Education: Bachelor’s Degree (BS/BA) or equivalent

Minimum/General Experience: 6 years of specialized experience, to include cybersecurity, IT consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. An IT Technical Specialist applies technical knowledge and skills to advise team members and client personnel on methodologies and approaches to overcoming technical challenges. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Functional Responsibility: Applies specialized experience and advanced technical knowledge to advise team members and client personnel on engagement methodologies and approaches to overcoming complex technical challenges. Serves as a subject matter specialist resource in one or more IT fields, such as IT security and governance, Enterprise Resource Planning (EPR) system implementation, disaster recovery and IT contingency planning, or IT infrastructure modernization.
modernization. Develops white papers, stays abreast of new technologies, regulatory compliance requirements, and leading practices in IT management, and serves as a technical advisor to client leadership.

**Commercial Job Title: IT Technical Specialist I**

**Minimum Education:** Bachelor’s Degree (BS/BA) or equivalent

**Minimum/General Experience:** 4 years of specialized experience, to include cybersecurity, IT consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. An IT Technical Specialist applies technical knowledge and skills to advise team members and client personnel on methodologies and approaches to overcoming technical challenges. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Functional Responsibility:** Applies experience and technical knowledge to developing engagement methodologies and approaches to overcoming technical challenges. Serves as a subject matter specialist resource in one or more IT fields, such as IT security and governance, Enterprise Resource Planning (EPR) system implementation, disaster recovery and IT contingency planning, or IT infrastructure modernization. Stays abreast of new technologies, regulatory compliance requirements, and leading practices in IT management, and serves as a technical advisor to clients.

**Commercial Job Title: Senior Consultant**

**Minimum Education:** Bachelor’s Degree (BS/BA) or equivalent

**Minimum/General Experience:** 4 years of experience in IT, consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. Applies programmatic and technical knowledge and skills to implement project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Functional Responsibility:** Applies advanced programmatic and technical knowledge and skills to help develop and implement project methodologies and to complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. Contributes to and helps lead engagement planning and methodology development, and assumes responsibility for achieving project milestones in accordance with established requirements and within existing cost, schedule, and technical constraints. Responsibilities include documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; establishing and managing program/project management offices; performing independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.
Commercial Job Title: Consultant

Minimum Education: Bachelor’s Degree (BS/BA) or equivalent

Minimum/General Experience: 2 years of experience in IT, consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. Applies programmatic and technical knowledge and skills to implement project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Functional Responsibility: Applies programmatic and technical knowledge and skills to implement project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. Contributes to engagement planning and methodology development, and assumes responsibility for achieving project milestones in accordance with established requirements and within existing cost, schedule, and technical constraints. Responsibilities include documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; establishing and managing program/project management offices; performing independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.

Commercial Job Title: Analyst

Minimum Education: Bachelor’s Degree (BS/BA) or equivalent

Minimum/General Experience: 0 to 1 years of experience in IT, consulting, system analysis and solution architecture, system design and implementation, business process reengineering, IT transformation, or other related initiatives. Applies programmatic and technical knowledge and skills to implement project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Functional Responsibility: Applies knowledge and skills to implement project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. Supports engagement planning and methodology development, and assumes responsibility for achieving project milestones in accordance with established requirements and within existing cost, schedule, and technical constraints. Responsibilities include documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; establishing and managing program/project management offices; performing independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.
Commercial Job Title: Junior Analyst

Minimum Education: None

Minimum/General Experience: The Junior Analyst is an entry-level position with no specific educational or experiential requirements. A relevant advanced degree may be substituted for the relevant number of years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Functional Responsibility: Applies knowledge and skills to support more senior staff in implementing project methodologies and completing assigned tasks. Responsibilities may include documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; establishing and managing program/project management offices; performing independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.
26. DESCRIPTION OF HIGHLY ADAPTIVE CYBERSECURITY SERVICES AND PRICING

a. IT Security Services offered under Special Item Number 54151HACS

B&M offers the following IT professional services under the associated Highly Adaptive Cyber Security SIN 54151HACS:

- **Risk and Vulnerability Assessment**: We provide a full range of Risk and Vulnerability Assessment (RVA) support services, to include Network Mapping, Vulnerability Scanning, Phishing and Social Engineering Assessments, Wireless Assessments, Web Application Assessments, Operating System and Domain Security Assessments, Database and Data Security Assessments, and Perimeter and Network Security Assessments.

