

February 3, 2014

Steve Longoria  
Aanko Technologies, Inc.  
607 Elmira Road, Suite 191  
Vacaville, CA 95687

**Subject: RENEWAL of Aanko Technologies, Inc.'s California Multiple Award Schedule (CMAS)**

**CMAS Contract No.:** 4-10-03-0263B, SUPPLEMENT NO. 1  
**CMAS Contract Term:** February 3, 2014 through January 31, 2019  
**Base GSA Schedule No.:** GS-07F-0056V

The State of California accepts your firm's offer and renews the attached California Multiple Award Schedule (CMAS) contract for the term identified above. The contract has been awarded the same contract number as the original CMAS contract. This contract number must be shown on each invoice rendered. Additionally, this letter shall not be construed as a commitment to purchase any or all of the State's requirements from your firm. Prior approval is required from the State for all news releases regarding this contract.

It is your firm's responsibility to furnish, upon request, a copy of this CMAS contract to State and local government agencies. A complete CMAS contract includes the following: **1)** this acceptance letter, **2)** CMAS cover pages (which includes the signature page, ordering instructions and special provisions, and any attachments or exhibits as prepared by the CMAS Unit), **3)** CMAS terms and conditions, **4)** Federal GSA terms and conditions, and **5)** product/service listing and prices. The CMAS Unit strongly recommends that government agencies place orders with Contractors who provide ALL of the contract elements described above.

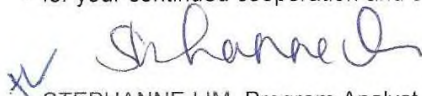
To manage this contract, Contractors are directed to the "CMAS Contract Management and Information Guide", which can be accessed at [www.dgs.ca.gov/pd/programs/leveraged/cmas.aspx](http://www.dgs.ca.gov/pd/programs/leveraged/cmas.aspx), then select the "For Suppliers/Contractors" link. This guide covers topics such as CMAS Quarterly Reports, amendments, extensions, renewals, Contractor's change of address or contact person, company name change requests, and marketing your CMAS contract.

It is the Contractor's responsibility to submit on a timely basis detailed CMAS Quarterly Reports (along with any applicable incentive fees).

**THE NEXT QUARTERLY REPORT DUE FOR THIS CONTRACT IS Q1-2014 (JAN-MAR)  
DUE BY APR 15, 2014.**

The "Approved CMAS Contractor" logo is only available to CMAS contract holders for display at conferences or on other marketing material. A login and password is required to download the logo. Go to [www.dgs.ca.gov/pd/Home/FormsResourcesLibrary.aspx](http://www.dgs.ca.gov/pd/Home/FormsResourcesLibrary.aspx), then select "Reference Material"; click on "CMAS Logos" under the heading "Marketing Tools". At the prompt, enter the login: "cmassupplier" and the password: "cmas010194".

Should you have any questions regarding this contract, please contact me at 916/375-4579. Thank you for your continued cooperation and support of the CMAS Program.



STEPHANNE LIM, Program Analyst  
California Multiple Award Schedules Unit

State of California  
**MULTIPLE AWARD SCHEDULE**  
**AANKO TECHNOLOGIES, INC.**

CONTRACT NUMBER:	4-10-03-0263B
SUPPLEMENT NO.:	1
CMAS CONTRACT TERM:	2/3/2014 through 1/31/2019
CONTRACT CATEGORY:	Non Information Technology Services
APPLICABLE TERMS & CONDITIONS:	August 2010
MAXIMUM ORDER LIMIT:	\$250,000
FOR USE BY:	State & Local Government Agencies
BASE GSA SCHEDULE NO.:	GS-07F-0056V
BASE SCHEDULE HOLDER:	Booz Allen Hamilton Inc.

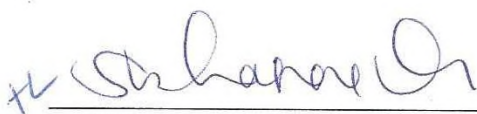
This contract provides for the purchase and warranty of Non-IT Services only. (See page 2 for the labor categories, and restrictions applicable to this contract.)

