



**SDVOSB (Service Disabled Veteran Owned Small Business)**

**MAS - Multiple Award Schedule**

Information Technology-IT Software Special Item No. 511210 Software Licenses

Information Technology - IT Services Special Item No. 54151HACS Highly Adaptive Cybersecurity Services

Information Technology-IT Services Special Item No. 54151S Information Technology Professional Services

Industrial Products and Services - Industrial Products Special Item No. 333415 HVAC - Heating, Ventilation and Air Conditioning (HVAC)

Scientific Management and Solutions - Laboratory Equipment Special Item No. 334515 Diagnostic, Measuring and Testing Equipment

Miscellaneous - Complementary Special Item Numbers OLM (Order-Level Materials)

**Security Solutions Technology**

**Attn: Chuck Floyd**

**4236 Pear Plain Lane**

**Machipongo, VA 23405**

**DUNS: 363845525**

**Cage: 4M5S8**

**Contract Number: GS35F387DA**

**Period Covered: June 2020 to June 2030**

*Pricelist effective as of September 17, 2020*

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<b>INFORMATION FOR ORDERING ACTIVITIES</b>
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**SPECIAL NOTICE TO ORDERING ACTIVITIES:****1. GEOGRAPHIC SCOPE OF CONTRACT:**

*Domestic delivery* is delivery within the 48 contiguous states and Washington, DC. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

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

Offerors are requested to check one of the following boxes:

The Geographic Scope of Contract will be domestic and overseas delivery.

**2. CONTRACTOR'S ORDERING ADDRESS:**

Security Solutions Technology  
4236 Pear Plain Lane  
Machipongo, VA 23405  
301-273-5620  
FAX: 301-560-8881

**Contractor's Service Area:** All Ordering Activity locations within the scope of the contract.

**Contractor's Payment Address:**

Security Solutions Technology  
4236 Pear Plain Lane  
Machipongo, VA 23405

Contractors are required to accept the Ordering Activity purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Ordering Activity 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.

**3. LIABILITY FOR INJURY OR DAMAGE**

The Contractor shall not be liable for any injury to Ordering Activity personnel or damage to Ordering Activity 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. CAGE CODE: 4M5S8**

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

**5. FOB DESTINATION**

When deliveries are made to destinations outside the 48 contiguous States, i.e., Alaska, Hawaii, the Commonwealth of Puerto Rico, and such overseas locations as specified, and are not covered the following conditions will apply:

- (1) Delivery will be f.o.b. inland carrier, point of exportation (FAR 52.247-38), with the transportation charges to be paid by the Ordering activity from the point of exportation to destination in Alaska, Hawaii, the Commonwealth of Puerto Rico, and such overseas locations specified, as designated by the ordering office. The Contractor shall add the actual cost of transportation to destination from the point of exportation in the 48 contiguous States nearest to the designated destination. Such costs will, in all cases, be based upon the lowest regularly established rates on file with the Interstate Commerce Commission, the U.S. Maritime Commission (if shipped by water), or any State regulatory body, or those published by the U.S. Postal Service; and must be supported by paid freight or express receipt or by a statement of parcel post charges including weight of shipment.
- (2) The right is reserved to ordering activities to furnish Ordering activity bills of lading.

Ordering Activities will be required to pay differential between freight charges and express charges where express deliveries are desired by the Ordering Activity.

## 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.

<b>Items or Groups of Items (SIN or Nomenclature)</b>	<b>Delivery Time (Days ARO)</b>
511210	30 Days or as negotiated on the task order level.
54151HACS	30 Days or as negotiated on the task order level.
54151S	30 Days or as negotiated on the task order level.
333415HVAC	30 Days or as negotiated on the task order level.
334515	30 Days or as negotiated on the task order level.

- b. Urgent Requirements: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, activities 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 activity, 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.
- c. ACCELERATED SERVICE DELIVERY: Under Accelerated Service Task Orders, service acceptance testing, unless otherwise required by the satellite provider or host nation, shall be deferred until Ordering Activity operations permit.

## 7. DISCOUNTS: Prices shown are NET Prices; Basic Discounts have been deducted. 1% for Net 14 days

- a. Prompt Payment: None for NET 30 days from receipt of invoice or date of acceptance, whichever is later.
- b. Quantity: None
- c. Dollar Volume: None
- d. Government Educational Institutions: Government Educational Institutions are offered the same discounts as all other Government customers.

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:** Export packing is available at extra cost outside the scope of this contract.
10. **SMALL REQUIREMENTS:** The minimum dollar value of orders to be issued is \$500.00.
11. **MAXIMUM ORDER:** (All dollar amounts are exclusive of any discount for prompt payment.) The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:  
Information Technology-IT Software Special Item No. 511210 Software Licenses  
Information Technology - IT Services Special Item No. 54151HACS Highly Adaptive Cybersecurity Services  
Information Technology-IT Services Special Item No. 54151S Information Technology Professional Services  
Industrial Products and Services - Industrial Products Special Item No. 333415HVAC - Heating, Ventilation And Air Conditioning (HVAC)  
Miscellaneous - Complementary Special Item Numbers OLM (Order-Level Materials) and \$250,000: Scientific Management and Solutions - Laboratory Equipment Special Item No. 334515 Diagnostic, Measuring and Testing Equipment

**12. ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS**

Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.

- a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.
- b. FAR 8.405-2 Ordering procedures for services requiring a statement of work

**13. CONTRACTOR TASKS / SPECIAL REQUIREMENTS**

- (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. Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency. 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 activity, 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.
- (k) Overtime: For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime. For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed a time and a half of the labor rate).

**14. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:** Any ordering activity, 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 ordering activity's convenience, and (m) Termination for Cause (See 52.212-4)

#### **15. PURCHASE OF OPEN MARKET ITEMS**

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. ODCs (Other Direct Costs) are not part of this contract and should be treated as open market purchases. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

#### **16. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS:**

- a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:
  - (1) Time of delivery/installation quotations for individual orders;
  - (2) 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.
  - (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the contractor.
- b. The above is not intended to encompass items not currently covered by the GSA Schedule Contract.

#### **17. 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: N/A

Upon request of the contractor, the Ordering Activity may provide the contractor with logistics support, as available, in accordance with all applicable Ordering Activity regulations. Such Ordering Activity 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.

#### **18. BLANKET PURCHASE AGREEMENTS (BPAs)**

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

#### **19. 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, Industrial Funding Fee and Sales

Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

## **20. 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.ecompex.com](http://www.ecompex.com).

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

## **21. INSURANCE-WORK ON A GOVERNMENT ACTIVITY 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.

## **22. USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS**

SST is a VIP certified SDVOSB. We are committed to promoting participation of small veteran owned businesses and small disadvantaged / 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 demonstrate 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.

<p><b>TERMS AND CONDITIONS APPLICABLE FOR INFORMATION TECHNOLOGY-IT SOFTWARE SPECIAL ITEM No. 511210 SOFTWARE LICENSES</b></p>
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**1. INSPECTION/ACCEPTANCE**

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

**2. GUARANTEE/WARRANTY**

- a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.
- b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.
- c. **Limitation of Liability.** Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

**3. TECHNICAL SERVICES**

The Contractor, without additional charge to the ordering activity, shall provide a hot line technical support number (703) 288-3382 for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available from 8:30 am to 5:00 pm Eastern Time.

**4. SOFTWARE MAINTENANCE**

- a. Software maintenance service shall include the following: TBD

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- b. Invoices for maintenance service shall be submitted by the Contractor on a quarterly or monthly basis, after the completion of such period. Maintenance charges must be paid in arrears (31 U.S.C. 3324). **PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.**

**5. PERIODS OF TERM LICENSES**

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

years.

e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the term licenses and/or maintenance is to be terminated at that time. Orders for the continuation of term licenses and/or maintenance will be required if the term licenses and/or maintenance is to be continued during the subsequent period.

## **6. CONVERSION FROM TERM LICENSE TO PERPETUAL LICENSE**

There is no conversion under the MAS.

## **7. TERM LICENSE CESSATION**

a. After a software product has been on a continuous term license for a period of \_\_\_\_\_ \* months, a fully paid-up, non-exclusive, perpetual license for the software product shall automatically accrue to the ordering activity. The period of continuous term license for automatic accrual of a fully paid-up perpetual license does not have to be achieved during a particular fiscal year; it is a written Contractor commitment which continues to be available for software that is initially ordered under this contract, until a fully paid-up perpetual license accrues to the ordering activity. However, should the term license of the software be discontinued before the specified period of the continuous term license has been satisfied, the perpetual license accrual shall be forfeited.

b. The Contractor agrees to provide updates and maintenance service for the software after a perpetual license has accrued, at the prices and terms of Special Item Number 132-34, if the licensee elects to order such services. Title to the software shall remain with the Contractor.

## **8. UTILIZATION LIMITATIONS**

a. Software acquisition is limited to commercial computer software defined in FAR Part 2.101.

b. When acquired by the ordering activity, commercial computer software and related documentation so legend shall be subject to the following:

(1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.

(2) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public domain databases, user agencies and third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.

(3) Except as is provided in paragraph 8.b(2) above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.