- **High Value Asset Assessments**: B&M provides support to Federal Agencies in securing their High Value Asset (HVA) systems. This support includes enterprise security architecture reviews, as well as providing cybersecurity support services related to security engineering, perimeter security, network security, endpoint security, application security, physical security, and data security. B&M also performs risk and vulnerability assessments of HVAs.

- **Penetration Testing**: B&M performs independent, internal and external penetration testing to identify vulnerabilities and risks in Agency systems. Testing can be performed under a variety of scenarios, based on agency requirements. Additionally, B&M provides technical consulting support to Agency internal penetration testing teams, to include reviewing team structure and composition, along with methodologies and tools used, as well as providing technical consulting support to Agency penetration testing teams before, during, and after engagements.

- **Incident Response**: We provide technical and surge support to clients throughout the incident response lifecycle. This includes performing reviews of Agency Incident Response Programs, and developing recommendations to address identified gaps and opportunities for improvement related to incident response planning and procedures, team staffing and training, awareness, and incident detection, analysis, containment, eradication, recovery, reporting, and post-incident procedures and capabilities. We also perform assessments of the tools used in support of the Incident Response Program, to include the architecture, configuration, management, and use of Intrusion Detection System/Intrusion Prevention Systems (IDS/IPS), Anti-Virus (AV)/malware detection and containment/eradication software, Advanced Persistent Threat (APT) detection solutions, and Security Information and Event Management (SIEM) solutions.

- **Cyber Hunt Support**: We support Federal Agencies in performing cyber hunt initiatives, and in developing and maturing cyber hunt programs and capabilities. This includes performing reviews of Agency cyber hunt programs, and developing recommendations to address identified gaps and opportunities for improvement related to team composition/structure and procedures/capabilities for hypotheses generation; hypothesis testing; pattern and Tactics, Techniques, & Procedures (TTP) detection; and analytics automation.

b. Pricing for IT Security Services under Special Item Number 54151HACS

B&M Consulting Group, Inc. (B&M) has 11 IT security labor categories. Each labor category’s commercial job title, minimum education requirements, minimum and general experience, as well as functional responsibilities are outlined below. Additionally, B&M’s hourly GSA price (with IFF) for each labor category is included in the table below.

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>GSA Price with IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cybersecurity Principal</td>
<td>$312.00</td>
</tr>
</tbody>
</table>
### Labor Category Descriptions

**Commercial Job Title: Cybersecurity Principal**

**Description:** Responsible for the development and implementation of technical methodologies in areas such as penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, or information assurance. Provides executive-level advisory support to client leadership on complex technical and/or programmatic issues. Oversees program design and project planning initiatives, to include resource planning. Serves as the senior point of contact with client leadership, and helps ensure engagement issues are addressed. Able to manage large teams and/or complex projects, and coordinate initiatives across multiple client engagements. Supervises subordinate staff and/or managers, and assures quality of work products, services, and deliverables.

**Knowledge, Skills and Abilities:** Experience in cybersecurity, to include security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

**Minimum Experience:** 10 or more years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

**Commercial Job Title: Senior Cybersecurity Manager**

**Description:** Responsible for supporting the development of and implementing technical methodologies in areas such as penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, or information assurance. Typically serves as the primary point of contact for client projects, and coordinates directly with the project sponsor and stakeholders on engagement execution. Works with client leadership and stakeholders in resolving project issues related to areas such as technical compatibility, stakeholder requirements and expectations, and timing and sequencing of initiatives. Able to manage large teams and/or complex projects, and coordinate initiatives across multiple client engagements. Supervises

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>GSA Price with IFF</th>
</tr>
</thead>
<tbody>
<tr>
<td>Senior Cybersecurity Manager</td>
<td>$278.00</td>
</tr>
<tr>
<td>Cybersecurity Program/Project Manager</td>
<td>$226.70</td>
</tr>
<tr>
<td>Cybersecurity Project Controller</td>
<td>$86.15</td>
</tr>
<tr>
<td>Cybersecurity Technical Specialist III</td>
<td>$380.86</td>
</tr>
<tr>
<td>Cybersecurity Technical Specialist II</td>
<td>$286.77</td>
</tr>
<tr>
<td>Cybersecurity Technical Specialist I</td>
<td>$216.69</td>
</tr>
<tr>
<td>Senior Cybersecurity Consultant</td>
<td>$203.00</td>
</tr>
<tr>
<td>Cybersecurity Consultant</td>
<td>$158.69</td>
</tr>
<tr>
<td>Cybersecurity Analyst</td>
<td>$152.00</td>
</tr>
<tr>
<td>Junior Cybersecurity Analyst</td>
<td>$136.02</td>
</tr>
</tbody>
</table>

C. Movement Category Descriptions
subordinate staff and/or managers, and assures quality of work products, services, and deliverables.