The purpose of this supplement is to renew this contract through 1/31/2019. In addition, this supplement replaces in its entirety Aanko Technologies, Inc.'s existing California Multiple Award Schedule (CMAS) that expired on 1/31/2014. The most current Ordering Instructions and Special Provisions and CMAS Terms and Conditions dated August 2010, products and/or services and pricing are included herein. Please review these provisions carefully because they may have changed since issuance of your last contract.

The information technology services offered under this contract can only be provided where they are incidental to and in support of the business solutions developed under this contract.

Agency non-compliance with the requirements of this contract may result in the loss of delegated authority to use the CMAS program.

Contractor non-compliance with the requirements of this contract may result in contract termination.



Effective Date: 2/3/2014  
STEPHANNE LIM, Program Analyst, California Multiple Award Schedules Unit

**CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS NO. 4-1.0-03-0253B, SUPPLEMENT NO. '1**

**CMAS PRODUCT & SERVICE CODES**

The CMAS Product & Service Codes listed below are for marketing purposes only. Review this CMAS contract and the base contract identified below for the products and/or services available on this contract.

Service — Training  
Bus Consult — Business Planning  
Bus Contuls Org Assessment Bus  
Consult — Program Develop Bus  
Consult — Project Mgmt Bus  
Consult — Risk Assessment Bus  
Consult Strategic Planning  
Homeland Security Svc  
Training — Public Safety

**AVAILABLE PRODUCTS AND/OR SERVICES**

Only the following job titles are available within the scope of this contract:

Analyst III  
Analyst IV  
Engineer I-IV  
Task Manager  
Subject Matter Expert I  
Info Assurance Specialist III  
Administrative Support

You may verify the following current information about the job titles available on this CMAS contract at the GSA eLibrary (using the base GSA contract number identified below):

- Description of the functional requirements
- Minimum education and experience requirements
- Maximum pricing allowed (lower pricing acceptable)

Access the GSA eLibrary at [www.gsaelibrarv.osa.gov](http://www.gsaelibrarv.osa.gov).

**CMAS BASE CONTRACT**

**This CMAS contract is based on some or all of the products and/or services and prices from GSA Schedule No. GS-07F-0056V (BOOZ ALLEN HAMILTON NCI with a GSA term of 11/112013 through 1013112018 including modification PO-011. The term of this CMAS contract incorporates an extension of three months beyond the expiration of the base GSA contract, and is shown in the "CMAS Term Dates" on page 1.**

Replace "Booz Allen Hamilton Inc" with "Aanko Technologies, Inc." where "Booz Allen Hamilton Inc" is referenced in the federal GSA multiple award Contract Terms and Conditions.

**ISSUE PURCHASE ORDER TO**

Agency purchase orders must be mailed to the following address:

Aanko Technologies, Inc.  
607 Elmira Rd, Suite 191  
Vacaville, CA 95687  
Attn: Steve Longoria

Agencies with questions regarding products and/or services may contact the contractor as follows:

Phone: (866) 968-7478  
E-mail: [steve.longoria@aanko.com](mailto:steve.longoria@aanko.com)

**TOP 500 DELINQUENT TAXPAYERS**

In accordance with Public Contract Code Section 10295.4, and prior to placing an order for non-IT goods and/or services, agencies must verify with the Franchise Tax Board and the Board of Equalization that this contractor's name does not appear on either list of the 500 largest tax delinquencies pursuant to Section 7053 or 19195 of the Revenue and Taxation Code.

The Franchise Tax Board's list is available at [www.ftb.ca.gov/aboutFTB/Definctuent\\_Taxpayers.shtml](http://www.ftb.ca.gov/aboutFTB/Definctuent_Taxpayers.shtml).

The Board of Equalization's list is available at [www.boe.ca.00viccii-binktelig.cgi](http://www.boe.ca.00viccii-binktelig.cgi).

**CONTRACT PRICES**

The maximum prices allowed for the products and/or services available in this CMAS contract are those set forth **in the base** contract identified on page 2 of this contract.

The ordering agency is encouraged to seek prices lower than those on this CMAS contract. When responding to an agency's Request for Offer (RFO), the contractor can offer lower prices to be competitive.