(4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of disaster recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the computer software and documentation with a backup computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

(5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

#### 9. SOFTWARE CONVERSIONS -

There are no conversions under MAS.

#### 10. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

#### 11. RIGHT-TO-COPY PRICING

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

### Software Licenses for Encryption

GSA Price with IFF	Country of Origin
\$20 Per user	USA
\$80 Per User	USA
\$70 Per User	USA
\$65 Per User	USA
\$60 Per User	USA
\$100 per/Machine IP / month	USA

### Cloud Pricing Services (CPS)

#### The U.S. Government's Amazon and Microsoft Cloud Bubble

A recent Stanford University study reported that 25-30% of all data center investments are tied up running idle IT workloads, generating zero return on investment<sup>1</sup> (... and costing the USG a fortune).

If the U.S. Government (USG) is serious about reducing its waste and turning its spending deficit around, CIOs, CTOs, CEOs, and many others need to keep reading...

<sup>1</sup> J. Koomey and J. Taylor, "Zombie/Comatose Servers Redux", A Report by Koomey Analytics and Anthesis, pg. 6-8, 04/04/2017, [https://cdn2.hubspot.net/hubfs/3887711/PDFs%20\(guides,%20case%20studies%20etc\)%20/Comatose-Servers-Redux-2017.pdf](https://cdn2.hubspot.net/hubfs/3887711/PDFs%20(guides,%20case%20studies%20etc)%20/Comatose-Servers-Redux-2017.pdf)

Cloud Pricing Services (CPS) has flagged a rapidly developing bubble in Cloud infrastructure pricing due to an outdated USG Cloud procurement and contracting procedure. Currently, the USG is a victim of its own methodology that is placing budgetary constraints on its highly sought-after migration to the Cloud and solely benefits the profit margins of Amazon, Microsoft, and other Cloud providers. WAKE UP, you are paying for resources you are not using. For too long this status quo has been afforded, coming as a detriment to our nation's security, and at the expense of the American taxpayer.

### **Current State of Cloud Infrastructure Costs**

IT departments purchase Cloud computing resources assuming a 'theoretical maximum' workload (basically 100% utilization) to avoid performance issues when encountering a surge in computing resources needed, for example, a spike in website traffic. However, surges are incredibly rare, and resources almost always end up going underutilized.

Meanwhile, Cloud providers bill for their infrastructure based on the total amount of computing resources they supply (measured in time), as opposed to the total amount of computing resources and organization actually consumes (like electricity). Due to industry's need to self-serve, this billing model has managed to deceive USG Contract Officers (COs) since Cloud's emergence and cost taxpayers billions of dollars. Just think about it, the way Cloud providers' bill for an infrastructure usage would be the absolute equivalent of the electric company charging you for your air conditioning (AC) unit whether it was running or not.

In reality, USG agencies are only consuming a tiny fraction of the total resources being supplied, yet it is forced to pay for its entire allocation – including the unused portion. *Can you believe you're paying for Cloud resources you're not even using?*

***“The truth is, servers rarely run at full capacity, even in extreme conditions...  
Most studies show that typical server utilization is around 10% or less.”<sup>2</sup>***  
– Joe Weinman, Author, *Clouconomics*

### **The Financial Freedom to Accelerate Your Mission**

Our vision for a more modernized approach to procurement and contracting is for the USG to;

- Measure the exact amount of computing resources it uses prior to the Request for Proposal (RFP);
- Mandate that COs include their agency's usage as part of their RFPs; and,
- Require contractors to submit bids where Cloud pricing is based solely on the amount of resources an agency's IT workloads consume.

This Next-Gen approach would reduce USG Cloud costs by 15% or substantially more, without compromising security, uptime, or performance requirements – it would be the same FedRAMP Cloud infrastructure agencies already contract for, without paying for the underutilized resources. Think of the potential virtuous cycle these new savings would create for an agency's mission. For instance; the Department of Defense (DoD) could save more than \$1.5 Billion on their upcoming \$10 Billion Joint Enterprise Defense Infrastructure (JEDI) Cloud contract. *What could DoD CIO, Dana Deasy, do with an extra \$1.5+ Billion?*

### **New Emerging Technology That Quantifies Actual Usage**

CPS has developed the Cloud Gauge, 'Made in USA' patent-pending software that monitors and measures the consumption of the underlying resources within a computing environment (it runs exclusively behind the firewall in a cloud or on premise environment). The Cloud Gauge works similar to how an electricity meter measures WATT consumption when appliances are powered on. The Cloud Gauge utilizes an algorithm to convert disparate usage metrics (Compute, Graphics, Storage and Network) into a standardized unit of measure, known as the Workload Consumption Unit (WCU). Think of the WCU like electricity's WATT, but for computer processing power. From a usage perspective, the WCU is equivalent regardless of the computing environment or the underlying hardware on which an application runs on. What makes the WCU unique is that;

- It can seamlessly adapt to measure high-performance computing environments that are inclusive of Graphics Processing Units (GPUs) – the backbone resource for computing Artificial Intelligence (AI) and Deep Learning applications, and,
- It has the ability to accommodate highly specialized computing resource types in advanced HPC environments, for example, Field Programmable Gate Arrays (FPGA) or Intelligence Processing Units (IPU), based on a customer's needs.

The patent-pending WCU serves as a unit of cost accounting and enables an apples-to-apples comparison across different

<sup>2</sup> J. Weinman, "Utility Computing and Business Value", Next-Generation Network Series, pg. 1, 03/19/07,  
<http://www.joeweinman.com/resources/WeinmanUtilityComputing.pdf>

environments and Cloud providers. It also provides an unbiased way to benchmark costs to quantify potential waste; such as, evaluating an upcoming Cloud migration (Exhibit A), comparing existing Cloud costs versus potential alternatives (Exhibit B), and quantifying cost inefficiencies across various departments (Exhibit C).

#### EXHIBIT A

<b>Example: New Cloud Migration</b>			
	<b>Cost per mWCU</b>	<b>Hypothetical Usage</b>	<b>Total Cost (+/- Savings)</b>
<b>Existing On-Prem Cost</b>	<b>\$30.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$3,000,000</b>
<b>AWS Price</b>	<b>\$31.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$3,100,000 (-3.0%)</b>
<b>Microsoft Price</b>	<b>\$29.25 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$2,925,000 (+2.5%)</b>
<b>IBM Price</b>	<b>\$25.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$2,500,000 (+16.7%)</b>

Looking at the chart above, Exhibit A provides an example use case where the agency was operating within an On-Premise environment. After factoring hypothetical costs and usage, it was determined that the On-Premise Cost per mWCU was \$30.00. By comparison, when shopping the hosting requirements for a potentially lower price in the Cloud, it was determined that AWS would actually price their Cloud higher than the cost of remaining On-Premise, at \$31.00 per mWCU (or 3% more expensive). In contrast, it was determined that IBM would price their Cloud at \$25.00 per mWCU or a 16.7% lower price than the current cost of running On-Premise.

#### EXHIBIT B

<b>Example: Existing Cloud Costs vs. Alternative Cloud Options</b>			
	<b>Cost per mWCU</b>	<b>Hypothetical Usage</b>	<b>Total Cost (+/- Savings)</b>
<b>Existing AWS Cost</b>	<b>\$31.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$3,100,000</b>
<b>Microsoft Price</b>	<b>\$29.25 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$2,925,000 (+5.7%)</b>
<b>IBM Price</b>	<b>\$25.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$2,500,000 (+19.4%)</b>
<b>Oracle Price</b>	<b>\$23.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$2,300,000 (+25.9%)</b>

Looking at the chart above, Exhibit B provides an example use case where the agency was already operating within an AWS Cloud environment. After factoring hypothetical costs and usage, it was determined that the AWS Cost per mWCU was \$31.00. By comparison, when shopping the hosting requirements for a potentially lower price, it was determined that IBM would price their Cloud at \$25.00 per mWCU (or a 19.4% lower price) and Oracle would price their Cloud even lower at \$23.00 per mWCU (or a 25.9% lower price).

#### EXHIBIT C

<b>Example: Department vs. Department Cost Comparison</b>			
	<b>Cost per mWCU</b>	<b>Hypothetical Usage</b>	<b>Total Cost (+/- Benchmark)</b>
<b>DoD Benchmark</b>	<b>\$44.08 / mWCU</b>	<b>-</b>	<b>\$4,408,000</b>
<b>Army</b>	<b>\$57.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$5,700,000 (-22.7%)</b>
<b>Navy</b>	<b>\$30.25 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$3,025,000 (+31.4%)</b>
<b>Air Force</b>	<b>\$45.00 / mWCU</b>	<b>100,000 mWCUs</b>	<b>\$4,500,000 (+2.0%)</b>

Looking at the chart above, Exhibit C provides an example use case of the Department of Defense (DoD) utilizing the WCU to create a competitive IT cost efficiency benchmark to measure each agency's performance against its peers. The benchmark in this scenario accounts for hypothetical costs and usage from all three (3) agencies (Each Agency's Average Cost of mWCU \* (100,000 Hypothetical mWCUs \* 3 Agencies) = \$44.08 per mWCU; i.e. the DoD Benchmark). In the example, Navy is operating at a 31.4% positive efficiency to the benchmark, in comparison to the Army, which is operating at a 22.7% negative efficiency.  
\*Pricing and cost information is for purposes of example and is not a true or accurate representation.