**Knowledge, Skills and Abilities:** Experience in cybersecurity, to include security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

**Minimum Experience:** 7 or more years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

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**Commercial Job Title: Cybersecurity Program/Project Manager**

**Description:** Oversees the work of assigned personnel, applying relevant experience and expertise in the implementation of technical and operational projects and programs. Anticipates technical and operational challenges and risks, and coordinates with client stakeholders to address program/project related issues. Provides day-to-day management of client engagements, potentially involving multiple projects and/or sites, with minimal executive-level oversight and support. Organizes, directs, and coordinates all engagement support activities, to include providing technical direction to subordinate staff as appropriate. Monitors each task, and keeps the project leadership abreast of project status and any obstacles or issues encountered.

**Knowledge, Skills and Abilities:** Experience in managing and performing client engagements in cybersecurity, IT, consulting, to include security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

**Minimum Experience:** 5 or more years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

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**Commercial Job Title: Cybersecurity Project Controller**

**Description:** Conducts and supports project management activities related to cost management, schedule management, project coordination, risk management, communication management, and quality management. Gathers and analyzes data and information related to project status and performance, to include Earned Value Management (EVM) metrics collection and reporting. Develops or supports the development of key client communications, to include status reports and stakeholder outreach materials. Able to perform moderately complex tasks on one or more client engagements with minimal oversight and support from project management or executive leadership.

**Knowledge, Skills and Abilities:** The Project Controller is an entry-level position with no specific educational or experiential requirements.

**Minimum Experience:** Experience is not required.

**Minimum Education Requirements:** Associate’s Degree or equivalent
Commercial Job Title: Cybersecurity Technical Specialist III

Description: Applies highly specialized experience and highly advanced technical knowledge to advise team members and client personnel on engagement methodologies and approaches to overcoming highly complex technical challenges. Serves as a senior subject matter expert in one or more IT fields, such as penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services. Develops thought leadership by writing white papers, presenting at conferences, and staying abreast of new technologies, regulatory compliance requirements, and leading practices in IT management. Serves as a technical advisor to client leadership.

Knowledge, Skills and Abilities: Experience in security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

Minimum Experience: 6 or more years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Minimum Education Requirements: Bachelor’s Degree (BS/BA) or equivalent

Commercial Job Title: Cybersecurity Technical Specialist II

Description: Applies specialized experience and advanced technical knowledge to advise team members and client personnel on engagement methodologies and approaches to overcoming complex technical challenges. Serves as a subject matter specialist resource in one or more IT fields, such as cybersecurity and governance, Enterprise Resource Planning (EPR) system implementation, disaster recovery and IT contingency planning, or IT infrastructure modernization. Develops white papers, stays abreast of new technologies, regulatory compliance requirements, and leading practices in IT management, and serves as a technical advisor to client leadership.

Knowledge, Skills and Abilities: Experience in security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

Minimum Experience: 4 years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

Minimum Education Requirements: Bachelor’s Degree (BS/BA) or equivalent

Commercial Job Title: Cybersecurity Technical Specialist I

Description: Applies experience and technical knowledge to developing engagement methodologies and approaches to overcoming technical challenges. Serves as a subject matter specialist resource in one or more cybersecurity fields, such as cybersecurity and governance, assessments, IV&Vs, compliance, Enterprise Resource Planning (EPR) system implementation, disaster recovery and IT contingency planning, or IT infrastructure modernization. Stays abreast
of new technologies, regulatory compliance requirements, and leading practices in IT management, and serves as a technical advisor to clients.