**APPROVAL OF ORDERS FOR NON-IT SERVICES**

1. State agencies entering into CMAS contracts for non-Information Technology services exceeding \$50,000 must forward their purchase order package to the DGS/PD-CMAS for review and approval prior to issuing the purchase order.
2. State agencies entering into more than one CMAS contract for non-Information Technology consulting services with the same contractor within a 12-month period for an aggregate amount of \$12,000 or more must have each contract approved by the DGSIPD-CMAS in compliance with Public Contract Code Section 10371.

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS NO. 4-10-03-0263B. SUPPLEMENT NO. 1

For either one of the above situations, see the provision in this contract entitled "Consulting or Personal Services" for a listing of the documents needed and the address where they must be sent.

DARFUR CONTRACTING ACT

This contractor has certified compliance to the Darfur Contracting Act per PCC section 10475, et seq.

AMERICAN RECOVERY AND REINVESTMENT ACT (ARRA)

Ordering departments executing purchases using ARRA funding must attach the ARRA Supplemental Terms and Conditions document to their individual RFOs and purchase documents. Departments are reminded that these terms and conditions supplement, but do not replace, standard State terms and conditions associated with this CMAS contract. The ARRA Supplemental Terms and Conditions can be accessed at [www.documents.cles.ca.gov/pd/poliproc/ARRATand%20C081009final.pdf](http://www.documents.cles.ca.gov/pd/poliproc/ARRATand%20C081009final.pdf).

WARRANTY

Contractor personnel shall have the experience, education and expertise as delineated in the CMAS contract.

DELIVERY

As negotiated between agency and contractor and included in the purchase order, or as otherwise stipulated in the contract.

PURCHASING AUTHORITY DOLLAR THRESHOLD

No CMAS order may be executed by a State agency that exceeds that agency's CMAS purchasing authority threshold or the CMAS maximum order limit, whichever is less.

HOW TO USE CMAS CONTRACTS

Agencies must adhere to the detailed requirements in the State Contracting Manual (SCM) when using CMAS contracts. The requirements for the following bullets are in the SCM, Volume 2, Chapter 6 (for non-1T) and the SCM, Volume 3, Chapter 6 (for IT):

- Develop a Request for Offer, which includes a Scope of Work (SOW), and Bidder Declaration form. For information on the Bidder Declaration requirements, see the SCM, Volume 2, Section 3.5.7 and Volume 3, Section 3.4.7.
- Search for potential CMAS contractors at [www.clas.ca.gov/pd/Programs/Leveraged/CMAS.aspx](http://www.clas.ca.gov/pd/Programs/Leveraged/CMAS.aspx), select "Find a CMAS Contract".
- Solicit offers from a minimum of 3 CMAS contractors including one small business and/or DVBE, if available, who are authorized to sell the products and/or services needed

- If soliciting offers from a certified DVBE, include the Disabled Veteran Business Enterprise Declarations form (Std. 843) in the Request for Offer. This declaration must be completed and returned by the DVBE prime contractor and/or any DVBE subcontractors. (See the SCM Volumes 2 and 3, Chapter 3)
- This is not a bid transaction, so the small business preference, DVBE participation goals, protest language, intents to award, evaluation criteria, advertising, etc., are not applicable.
- If less than 3 offers are received, State agencies must document their file with the reasons why the other suppliers solicited did not respond with an offer.
- Assess the offers received using best value methodology, with cost as one of the criteria.
- Issue a Purchase Order to the selected contractor.
- For CMAS transactions under \$5,000 only one offer is required if the State agency can establish and document that the price is fair and reasonable.

LoCal governments set their own order limits, and are not bound by the order limits on the cover page of this contract.

SPLITTING ORDERS

Splitting orders to avoid any monetary limitations is prohibited.

Do not circumvent normal procurement methods by splitting purchases into a series of delegated purchase orders (SAM 3572).

Splitting a project into small projects to avoid either fiscal or procedural controls is prohibited (SAM 4819.34).

MINIMUM ORDER LIMITATION

There is no minimum dollar value limitation on orders placed under this contract.

MANDATORY REQUIREMENT FOR COMMERCIAL OFF-THE-SHELF (COTS) TECHNICAL SERVICES

Agencies requesting technical services must require a minimum of 3 references from the contractor for work performed within the last 2 years. The reference narrative must explicitly demonstrate the expertise being offered on the COTS products and correlate with the description of services/skills in the referenced CMAS contract and in the agency Statement of Work.