#### Must-Have Market Research Analysis

CPS has specifically designed an IT Workload Cost Analysis-as-a-Service (AaaS) product for USG customers, an offering that includes a license to the Cloud Gauge, a workload cost forensic service, monthly briefing(s), and a special end-of-project report

deliverable. In other words, USG customers will be responsible for installing and running the Cloud Gauge software, and CPS will handle analyzing workload usage and costs, provide monthly briefings, and deliver a comprehensive project-end report. The Workload Cost AaaS is an essential tool for COs to utilize during their market research period to quantify existing waste, identify short- and long-term cost savings opportunities, and to exemplify their fiscal responsibility.

The Workload Cost AaaS provides a rare opportunity for an agency to generate significant savings that can be reinvested to double down on their Cloud migration, but COs must ensure all new RFPs include the Cloud Pricing solution as part of their Statement of Work (SOW). If adopted universally, American taxpayers stand to save billions of dollars that would otherwise continue to inflate the profits of Amazon, Microsoft, and others. The White House, GSA, and NIST must review the collective benefits of this new technology and standard, and immediately mandate that all COs perform an IT Workload Cost Analysis before any new RFP gets issued.

### Case Study

CPS partnered with DNSFilter, a high-growth cybersecurity company, to help them identify capital waste in their fast-growing Cloud spend. Utilizing the Cloud Gauge, CPS was able to analyze and compare their Cloud environments on a dollar per unit cost basis (\$ per mWCU) and quickly identified two environments where costs were running substantially out of line (see Cloud Providers 2 & 4). See the chart below.

3-Month Results from IT Workload Cost Analysis		
Cloud Provider	Avg. Monthly Usage	Avg. Cost per mWCU
1	60.03 mWCU	\$2.03
2	45.51 mWCU	\$10.02
3	128.29 mWCU	\$3.08
4	69.08 mWCU	\$19.52*

Looking at the chart above, since Cloud Provider four (4) was incurring the highest cost per mWCU (\$19.52 per mWCU), priority was placed on gathering its requirements first, so it could be shopped for a lower price. CPS discovered a new Cloud provider capable of meeting the hosting requirements and willing to price their Cloud in WCUs at a 40% discount to the incumbent's price. See the chart below.

Cost Savings Example*			
Existing Provider's Cost	\$19.52 / mWCU	Per 100K mWCUs Used	\$1,952,000
New CPS Price	\$11.71 / mWCU	Per 100K mWCUs Used	\$1,171,000
Total Savings	\$7.81 / mWCU (+40.0%)	Per 100K mWCUs Used	+\$781,000

*How confident is the USG that it's getting the best possible pricing from Amazon and Microsoft?*

### New Capability Now Available on GSA IT 70!

Security Solutions Technology (SST), an Authorized Cloud Pricing Services Reseller, has added this new innovative service to its GSA IT 70 Schedule so customers can easily access this capability. Contact us to discuss how to take advantage of the cost benefits for existing and/or upcoming contracts and how we can save your agency real money.

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY - IT SERVICES  
SPECIAL ITEM No. 54151HACS HIGHLY ADAPTIVE CYBERSECURITY SERVICES**

**1. SCOPE**

- a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Cybersecurity services will include professional services to software installation.
- b. The Contractor shall provide cybersecurity services at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

**2. ORDER**

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

**3. TIME OF DELIVERY**

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

**4. CANCELLATION AND RESCHEDULING**

- a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.
- b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the cyber services.
- c. The ordering activity reserves the right to add cybersecurity services and software.

**5. FOLLOW-UP SUPPORT**

The Contractor agrees to provide follow on cyber services or training as required by the contract.

**6. INVOICES AND PAYMENT**

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

**7. FORMAT AND CONTENT OF TRAINING**

- a. The Contractor shall provide a list of cyber services and software (i.e., platforms, manuals, handbooks, texts, etc.) normally provided with course offerings.
- b. For hands-on training courses, contractor will offer cybersecurity goals and oversight.

**CYBERSECURITY IT SERVICES  
GSA SCHEDULE PRICELIST (w/IFF)**

SST Job Titles	GSA ITS Level	Period of Performance				
		Year 1	Year 2	Year 3	Year 4	Year 5
Administrative Staff Level II	Mid	\$72.50	\$73.95	\$75.43	\$76.94	\$78.48
Business Consultant / Analyst Level III	Mid	\$149.16	\$152.14	\$155.19	\$158.29	\$161.46
Business Integration III	Mid	\$138.20	\$140.96	\$143.78	\$146.66	\$149.59
Business Integration Manager III	Mid	\$222.20	\$226.64	\$231.18	\$235.80	\$240.52
Business Integration Partner	Senior	\$435.50	\$444.21	\$453.09	\$462.16	\$471.40
Database Administrator II	Mid	\$176.30	\$179.83	\$183.42	\$187.09	\$190.83
Penetration Testing Analyst Level III	Mid	\$187.90	\$191.66	\$195.49	\$199.40	\$203.39
Cyber Support Level III	Mid	\$189.45	\$193.24	\$197.10	\$201.05	\$205.07
Cyber Support Level IV	Senior	\$194.45	\$198.34	\$202.31	\$206.35	\$210.48
Configuration/Data Management Level IV	Senior	\$156.90	\$160.04	\$163.24	\$166.50	\$169.83
Cyber Support Level IV	Senior	\$195.20	\$199.10	\$203.09	\$207.15	\$211.29
Incident Detection Analyst IV	Senior	\$187.35	\$191.10	\$194.92	\$198.82	\$202.79
Cybersecurity Engineer Level II	Mid	\$215.45	\$219.76	\$224.15	\$228.64	\$233.21
Information Assurance/Security Specialist II	Mid	\$165.45	\$168.76	\$172.13	\$175.58	\$179.09
Information Assurance/Security Specialist IV	Senior	\$178.90	\$182.48	\$186.13	\$189.85	\$193.65
Information Assurance/Security Specialist III	Mid	\$189.45	\$193.24	\$197.10	\$201.05	\$205.07
Cybersecurity Engineer Level IV	Senior	\$286.70	\$292.43	\$298.28	\$304.25	\$310.33
System Administrator III	Mid	\$187.50	\$191.25	\$195.08	\$198.98	\$202.96
Cyber Security Engineer - Lead	Senior	\$296.40	\$302.33	\$308.37	\$314.54	\$320.83

Security Operations Center (SOC) Analyst IV	Senior	\$145.35	\$148.26	\$151.22	\$154.25	\$157.33
Cyber Hunt Team III	Mid	\$225.25	\$229.76	\$234.35	\$239.04	\$243.82
Cyber Hunt Team IV	Senior	\$298.80	\$304.78	\$310.87	\$317.09	\$323.43
Threat Intelligence IV - Manager/Lead	Senior	\$220.50	\$224.91	\$229.41	\$234.00	\$238.68
Penetration Testing IV - Manager/Lead	Senior	\$196.45	\$200.38	\$204.39	\$208.47	\$212.64
Threat Intelligence Analyst Level I	Junior	\$178.40	\$181.97	\$185.61	\$189.32	\$193.11
Incident Response Manager IV	Senior	\$187.35	\$191.10	\$194.92	\$198.82	\$202.79
Security Operations Center (SOC) II	Mid	\$135.90	\$138.62	\$141.39	\$144.22	\$147.10
Incident Response IV Team - Principal	Senior	\$202.45	\$206.50	\$210.63	\$214.84	\$219.14
Documentation Specialist II	Mid	\$135.40	\$138.11	\$140.87	\$143.69	\$146.56
Threat Intelligence Analyst Level II	Mid	\$197.70	\$201.65	\$205.69	\$209.80	\$214.00
Vulnerability Assessment Analyst II	Mid	\$197.70	\$201.65	\$205.69	\$209.80	\$214.00
Security Controls Assessment Analyst Level IV	Senior	\$198.35	\$202.32	\$206.36	\$210.49	\$214.70
Information Assurance/Security Specialist III	Mid	\$188.20	\$191.96	\$195.80	\$199.72	\$203.71
Database Administrator Level III	Mid	\$156.90	\$160.04	\$163.24	\$166.50	\$169.83
QA/QC/Test Engineer/Analyst Level III	Mid	\$179.90	\$183.50	\$187.17	\$190.91	\$194.73
Software Developer III	Mid	\$180.50	\$184.11	\$187.79	\$191.55	\$195.38
Risk and Vulnerability Assessment SME IV	Senior	\$220.80	\$225.22	\$229.72	\$234.31	\$239.00
Security Analyst Level III	Mid	\$125.60	\$128.11	\$130.67	\$133.29	\$135.95
Senior Systems Architect III	Mid	\$245.60	\$250.51	\$255.52	\$260.63	\$265.85
Computer Security Systems Specialist Level III	Mid	\$189.20	\$192.98	\$196.84	\$200.78	\$204.80
System Engineer III	Mid	\$220.50	\$224.91	\$229.41	\$234.00	\$238.68