**Knowledge, Skills and Abilities:** Experience in security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

**Minimum Experience:** 2 years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

**Commercial Job Title: Senior Cybersecurity Consultant**

**Description:** Applies advanced programmatic and technical knowledge and skills to help develop and implement project methodologies and to complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. Contributes to and helps lead engagement planning and methodology development, and assumes responsibility for achieving project milestones in accordance with established requirements and within existing cost, schedule, and technical constraints. Responsibilities include performing assigned testing tasks; documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; establishing and managing program/project management offices; performing independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.

**Knowledge, Skills and Abilities:** Experience in security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

**Minimum Experience:** 4 years. Relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

**Commercial Job Title: Cybersecurity Consultant**

**Description:** Supports engagements with programmatic and technical knowledge and skills to implement project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from project management and executive leadership. Contributes to engagement planning and methodology development, and assumes responsibility for achieving project milestones in accordance with established requirements and within existing cost, schedule, and technical constraints. Responsibilities include performing assigned testing tasks; documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; establishing and managing
program/project management offices; performing independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.

**Knowledge, Skills and Abilities:** Experience in security control assessments, penetration testing, risk and vulnerability analysis, incident response, cyber hunt, cybersecurity consulting, information assurance, system analysis and solution architecture, testing, implementation, operation, program management, or other related services.

**Minimum Experience:** 2 years. A relevant advanced degree may be substituted for 1 to 2 years of experience. Each major professional certification (e.g., PgMP, PMP, CAP, CISSP, CISA, CEH, CISM, etc.), other than that used to meet the minimum educational requirements, may also be substituted for 1 year of experience.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

**Commercial Job Title:** Cybersecurity Analyst

**Description:** Applies knowledge and skills to support more senior staff in implementing project methodologies and complete assigned tasks in accordance with engagement requirements and guidance from team/workstream leads, project management, and executive leadership. Supports engagement planning and methodology development, and supporting the achievement of project milestones in accordance with established requirements and within existing cost, schedule, and technical constraints. Responsibilities include supporting the performance of testing tasks; documenting and analyzing existing organization functions and structures; supporting the assessment of current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; supporting independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.

**Knowledge, Skills and Abilities:** The Cybersecurity Analyst is an entry-level position with minimum educational requirement and no experiential requirements.

**Minimum Experience:** Experience is not required.

**Minimum Education Requirements:** Bachelor’s Degree (BS/BA) or equivalent

**Commercial Job Title:** Junior Cybersecurity Analyst

**Description:** Applies knowledge and skills to support more senior staff in implementing project methodologies and completing assigned tasks. Responsibilities may include performing assigned testing tasks; documenting and analyzing existing organization functions and structures; assessing current processes and procedures, and developing recommendations for improvement; gathering and documenting system requirements; assessing alternative approaches to meeting stakeholder requirements; supporting system acquisition planning; supporting independent verification and validation assessments; and supporting system design, development, implementation, and operation activities.

**Knowledge, Skills and Abilities:** The Junior Cybersecurity Analyst is an entry-level position with no specific educational or experiential requirements.

**Minimum Experience:** Experience is not required.
Minimum Education Requirements: Associate’s Degree or equivalent
Best Value
Blanket Purchase Agreement
Multiple Award Schedule

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and (Contractor) enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Multiple Award Schedule Contract(s) ____________________.

Multiple Award 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 Multiple Award 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 ordering activity that works better and costs less.

Signatures

Ordering Activity Date Contractor Date
BPA NUMBER____________

(Customer Name)

Blanket Purchase Agreement

Pursuant to GSA Multiple Award Schedule Contract Number(s)____________, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(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:

<table>
<thead>
<tr>
<th>Model Number/Part Number</th>
<th>*Special BPA Discount/Price</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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<tr>
<td></td>
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</tr>
</tbody>
</table>

(2) Delivery:

<table>
<thead>
<tr>
<th>Destination</th>
<th>Delivery Schedules / Dates</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
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<tr>
<td></td>
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</tr>
</tbody>
</table>

(3) The ordering activity 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:

<table>
<thead>
<tr>
<th>Office</th>
<th>Point of Contact</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
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</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(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 Multiple Award 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”

Multiple Award Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to an ordering activity requirement.

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

Orders under a Team Arrangement are subject to terms and conditions or the Multiple Award Schedule Contract.

Participation in a Team Arrangement is limited to Multiple Award 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.
▪ Multiple Award Schedule Contractors may individually meet the customers’ needs, or -
▪ Multiple Award Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
▪ Customers make a best value selection.