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS NO. 4-10-03-0263B, SUPPLEMENT NO.1

ORDERING PROCEDURES

1. Order Form

State agencies shall use a Contract/Delegation Purchase Order (Std. 65) for purchases and services.

Local governments shall, in lieu of the State's Purchase Order (Std. 65), use their own purchase order document.

Electronic copies of the State Standard Forms can be found at the Office of State Publishing website. The site provides information on the various forms and use with the Adobe Acrobat Reader. Beyond the Reader capabilities, Adobe Acrobat advanced features may be utilized if you have Adobe Business Tools or Adobe Acrobat 4.0 installed on your computer. Direct link to the Standard Form 65:

[www.dgs.ca.gov/osp/Programs/FormsManagementCenter/FilPrintList.aspx](http://www.dgs.ca.gov/osp/Programs/FormsManagementCenter/FilPrintList.aspx)

2. Purchase Orders

State and Local Government agencies are required to send a copy of each CMAS purchase order to:

Department of General Services  
Procurement Division, Data Management Unit  
PO Box 989052, MS #2-203  
West Sacramento, CA 95798-9052  
(or via Interagency Mail Service #Z-1)

The agency is required to complete and distribute the order form. For services, the agency shall modify the information contained on the order to include the service period (start and end date), and the monthly cost (or other intermittent cost), and any other information pertinent to the services being provided. The cost for each line item should be included in the order, not just system totals.

The contractor must immediately reject orders that are not accurate. Discrepancies are to be negotiated and incorporated into the order prior to the products and services being delivered.

3. Service and Delivery after Contract Expiration

The purchase order must be issued before the CMAS contract end term expires. However, delivery of the products or completion of the services may be after the contract end term expires (unless otherwise specifically stated in the contract), but must be as provided for in the contract and as specified in the purchase order.

4. Multiple Contracts on STD. 65 Order Form

Agencies may include multiple CMAS contracts from the same contractor on a single Std. 65 Contract/Delegation Purchase Order. For guidelines, see the SCM, Volumes 2 & 3, Chapter 6.B4.1.

5. Amendments to Agency's Purchase Orders

Agency purchase orders cannot be amended if the CMAS contract has expired.

The SCM, Volumes 2 & 3, Chapter 6.A5.0 provides the following direction regarding amendments to all types of CMAS purchase orders:

Original orders, which include options for changes (e.g., quantity or time), that were evaluated and considered in the selection for award during the RFO process, may be amended consistent with the terms of the original order, provided that the original order allowed for amendments. If the original order did not evaluate options, then amendments are not allowed unless an NCB is approved for those amendments.

Amendments unique to non-IT services are covered in the SCM, Volume 2, Chapter 6.92.9 as follows:

If the original contract permitted amendments, but did not specify the changes (e.g., quantity or time), it may be amended. This only applies to the first amendment. The time shall not exceed one year, or add not more than 30% of the original order value and may not exceed \$250,000. If the original contract did not have language permitting amendments, the NCB process must be followed.

Also, see the SCM, Volumes 2 & 3, Chapter 8, Topic 6, for more information on amending purchase orders.

CONTRACTOR OWNERSHIP INFORMATION

Aanko Technologies, Inc. is a certified small business enterprise. Their Office of Small Business and DVBE Services (OSDS) certification #1001698 expires on 12/31/2014.

If this certification has expired, the current expiration date for this company's certification should be verified at [www.bicleync.com/DPXBisCASB](http://www.bicleync.com/DPXBisCASB) or by contacting the Office of Small Business and DVBE Services at (916) 375-4940. Note that some companies have been assigned a new certification [number.so](http://www.number.so) use the company name and/or certification number when checking status on-line

**CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS NO. 4-10-03-0263B, SUPPLEMENT NO.**

**SMALL BUSINESS MUST BE CONSIDERED**

Poor to placing orders under the CMAS program, State agencies shall whenever practicable first consider offers **from** small businesses that have established CMAS contracts [GC Section 14846(b)]. NOTE: The Department of General Services auditors will request **substantiation** of compliance with this requirement when agency files are reviewed.