Engineering/Network Technician Level I	Junior	\$176.90	\$180.44	\$184.05	\$187.73	\$191.48
Engineering/Network Technician Level III	Mid	\$216.20	\$220.52	\$224.93	\$229.43	\$234.02
Vulnerability Management Analyst Level III	Mid	\$210.40	\$214.61	\$218.90	\$223.28	\$227.74
Penetration Testing Analyst Level I	Junior	\$114.10	\$116.38	\$118.71	\$121.08	\$123.51
Penetration Testing Analyst Level II	Mid	\$137.90	\$140.66	\$143.47	\$146.34	\$149.27
Cyber Program Manager II	Mid	\$245.50	\$250.41	\$255.42	\$260.53	\$265.74
Cyber Program Manager IV	Senior	\$330.80	\$337.42	\$344.16	\$351.05	\$358.07
Cyber Subject Matter Expert II	Mid	\$345.90	\$352.82	\$359.87	\$367.07	\$374.41
Cyber Subject Matter Expert IV	Senior	\$399.90	\$407.90	\$416.06	\$424.38	\$432.86
Cyber Training SME	Senior	\$200.50	\$204.51	\$208.60	\$212.77	\$217.03

## Software for CrowdStrike Falcon Platform

The CrowdStrike platform (below) also provides a full suite of APIs, 3<sup>rd</sup> party integrations, and the ability to download the raw data directly. The remainder of this section will describe the CrowdStrike product suite.



## Falcon Platform

The Falcon Platform defines how CrowdStrike is able to perform herculean tasks with a minute footprint on the endpoint. CrowdStrike embraces cloud-native technologies that improve the efficacy of the product along with architectural and design decisions to empower customers to have more visibility and context around their organization. Some of the key benefits are below:

- **Horizontal Scaling:** This allows CrowdStrike to quickly provision additional resources whenever there's a spike in demand. Unlike typical on premise solutions that have strict caps on number of endpoints or amount of data that can be read/written.
- **Streaming Events:** The regular streaming of events ensures that all actions being taken on an endpoint are recorded. This is especially useful when the properties of a system change or an attacker attempts to cover their tracks by removing or obfuscating security logs.
- **Splunk Instance:** CrowdStrike provisions a Splunk instance to each customer that can be used to query CrowdStrike data. This allows analysts to use a well-known syntax and powerful technology to hunt their environment for potentially malicious items.
- **Centralized Searching:** Searching for data in CrowdStrike isn't limited by if the system is online and remotely accessible or drains resources from the endpoint. CrowdStrike allows all searches to be run against a cloud instance that has no impact on the customer environment.
- **No hardware:** Hardware maintenance and constant patching can often take nearly as much time as running the product. CrowdStrike eliminates the hassle of buying, tracking, and maintaining hardware freeing up the security team to focus on preventing and finding potential threats.

## Product Description for CrowdStrike Platform Software

Description	QUANTITY	UNIT PRICE
EPP Advanced (Prevent + Insight + Discover) CS.EPPADV.SOLN	1	TBD
Overwatch CS.OW.SVC	1	TBD
Falcon Platform Standard CS.PE.07	1	TBD
Express Support RR.HOS.ENT.EXPS	1	TBD
CS.DEVICE.SOLN OM Device Control	1	TBD
CS.DISC.SOLN OM Discover	1	TBD
CS.EPPENT.SOLN OM Falcon Endpoint Protection Enterprise	1	TBD
CS.TG.STD OM Threat Graph Standard	1	TBD
CS.PREVENT.SOLN OM Falcon Prevent (NGAV) Application	1	TBD

RR.PSO.ENT.PASS OM University LMS Subscription Customer Access Pass	1	TBD
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\*Quantity relates to each seat or endpoint

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY – IT SERVICES  
SPECIAL ITEM No. 54151S INFORMATION TECHNOLOGY PROFESSIONAL SERVICES**

**1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 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 ordering activity location, as agreed to by the Contractor and the ordering activity.

**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. ORDER**

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

**4. PERFORMANCE OF SERVICES**

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

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

- (a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a

stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

- (1) Cancel the stop-work order; or
- (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

- (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
- (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

## **6. INSPECTION OF SERVICES**

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 (Deviation - May 2003) Rights in Data - General, may apply.

## **8. RESPONSIBILITIES OF THE ORDERING ACTIVITY**

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

## **10. ORGANIZATIONAL CONFLICTS OF INTEREST**

a. Definitions.

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed Ordering Activity contract, without some restriction on activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

- b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the Ordering Activity, Ordering Activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

## **11. INVOICES**

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

## **12. PAYMENTS**

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) 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 – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition. As prescribed in 16.601(e) (3), insert the following provision:

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

## **13. RESUMES**

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

## **14. INCIDENTAL SUPPORT COSTS**

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

**15. APPROVAL OF SUBCONTRACTS**

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

**16. DESCRIPTION OF IT SERVICES AND PRICING**

Security Solutions Technology (SST) provides the following types of services:

Information Technology-IT Software Special Item No. 511210 Software Licenses

Information Technology - IT Services Special Item No. 54151HACS Highly Adaptive Cybersecurity Services

Information Technology-IT Services Special Item No. 54151S Information Technology Professional Services

Industrial Products and Services - Industrial Products Special Item No. 333415HVAC - Heating, Ventilation and Air Conditioning (HVAC)

Miscellaneous - Complementary Special Item Numbers OLM (Order-Level Materials)

## Labor Category Descriptions

### 1. Operation Manager I

Three (3) years of experience in operating medium or large scale computer systems. Have minimum one year experience supervising personnel operating computer systems. The person will have knowledge to understand and do limited trouble shooting on problems with network, printer, scanner, computer, and software and hardware. Responsible for the operation of one or more shifts. Supervises personnel in computer operations, data entry, data control, and operations support functions. Assigns personnel, directs their work and evaluates operational performance. Has daily responsibilities for problem/change management as related to computer operations procedures and control mechanisms. Responsible for quality assurance and security. Requires Bachelor's Degree (or equivalent 5 year experience).

### 2. Operation Manager II

Have at least 7 years of experience in computer system and personnel management or 3 years of experience with Microsoft Certification in system integration, programming, and life cycle development. Knowledgeable and experienced in working fields. Have experience in QC, reporting, documentation, etc. Responsible for all activities relating to the operation of centralized data processing equipment and peripheral information system equipment. Establishes detailed schedules for the utilization of all equipment in the computer operations section to obtain maximum utilization. Assigns personnel to various operations and directs their activities; reviews and evaluates their work and prepares performance reports. Confers with and advises subordinates on administrative policies and procedures, technical problems, priorities and methods. Consults with personnel in other information systems sections to coordinate activities. Prepares activity and progress reports regarding the computer operations section. Requires Bachelor's Degree. (or equivalent 9 year experience).

### 3. Operation Manager III

Have at least 9 years of experience in project management. Have a good knowledge and/or experience in System Analysis, Design, and Architecture; Life Cycle Development of Software; Software Engineering and Development; Software QC and Maintenance; Object Oriented Design and Modeling; Workflow, Business Process Reengineering. Knowledgeable about Imaging. Have hands-on programming skills. Acts as overall system engineer, technical manager, and administrator for one or more delivery orders; serves as the primary interface and point of contact with the Ordering Activity program authorities and representatives on technical program/project issues; supervises program/project operations by developing system engineering and management procedures, planning and directing execution of the engineering and technical effort, and monitoring and reporting progress; manages acquisition and employment of the program/project resources; manages and controls financial and administrative aspects of the program/project with respect to delivery order requirements. Requires Bachelor's Degree (or equivalent 9 year experience).

### 4. Database Specialist II

Two (2) years of technical experience which applies to design and programming techniques for database systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, and structure and management practices. Under general direction, designs, implements and maintains complex databases, access methods, access time, device allocation, validation checks, organization, protection and security, documentation, and statistical methods. Includes maintenance of database dictionaries, overall monitoring of standards and procedures, and integration of systems through database design. Competent to work at the highest level of all phases of database management. Requires Bachelor's Degree. (or equivalent 2 year

experience).

#### **5. Database Specialist III**

Five (5) years of technical experience which applies to design and programming techniques for database systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices. Responsible for all activities related to the administration of computerized databases. Assigns personnel to various projects and directs their activities; reviews and evaluates their work and prepares performance reports. Confers with and advises subordinates on administrative policies and procedures, technical problems, priorities and methods. Consults with and advises users of the various databases. Projects long-range requirements for database administration and design in conjunction with other managers in the information systems function. Prepares activity and progress reports regarding the database management section. Requires Bachelor's Degree. (or equivalent 5 year experience).

#### **6. Programmer I**

2 years of general experience in developing systems designs in an open systems architecture utilizing object oriented design methodology. Shall be knowledgeable of and trained in using CASE tools, SQL, prototyping, and third/fourth generation languages in the design of software systems. Under general direction, designs, codes, tests, debugs and documents those programs. Competent to work at the good technical level of all phases of applications programming activities. Requires Bachelor's Degree (or equivalent 2 year experience).