The following website lists CMAS Small Business and Disabled Veteran Partners:  
[www.dgs.ca.gov/pd/Programs/Leveraged/CMAS.aspx](http://www.dgs.ca.gov/pd/Programs/Leveraged/CMAS.aspx)  
then select "Find a CMAS Contractor."

In response to our commitment to increase participation by small businesses, the Department of General Services **waives the administrative fee (a fee currently charged to customer agencies to support the CMAS program) for orders to certified small business enterprises.**

See the current fees in the DGS Price Book at:  
[www.dgs.ca.gov/ofs/Resources/Pricebook.aspx](http://www.dgs.ca.gov/ofs/Resources/Pricebook.aspx)

**SMALL BUSINESS/DVBE -TRACKING**

State agencies are able to claim subcontracting dollars towards their small business or DVBE goals whenever the Contractor subcontracts a commercially useful function to a certified small business or DVBE. The Contractor will provide the ordering agency with the name of the small business or DVBE used and the dollar amount **the** ordering agency can apply towards its small business or DVBE goal.

**SMALL BUSINESS/DVBE - SUBCONTRACTING**

1. The amount an ordering agency can claim towards achieving its small business or DVBE goals is the dollar amount of the subcontract award made by the Contractor to each small business or DVBE.
2. The Contractor will provide an ordering agency with the following information at the time the order is quoted:
  - a. The Contractor will state that, as the prime Contractor, it shall be responsible for the overall execution of the fulfillment of the order.
  - b. The Contractor will indicate to the ordering agency how the order meets the small business or DVBE goal, as follows:
    - List the name of each company that is certified by the Office of Small Business and DVBE Certification that it intends to subcontract a commercially useful function to; and
    - Include the small business or DVBE certification number of each company listed, and attach a copy of each certification; and

- Indicate the dollar amount of each subcontract with a small business or DVBE that may be claimed by the ordering agency towards the small business or DVBE goal; and
- Indicate what commercially useful function the small business or DVBE subcontractor will be providing towards fulfillment of the order.

3. The ordering agency's purchase order must be addressed to the prime Contractor, and the purchase order must reference the information provided by the prime Contractor as outlined above.

**CONSULTING OR PERSONAL SERVICES**

To ensure sufficient expertise for all consulting or personal services contracts, prior to issuing an order, the agency is required to review the resumes of all personnel the contractor intends to use to fulfill the order. Each agency is responsible for verifying that contractor personnel meet any education or experience requirements listed in the CMAS contract.

Each order should contain, as a minimum, a description of the task, a statement of the contractor's responsibilities, completion criteria, a list of deliverable items (if any), the estimated starting date, the scheduled completion date, and a fixed cost for each task.

The aggregate of the fixed costs for all tasks constitutes the fixed price ceiling for all tasks described.

**1. Progress Payments**

For IT service contracts, see the CMAS contract IT Terms and Conditions, Provision #71, CMAS Progress Payments & Risk Assessment.

For Non-IT service contracts, see the CMAS contract Non-IT Services Terms & Conditions, Provision #41, Progress Payments/Performance Bonds

**2. Outsourcing Services**

Careful analysis must be given by State agencies to using contracted personnel rather than using civil service positions within State government.

Government Code 19130(c) requires that all persons who provide services to the State under conditions that constitute an employment relationship shall, unless exempted by Article VII (Section 4) of the California Constitution, be retained under an appropriate civil service appointment.

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS NO. 4-10-0-0263B, SUPPLEMENT NO. 1

Issuing a CMAS purchase order for services to an independent contractor is permissible when any of the following conditions set forth in Government Code Section 19130(b) can be met:

- Exempt under Constitution
- New State function and legislative authority
- Service not available; highly specialized or
- Technical
- Incidental to the purchase or lease
- Conflict of interest; need unbiased findings'
- Emergency appointment
- Private counsel, with Attorney General (AG) approval and Governor's Office, if applicable
- Contractor will provide deliverables that are not feasible for the State to provide
- Training when civil service is not available
- Urgent, temporary, or occasional services when civil service delay would frustrate the purpose (see Option 2 below)

When justified as outlined above, personal services must fall under one of the two following options:

Option 1. CMAS orders for personal services such as project management, independent verification and validation, systems analysis and design, and miscellaneous services are not limited to the number of hours or months per year that a consultant can work if the services contracted for are not available within civil service, cannot be performed satisfactorily by civil service employees, or are of such a highly specialized or technical nature that the necessary expert knowledge, experience, and ability are not available through the civil service system (Government Code 19130.b (3)).