#### **7. Programmer III**

5 years of general experience in developing systems designs analyzing requirements, recommending optimum approaches. Experienced in developing systems designs in an open systems architecture utilizing object oriented design methodology. Shall be knowledgeable of and trained in using CASE tools, SQL, prototyping, and third/fourth generation languages in the design of software systems. Under general direction, devises or modifies procedures to solve complex problems considering computer equipment capacity and limitations, operating time and form of desired results. Designs, codes, tests, debugs and documents those programs. Competent to work at the highest technical level of all phases of applications programming activities. Requires Bachelor's Degree (or equivalent 5 year experience).

#### **8. Technical Support II**

One (3) year experience on general computer system operation, hardware and software. Under general supervision, performs analytical, technical and administrative work in the planning, design and installation of new and existing personal computer systems. Works on moderately complex applications. Confers with end users to determine types of hardware and software required. Writes programs to fulfill requirements or selects appropriate off-the-shelf software and modifies to suit. May maintain or utilize telecommunications protocols. Installs new hardware and maintains existing hardware. Trains end users in use of equipment and software. Requires Bachelor's Degree (or equivalent 3 year experience).

#### **9. Technical Support Manager II**

One (5) year experience on general computer system operation, hardware and software. Plus two (2) year experience on help desk and personnel management. Responsible for overall personal computer activity. Establishes and implements PC policies, procedures and standards, and ensures their conformance with information systems goals and procedures. Studies and projects PC resource requirements including personnel, software, equipment and facilities and makes recommendations to management. Maintains currency in new developments and technology. Provides for the training of department staff and end users.

Directs setup and maintenance of library and materials for end user reference and reviews department staff. Ensures that security procedures are implemented and enforced. Provides leadership in the effective use of internal data processing, automated office systems and data communications. May also manage LAN services. Requires a Bachelor's Degree. (or equivalent 5 year experience).

#### **10. Data Process Operator II**

One (1) year experience on general computer data process operation. Knowledge on software operation. Under general supervision, monitors and controls a computer or hardware/software by operating the central console or on-line terminals. May operate auxiliary equipment directly associated with the computer. May maintain records regarding output units and supply inventories. May assist in manipulating controls to rearrange sequence of job steps to continue operations when individual units of the system malfunction. Competent to work on most phases of computer operations, but still may require some instruction and guidance for other phases. Requires a High School Diploma/1 year.

#### **11. Project Manager I**

Assists higher level manager in directing the project life cycle by assisting in development of comprehensive project plans to include both long and short-range goals and milestones. Identifies, acquires, and utilizes company resources to achieve project technical objectives. Directs a project team usually within a matrix organization, monitoring and encouraging functional organizations to complete milestones within specific budgets and schedules. May on occasion interface with external customers as well as top management for the purpose of communicating status of project throughout life cycle. Requires Bachelor's degree or equivalent, and three to nine years of related experience.

#### **12. Project Manager II**

Responsible for the performance of a projects or a definable portion of a larger program in accordance with contract requirements and company policies, procedures and guidelines. At a portion level, work with customers directly and indirectly to satisfy client's requirements, and directs and supervises all support resources for the performance of project assignments and activities. Also responsible for acquiring follow-on business associated with assigned projects and for supporting new business development by leading relatively small proposals or assisting with major proposals. Requires Bachelor's degree or equivalent, and five to twelve years of related (technical environment) experience.

#### **13. Project Manager III**

Responsible for the performance of projects or a definable portion of a larger technical program in accordance with contract requirements and company policies, procedures and guidelines. Work with customers directly and indirectly to satisfy client's requirements. Directs and supervises all support resources for the performance of project assignments and activities. Manages the technical direction of a project through the design, implementation, and testing in accordance with project objectives. Also responsible for acquiring follow-on business associated with assigned projects and for supporting new business development by leading relatively small proposals or assisting with major proposals. Requires Bachelor's degree or equivalent, and five to twelve years of related (technical environment) experience.

#### **14. QA/QC Manager I**

Responsible for implementing and managing a program of reporting, tracking and analyzing key project metrics, monitoring quality procedures and enforcing quality and productivity of project working products. May on occasion interface with external customers as well as top management for the purpose of communicating status of project throughout life cycle. Requires Bachelor's degree or equivalent experiences, and ten to six years of related (technical environment) experience.

**15. QA/QC Manager II**

Responsible for implementing and managing a program of reporting, tracking and analyzing key project metrics, monitoring quality procedures and enforcing quality and productivity of project working products. Identifies, acquires, and utilizes company resources to achieve project technical objectives. Directs a project team usually within a matrix organization, monitoring and encouraging functional organizations to complete milestones within specific budgets and schedules. May on occasion interface with external customers as well as top management for the purpose of communicating status of project throughout life cycle. Requires Bachelor's degree or equivalent experiences, and three to ten years of related (technical environment) experience including five years of related management experience.

**16. Technical Supervisor I**

Responsible for the coordination and supervision of a specific task or function. Ensures all activities are carried out in accordance with project commitments or specific objectives. Position typically supervises between 1 and 10 employees. Responsible for day-to-day coordination and administration of tasks by ensuring quality and productivity standards are maintained while meeting client schedules. Coordinates with other contract and subcontract personnel to ensure work moves smoothly from one functional area to another. Works with project manager and/or client to prepare work schedules and man-hour estimates. Ensures proper training of subordinates. Maintains record of changes in instructions and ensures all team members are informed of changes. Assigns and reviews subordinates' performance. Prepares employee performance evaluations. Ensures completion of administrative reporting, e.g., timecards, daily statistics, logs, and task narratives. Responds to client requests and questions. Assists with writing manuals and other documentation. Responsible for status and task management reports for area of responsibility. Sets up and manages project facilities as dictated by workload requirements. One to three years of related work experience.

**17. Technical Supervisor II**

Responsible for the coordination and supervision of a specific task or function. Ensures all activities are carried out in accordance with project commitments or specific objectives. Position typically supervises between 10 and 30 employees. Responsible for day-to-day coordination and administration of tasks by ensuring quality and productivity standards are maintained while meeting client schedules. Coordinates with other contract and subcontract personnel to ensure work moves smoothly from one functional area to another. Works with project manager and/or client to prepare work schedules and man-hour estimates. Ensures proper training of subordinates. Maintains record of changes in instructions and ensures all team members are informed of changes. Assigns and reviews subordinates' performance. Prepares employee performance evaluations. Ensures completion of administrative reporting, e.g., timecards, daily statistics, logs, and task narratives. Responds to client requests and questions. Assists with writing manuals and other documentation. Responsible for status and task management reports for area of responsibility. Sets up and manages project facilities as dictated by workload requirements. One to three years of related work experience.

**18. Technical Supervisor III**

Responsible for the coordination and supervision of a specific project task or function. Ensures all activities are carried out in accordance with project commitments or specific objectives. Position typically supervises more than 30 employees. Responsible for day-to-day coordination and administration of tasks by ensuring quality and productivity standards are maintained while meeting client schedules. Coordinates with other contract and subcontract personnel to ensure work moves smoothly from one functional area to another. Works with project manager and/or client to prepare work schedules and man-hour estimates. Ensures proper training of subordinates. Maintains record of changes in instructions and ensures all team members are informed of changes. Assigns and reviews subordinates' performance. Prepares employee performance evaluations. Ensures

completion of administrative reporting, e.g., timecards, daily statistics, logs, and task narratives. Responds to client requests and questions. Assists with writing manuals and other documentation. Responsible for status and task management reports for area of responsibility. Sets up and manages project facilities as dictated by workload requirements. Bachelor's Degree in related field or equivalent and a minimum of two to five years of related work experience.

**19. Imaging Assistant**

Responsible for the coordination and support of a specific project task or function. Assist in imaging operation, copying and printing, facility planning and setup, human resource, reporting, training, inventory, and other project related tasks. High School Diploma or equivalent.

**20. Document Processing I**

Responsible for document processing tasks such as document preparation for scanning, labeling, scanning, image QC, document reassembly, etc. Document may include paper document, microfilm, microfiche, oversize drawings, etc. Perform other document processing related tasks assigned by supervisors. Requires High School diploma or equivalent.

**21. Document Processing II**

Responsible for document processing tasks such as document preparation for scanning, labeling, scanning, image QC, document reassembly, etc. Document may include paper document, microfilm, microfiche, oversize drawings, etc. Perform other document processing related tasks assigned by supervisors. Requires High School diploma or equivalent, and one to two years of related experience.

**22. Document Processing III**

Responsible for document processing tasks such as document preparation for scanning, labeling, scanning, image QC, document reassembly, etc. Document may include paper document, microfilm, microfiche, oversize drawings, etc. Perform other document processing related tasks assigned by supervisors. Supervises and directs other document processing staff to accomplish work. Reports on progress, troubleshoots, performs quality control, and ensures work meets contract requirements for quality and delivery schedules. . Functions as expert operative on all equipment and processes. Determine appropriate scanner and scanner settings based on document type, planned processing, and document characteristics. Provide supervision, training and group lead roles to a specific task group. Requires High School diploma or equivalent, and one to two years of related experience.

**23. Archives Technician**

Transfer records from one Record Center to the other, receive, move and store records, and transfer blocks of records from one area to another. Retrieves records boxes and related archival materials for imager, researchers, administrators, and other authorized persons who seek specific documentary information. Assists in maintaining the security of the Records Service Centers by securing all entrances and exits to receive or ship authorized records or record center equipment and follows safety mechanisms. Performs other duties as assigned. Requires High School diploma or equivalent.

**24. Data Entry Operator I**

Enters, transcribes, and verifies a variety of alphanumeric data onto an on-line, batch mode, or personal computer system. Assignments are generally routine in nature and work parameters are typically well defined. Maintains files, records, and chronologies of entry activities. Produces output on magnetic tape, diskettes, or other media. Requires High School diploma or equivalent.

**25. Data Entry Operator II**

Enters, transcribes, and verifies a variety of alphanumeric data onto an on-line, batch mode, or personal computer system. Assignments are generally routine in nature and work parameters are typically well defined. Maintains files, records, and chronologies of entry activities. Produces output on magnetic tape, diskettes, or other media. Requires High School diploma or equivalent, and one to two years of related experience.

**26. Data Entry Operator III**

Coordinates lower level clerks activities, such as entering, transcribing, and verifying alphanumeric data onto an on-line, batch mode, or personal computer system. Assignments are somewhat complex in nature and work parameters are usually well defined. Assists in designing and implementing data entry program. Maintains files, records, and chronologies of entry activities. Produces output on magnetic tape, diskettes, or other media. Reports on progress, troubleshoots, performs quality control, and ensures work meets contract requirements for quality and delivery schedules. . Functions as expert operative on all equipment and processes. Provide supervision, training and group lead roles to a specific task group. Requires High School diploma or equivalent, and one to three years of related experience.

**27. Document Domain Expert I**

Be able to analyze, categorize, and recognize a document and/or document pages in a specific application area such as litigation, loan application, etc. Requires High School diploma or equivalent.

**28. Document Domain Expert II**

Be able to analyze, categorize, and recognize a document and/or document pages in a specific application area such as litigation, loan application, etc. Requires High School diploma or equivalent, and one to two years of related experience.

**29. Document Domain Expert III**

Be able to analyze, categorize, and recognize a document and/or document pages in a specific application area such as litigation, loan application, etc. Reports on progress, troubleshoots, performs quality control, and ensures work meets contract requirements for quality and delivery schedules. Functions as expert operative on all equipment and processes. Provide supervision, training and group lead roles to a specific task group. Requires High School diploma or equivalent, and one to two years of related experience.

**30. Database Specialist I**

Responsible for programming in database management systems (network, hierarchical, relational and object) and web-based information management and retrieval system. Requires Bachelor's degree or equivalent, and zero to one years of related (technical environment) experience.

**31. Database Specialist II**

Responsible for programming in database management systems (network, hierarchical, relational and object) and web-based information management and retrieval system. Be knowledgeable of the current data base management concepts (network, hierarchical, relational and object), optimizing techniques, relational models, and structured query languages. Requires Bachelor's degree or equivalent, and one to three years of related (technical environment) experience.

**32. Database Specialist III**

Responsible for programming in database management systems (network, hierarchical, relational and object) and web-based information management and retrieval system. Experienced in the current data base management concepts (network, hierarchical, relational and object), optimizing techniques, relational

models, and structured query languages. Reports on progress, troubleshoots, performs quality control, and ensures work meets contract requirements for quality and delivery schedules. Functions as expert operative on all equipment and processes. Provide supervision, training and group lead roles to a specific task group. Requires Bachelor's degree or equivalent, and three to ten years of related (technical environment) experience.

**33. Software Engineer I**

Program in the language specified in the particular task order. Shall have knowledge and training in using CASE tools, OOP and OOD tools, SQL, and third/fourth generation languages in the design of software systems. Shall be knowledgeable in software reuse and shall focus on reuse in the design and implementation of system development and recommend the most beneficial reuse opportunities and priorities for library population. Requires Bachelor's degree or equivalent, and zero to two years of related (technical environment) experience.

**34. Software Engineer II**

Have programming experience in software system development from design through test and implementation. Have programming experience in the language specified in the particular task order. Have experience as a computer systems analyst performing studies, analyses, and recommending solutions. Shall have experience and training in using CASE tools, OOP and OOD tools, SQL, and third/fourth generation languages in the design of software systems. Shall be knowledgeable in software reuse and shall focus on reuse in the design and implementation of system development and recommend the most beneficial reuse opportunities and priorities for library population. Shall be knowledgeable in the collection of metrics for software reuse. Requires Bachelor's degree or equivalent, and two to four years of related (technical environment) experience.

**35. Software Engineer III**

Have programming experience in software system development from design through test and implementation. Have programming experience in the language specified in the particular task order. Have experience as a computer systems analyst performing studies, analyses, and recommending optimum solutions. Have experience in developing systems designs in an open systems architecture utilizing object oriented design methodology. Shall have experience and training in using CASE tools, OOP and OOD tools, SQL, and third/fourth generation languages in the design of software systems. Shall be knowledgeable in software reuse and shall focus on reuse in the design and implementation of system development and recommend the most beneficial reuse opportunities and priorities for library population. Shall be knowledgeable in software reuse and be responsible for identifying reuse opportunities within & across projects, building generic domain models and architectures. Reports on progress, troubleshoots, performs quality control, and ensures work meets contract requirements for quality and delivery schedules. Requires Bachelor's degree or equivalent, and five to ten years of related (technical environment) experience.

**36. Database Administrator**

Responsible for database related system administration including backup/recovery, basic software management, security management, library management, operating computer systems, sizing, performance, tuning, hardware/software troubleshooting, resource allocation, and operation reporting specified by high-level management. Shall have a thorough knowledge of capabilities of the applicable hardware/software configurations. Requires Bachelor's degree or equivalent, and two to five years of related (technical environment) experience.

**37. Network Engineer**

Responsible for data communications engineering, data communications hardware or software analysis, network administration or management, data communication equipment installation and maintenance. Working knowledge of network operating systems. Modifies command language programs, network start up files, assigns/re-assigns network device logicals, participates in load balancing efforts throughout the network to achieve optimum device utilization and performance. Establishes new user accounts on the network granting access to required network files and programs. Manages network E-mail functions. Establishes mail boxes and monitors mail performance on the network. Troubleshoots network/user problems, presents resolutions for implementation. Prepares a variety of network resource reports. Requires Bachelor's degree or equivalent, and one to five years of related (technical environment) experience.

**38. System Administrator**

Responsible for system administration, system backup/recovery, basic software management, security management, library management, operating computer systems, sizing, performance, tuning, hardware/software troubleshooting, and resource allocation. Shall have a thorough knowledge of capabilities of the applicable hardware/software configurations. Requires Bachelor's degree or equivalent, and one to five years of related (technical environment) experience.

**39. Technical Support Manager II**

Responsible for overall personal computer activity. Establishes and implements PC policies, procedures and standards, and ensures their conformance with information systems goals and procedures. Studies and projects PC resource requirements including personnel, software, equipment and facilities and makes recommendations to management. Maintains currency in new developments and technology. Provides for the training of department staff and end users. Directs setup and maintenance of library and materials for end user reference and reviews department staff. Ensures that security procedures are implemented and enforced. Provides leadership in the effective use of internal data processing, automated office systems and data communications. May also manage LAN services. Requires Bachelor's degree or equivalent, and one to five years of related (technical environment) experience.

**40. Technical Support I**

Under general supervision, performs analytical, technical and administrative work in the planning, design and installation of new and existing personal computer systems. Works on moderately complex applications. Confers with end users to determine types of hardware and software required. Writes programs to fulfill requirements or selects appropriate off-the-shelf software and modifies to suit. May maintain or utilize telecommunications protocols. Installs new hardware and maintains existing hardware. Trains end users in use of equipment and software. Requires High School Diploma or equivalent, and zero to one years of related (technical environment) experience.

**41. Technical Support II**

Under general supervision, performs analytical, technical and administrative work in the planning, design and installation of new and existing personal computer systems. Works on moderately complex applications. Confers with end users to determine types of hardware and software required. Writes programs to fulfill requirements or selects appropriate off-the-shelf software and modifies to suit. May maintain or utilize telecommunications protocols. Installs new hardware and maintains existing hardware. Trains end users in use of equipment and software. Requires Bachelor's degree or equivalent, and one years of related (technical environment) experience.

**42. System Analyst I**

Performs systems analysis, design, programming, documentation, or implementation of complex system applications and related IT systems concepts for effective implementation. Participates in all phases of the

software development life cycle with emphasis on the planning, analysis, programming, testing and acceptance phases. Designs and prepares technical reports and related documentation, and makes charts and graphs to record results. Prepares and delivers presentations and briefings as required. Requires Bachelor's degree or equivalent, and zero to one years of related (technical environment) experience.

#### **43. System Analyst II**

Performs systems analysis, design, programming, documentation, or implementation of complex system applications and related IT systems concepts for effective implementation. Participates in all phases of the software development life cycle with emphasis on the planning, analysis, programming, testing and acceptance phases. Designs and prepares technical reports and related documentation, and makes charts and graphs to record results. Prepares and delivers presentations and briefings as required. Requires Bachelor's degree or equivalent, and one to three years of related (technical environment) experience.

#### **44. System Analyst III**

Performs systems analysis, design, programming, documentation, or implementation of complex system applications and related MIS systems concepts for effective implementation. Participates in all phases of the software development life cycle with emphasis on the planning, analysis, testing and acceptance phases. Designs and prepares technical reports and related documentation, and makes charts and graphs to record results. Prepares and delivers presentations and briefings as required. Indicates this category may serve as a task leader on one or more delivery orders. Management experience will be required since the category qualifications do not require managerial experience. Task leaders must have supervisory or project leader experience. This experience is not in addition to the experience requirements for the skill category. Project leader experience is experience that demonstrates an individual's ability to accomplish projects/tasks through others. Requires Bachelor's degree or equivalent, and five to ten years of related (technical environment) experience.

#### **45. Technical Writer**

Researches, writes, edits, and proofreads technical data for use in documents or sections of documents such as manuals, procedures and specifications. Ensures technical documentation is accurate, complete, meets editorial and government specifications and adheres to standards for quality, graphics, coverage, format, and style. Assists in establishing style guidelines and standards for texts and illustrations or equivalent. Excellent written communication skills. Requires Bachelor's degree (in related technical field) or equivalent, and one to two years of related (technical writing and copy editing) experience

#### **46. Web Designer**

Assists in developing custom programs for web sites, which will attract and be appealing to users, and provide desired information. Possesses a thorough knowledge of programming and server software operations. Creates Web front-end user interface to new or existing databases using a combination of HTML, SQL, C, VB or other languages to make business applications accessible. Requires Bachelor's degree or equivalent, and zero to two years of related work experience.

#### **47. QA Professional**

Responsible for quality control/quality assurance management including implementing a program of reporting, tracking and analyzing key software metrics, monitoring quality procedures and participating in software reviews and testing. Requires Bachelor's degree or equivalent, and one to two years of related work experience.

#### **48. System QC Professional**

Responsible for assisting system quality control/quality assurance including implementing a program of reporting, tracking and analyzing key software metrics, monitoring quality procedures and participating in

software reviews and testing. Requires Bachelor's degree or equivalent, and zero to two years of related work experience.

#### 49. System Engineer

Participates throughout systems development at the enterprise level, with particular emphasis in the front-end phases: planning and business process reengineering. Performs strategic planning (mission, vision, goals, objectives, strategies, critical success factors), modeling (functional activity, business object, process, and workflow), data administration, data standardization, and assists in database design, development, and implementation. Follow established project standards and processes, and uses automated tools. Applies reverse engineering and re-engineering disciplines to develop migration and strategic and planning documents. Performs business strategic systems planning, information planning, and business analysis. Often acts as user liaison and may augment test team. As information engineer progresses to higher levels, performs with increasing autonomy and activities reflect greater complexity, breadth and/or depth of expertise. Requires Bachelor's degree or equivalent, and two to four years of related experience.

#### 50. System Tester

Responsible for test and evaluation of software development and system deployment including developing and documenting test plans and procedures, conducting testing, and evaluating and documenting results. Shall be familiar with standards/regulations governing software acceptance test and evaluation. Requires Bachelor's degree or equivalent, and one to four years of related experience.

### IT PROFESSIONAL SERVICES (54151S) GSA SCHEDULE PRICELIST

LABOR CATEGORY TITLE	2020 GSA PRICE w/ IFF	
	On-Site	Off-Site
Operation Manager I	\$67.19	\$70.95
Operation Manager II	\$127.50	\$134.63
Operation Manager III	\$146.83	\$155.05
Database Specialist II	\$93.02	\$98.22
Database Specialist III	\$127.50	\$134.63
Programmer I	\$78.11	\$81.86
Programmer III	\$149.86	\$158.25
Technical Support II	\$67.19	\$70.95
Technical Support Manager II	\$98.19	\$103.68
Data Process Operator II	\$46.51	\$49.12
Document Prepper I	\$26.36	\$27.83
Program Manager (Project Manager)	\$177.61	\$187.48
Project Manager I (Operation Manager I)	\$96.21	\$101.55
Project Manager II (Operation Manager II)	\$140.60	\$148.42
Project Manager III (Operation Manager III)	\$162.79	\$171.83
QA/QC Manager I	\$88.82	\$93.77
QA/QC Manager II	\$125.83	\$132.83
Technical Supervisor I	\$59.21	\$62.49
Technical Supervisor II	\$73.99	\$78.12

Technical Supervisor III	\$88.84	\$93.99
Imaging Assistant	\$44.41	\$46.86
Document Processing I	\$32.73	\$34.54
Document Processing II	\$35.81	\$37.80
Document Processing III	\$53.30	\$56.25
Archives Technician	\$24.53	\$25.91
Data Entry I	\$32.73	\$34.54
Data Entry II	\$35.82	\$37.81
Data Entry III	\$53.30	\$56.25
Document Domain Expert I	\$59.21	\$62.49
Document Domain Expert II	\$81.40	\$85.92
Document Domain Expert III	\$111.01	\$117.19
Database Specialist I	\$79.92	\$84.35
Database Specialist II	\$102.11	\$107.79
Database Specialist III	\$139.13	\$146.86
Software Engineer I	\$84.34	\$89.05
Software Engineer II	\$125.83	\$132.83
Software Engineer III	\$170.22	\$179.67
Database Admin	\$103.59	\$109.36
Network Engineer	\$81.40	\$85.92
System Admin	\$96.21	\$101.55
Technical Support Manager II	\$111.01	\$117.19
Technical Support I	\$51.83	\$54.69
Technical Support II	\$73.99	\$78.12
System Analyst I	\$79.92	\$84.35
System Analyst II	\$106.59	\$112.51
System Analyst III	\$177.61	\$187.48
Technical Writer	\$66.59	\$70.30
Web Designer	\$91.76	\$96.87
QA Professional	\$68.10	\$71.89
System QC Professional	\$66.59	\$70.30
System Engineer	\$96.21	\$101.55
System Tester	\$51.83	\$54.69

## SIN 333415HVAC - Heating, Ventilation and Air Conditioning (HVAC)

### Coronavirus Containment Filter

Sanders Containment Filter's ability to capture and hold particles the size known pathogens is a true breakthrough in filtration. This new Containment filter is available to fill the gap between a viral outbreak's beginning and the time it takes to create a vaccine and its distribution. This will greatly enhance our ability to contain the spread of respiratory viruses. The Containment Filter should be used immediately after an outbreak is recognized, during the period before a vaccine is developed and available to the general public.

Airborne contamination is a complex mode of transmission where many of the remaining communicable diseases are able to enter our body and cause harm. Airborne Transmission has the highest rate of transmission possible, indirect, person-to-person. This process is explained in the ASHRAE Position Paper, "Airborne Infectious Disease," 2009 (*see Appendix A*). This document stipulates that Measles, Mumps, Influenza, and TB are all spread as Airborne Droplet Nuclei, submicron particles. A 2013 study conducted by the University of Maryland (*see Appendix B*), concluded that there are nine (9) times more culturable virus in the humidity exhaled from the lungs of a person infected with the flu, than in a cough or sneeze. We know that the coronavirus CoV-19 is spread as a respiratory disease similar to the flu. The new test kits for the corona virus recommends swabbing the inside the upper nose. If not airborne, or exhaled from the lungs, how would the virus be most prevalent in the inside of the upper nose?

One incident during the SARS Corona Virus outbreak in Hong Kong was found to infect over 100 people and killed 41 due to a sub-micron airborne cloud of virus in fecal particles that spread over very long distances as aerosols, created after a toilet flush from 1 infected person. The main method of Droplet Nuclei airborne transmission is by indirect contact in the same air space that was occupied by an infected person, earlier.

Identification of contagious individuals is not always possible during this outbreak, because people can go many days without symptoms. In order to combat this issue, we must protect ourselves from the undiagnosed or pre-diagnosed patient. These are truly the people who unknowingly spread the disease. During a respiratory outbreak, *we must assume the air is contaminated, since we cannot be assured that it is not.*

Sanders Containment Filter is a new, synthetic filter developed and now available, that has efficiencies **higher than HEPA**, 99.99980% @ 0.1 micron. Independently tested on virus VFE. *This* filters main advantage is that, unlike old, hard-sided, micro-fine glass HEPA's, it is a soft flexible pad with **a very low static pressure**, .17 W.C. @ 125 cfm/sq. ft. For the first time, this allows for HEPA or near HEPA filtration of the return air duct directly, in any room. This means that now all rooms may be filtered with HEPA air quality without any reconstruction costs of transforming the HVAC unit these works on all installed units. By attaching this pad over every return vent or at the main unit, you will capture most particles the size of known pathogens, as it is about to enter the HVAC system (*source capture*). The media is available in roll form and can be cut to fit in the field; this provides a user friendly, cost effective solution, never available before.

For large common areas like at airports, schools or convention centers, the filter would be cut into circles and placed on the air entering ports of a low or high velocity floor fan, up to 3000 cfm. This could easily be life-saving technology when there is not an outbreak as well, preventing the airborne spread of more common disease, like Norovirus, Measles, Mumps, TB.

This is not limited to hospitals, but also should be considered in schools, cruise lines, Dr, offices and any other common well-populated areas. This new method of prevention is no different than hand washing or vaccines; it removes particles the size of known pathogens thereby removing it from the air, prevent the illness from being inhaled and entering the body, therefore preventing catching the disease. Sanders Containment Filter is a new innovative breakthrough in air filtration that will totally change the way we think about clean air and will control the spread of the Coronavirus (COVID-19).

<b>SIN</b>	<b>Mfr Part Number</b>	<b>PRODUCT DESCRIPTION</b>	<b>UOI</b>	<b>GSA PRICE w/ IFF</b>	<b>Country of Origin</b>
333415HVAC	001	8" Circle 150 Series	EA	\$8.00	USA
333415HVAC	002	11" Circle 150 Series	EA	\$10.00	USA
333415HVAC	003	16" Circle 150 Series	EA	\$16.00	USA
333415HVAC	004	Roll goods 50"x23" (per square foot)	SF	\$10.00	USA
333415HVAC	005	8" Circle 150 Series	CS	\$1,600.00	USA
333415HVAC	006	11" Circle 150 Series	CS	\$1,500.00	USA
333415HVAC	007	16" Circle 150 Series	CS	\$1,600.00	USA
333415HVAC	008	Roll goods 50"x23" (1875 Sq. Ft. total)	RL	\$18,750.00	USA

## Miscellaneous - Complementary Special Item Numbers (SINs)

Category	Description
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**OLM** Order-Level Materials (OLM)

OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.

## OLM SIN-Level Requirements/Ordering Instructions:

OLMs are:

- Purchased under the authority of the FSS Program
- Unknown until an order is placed
- Defined and priced at the ordering activity level in accordance with GSAR clause 552.238-115 Special Ordering Procedures for the Acquisition of Order-Level Materials. (Price analysis for OLMs is not conducted when awarding the FSS contract or FSS BPA; therefore, GSAR 538.270 and 538.271 do not apply to OLMs)
- Only authorized for use in direct support of another awarded SIN.
- Only authorized for inclusion at the order level under a Time-and-Materials (T&M) or Labor-Hour (LH) Contract Line Item Number (CLIN)
- Subject to a Not To Exceed (NTE) ceiling price

OLMs are not:

- Open Market Items.
- Items awarded under ancillary supplies/services or other direct cost (ODC) SINs (these items are defined, priced, and awarded at the FSS contract level)

OLM Pricing:

- Prices for items provided under the Order-Level Materials SIN must be inclusive of the Industrial Funding Fee (IFF).
- The value of OLMs in a task or delivery order, or the cumulative value of OLMs in orders against an FSS BPA awarded under an FSS contract, cannot exceed 33.33%.

NOTE: When used in conjunction with a Cooperative Purchasing eligible SIN, this SIN is Cooperative Purchasing Eligible.



Enabling Access to Lab Testing  
Anywhere, Anytime



# Our World is Changing



COVID-19 is driving our healthcare system to rapidly adopt remote technologies:

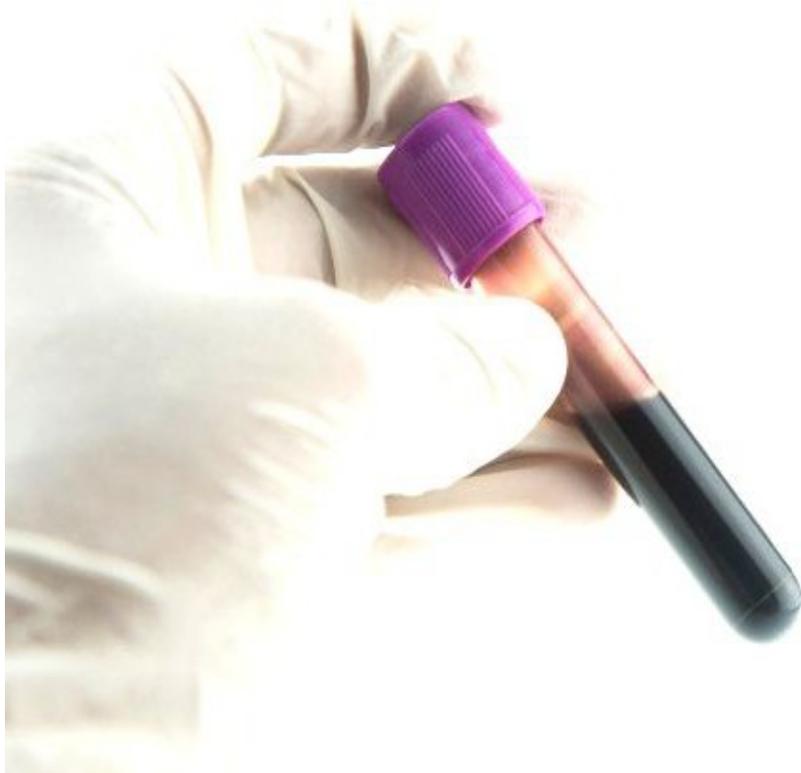
Telemedicine

Remote screening

Virtual clinical trials

At home testing

## The Problem



**Blood samples  
start degrading  
immediately!**

Collection tubes must be spun  
ASAP to avoid degradation.

*“Blood cells are the kiss of  
death [for our tests]”  
- Senior Lab Exec*

# Centrifugation Often Impossible in Decentralized Settings

- Infectious disease monitoring
- Clinical trial monitoring
- Mobile phlebotomy
- At-home testing
- Military / field medicine
- Liquid biopsy (oncology, prenatal)
- Therapeutic development

Portable centrifugation (today)



**\$100B+**

market segments hindered by existing sample prep methods



# Meet Torq

Collect and immediately spin samples anywhere

## Key Features:

- Handheld, low power centrifuge design (runs on 2 AA batteries or 1.5W power source)
- Rapid 1-4 minute separations
- User optimized – no programming, balancing, or manual actuation
- Compatible with small (~250 uL) capillary samples up to large (10 mL) venous samples



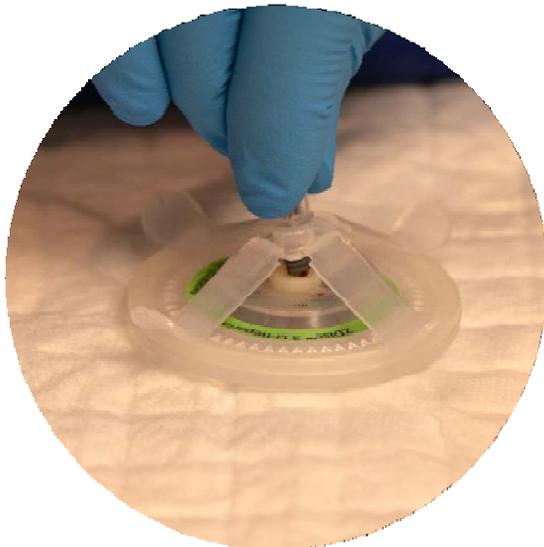
Torq ZDrive™

Torq ZDisc™



# The World's Most Portable Centrifuge

Load Blood



Spin



Ship or Test



# The Blood Tube of the Future is a Disc



**Traditional tube**



**Torq ZDisc**

Up to **25X** lower hemolysis following transport

Up to **30X** improved signal-to-noise in cfDNA testing

Up to **2X** higher sample yield following multi-day storage

**7+** day analyte stability at room temperature



Scientific Management and Solutions - Laboratory Equipment  
 SIN 334515 Diagnostic, Measuring and Testing Equipment

SIN	MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	PRODUCT DESCRIPTION	GSA PRICE (including IFF)
334515	Sandstone Diagnostics Inc	A-1	Torq Zdrive	Torq Zdrive 4" diameter centrifuge, automated spin settings w/ self balance, 2 AA batteries	\$ 118.39
334515	Sandstone Diagnostics Inc	A-2	Torq Zdrive (Microvolume Rotor)	Torq Zdrive MR Adapted centrifuge to spin single microscale gel separator tubes (BD Microtainer or similar), automated spin w/ self balance, 2 AA batteries	\$ 170.48
334515	Sandstone Diagnostics Inc	A-3	Torq Zdisc + Zguide	Torq Zdisc + Zguide 4mL evacuated for venipuncture blood collection and separation, Heparin & EDTA available, attaches to butterfly needle	\$ 23.68
334515	Sandstone Diagnostics Inc	A-4	Torq Zdisc Only	Torq Zdisc only 4mL evacuated for venipuncture blood collection and separation, Heparin and EDTA available	\$ 20.84
334515	Sandstone Diagnostics Inc	A-5	Torq Zguide Only	Torq Zguide only for attaching Zdisc to butterfly needle	\$ 2.84
334515	Sandstone Diagnostics Inc	A-6	Torq MiniDisc	Torq MiniDisc. Capillary blood volume disc, for collecting and separating 250-350uL finger stick blood samples at point-of-care	\$ 14.21
334515	Sandstone Diagnostics Inc	A-7	Torq Capillary Collection Starter Kit	Torq Capillary Collection Starter Kit is a prepared kit for the collection of blood from the patient: lancets, tubes, swabs, gauze, bandages. For use with Zdrive MR	\$ 9.00