Option 2.. CMAS personal services orders for programmers, systems analysts, and technical specialists which are of an urgent, temporary, or occasional nature, such that hiring additional civil service positions is not feasible, are limited to nine months (1548 hours) per consultant within a twelve consecutive month period (Government Code 19130.b (10)/California State Constitution, Article VII, Section 5).

This provision is per agency and is inclusive of orders issued on your behalf by another agency. Contractors must wait three (3) months from CMAS order termination/expiration before submitting the candidate's resume for work at the same agency/department.

For both options above, the contractor may conduct training courses for which appropriately qualified civil service instructors are not available, provided that permanent instructor positions in academies or similar settings shall be filled through civil service appointment (Government Code 19130.b (9)).

For each order, the agency must prepare and retain in their file a written justification that includes specific and detailed factual information that demonstrates that the contract meets one or more of the conditions set forth in Government Code 19130(b).

3. State Personnel Board Requirements

State Personnel Board (SPB) approval is required for a purchase order based on cost savings to the State as justification for not using civil service personnel.

4. Statement of Work

A Statement of Work (SOW) must be prepared as applicable for each Purchase Order. Information regarding the preparation of a SOW is available at [www.egs.ca.eciv/pd/Programs/Leveraged/CMAS.aspx](http://www.egs.ca.eciv/pd/Programs/Leveraged/CMAS.aspx), then select "For State Agencies". Agencies are strongly encouraged to use this information when developing SOW requirements that will accompany the Request for Offer and the resulting Purchase Order.

5. Follow-on Contracts are Prohibited

No person, firm, or subsidiary thereof who has been awarded a purchase order for consulting services, or a purchase order that includes a consulting component, may be awarded a purchase order for the provision of services, delivery of goods or supplies, or any other related action which is required, suggested, or otherwise deemed appropriate as an end product of the purchase order (Public Contract Code 10365.5).

Therefore, any consultant who develops a program study or provides formal recommendations is precluded from providing any work recommended in the program study or the formal recommendation.

6. Approval of CMAS Orders for Non-IT Services

State agencies (not local governments) must send all CMAS orders for non-Information Technology services exceeding 550,000 to OGS/PD-CMAS for approval.

Also. State agencies entering into more than one CMAS contract for non-Information Technology consulting services with the same contractor within a 12-month period for an aggregate amount of \$12,500 or more must have each contract approved by the DGS/PD-CMAS\_

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS ND. 4-11:1-03-02638, SUPPLEMENT NO. 1

For either of the above situations, the following documents must be sent to DOS. PD-CMAS for review and approval prior to sending the order to the Contractor\_

- Signed purchase order document (Std. 65)
- Signed Summary Agreement (Std. 215)
- Copy of Request for Offer (RFO)
- Listing of all CMAS contractors solicited
- Copies of at supplier's responses to the RFO
- Complete copy of awarded supplier's CMAS contract
- Copy of assessment and selection documents
- Certification for expenditure of funds
- Certification for public relations services valued at \$100,000 or more

Send the above documents to:

Department of General Services  
Procurement Division, IMS Z-1  
707 Third Street, 2<sup>nd</sup> Floor, MS  
202 West Sacramento, CA 95605  
Attn. CMAS Unit - PO Approval

Contractors must not accept purchase orders for non-IT services that exceed \$50,000 unless they include the required approval stamp from DOS.

OPEN MARKET/INCIDENTAL. NON-SCHEDULE ITEMS

The only time that open market/incidental, non-schedule items may be included in a CMAS order is when they fall under the parameters of the Not Specifically Priced (NSP) Items provision. If the NSP provision is not included in the schedule, or the products and/or services required do not qualify under the parameters of the NSP provision, the products and/or services must be procured separate from CMAS.

STATE AND LOCAL GOVERNMENTS CAN USE CMAS

State and local government agency use of CMAS contracts is optional. A local government is any city, county, city and county, district, or other local governmental body or corporation, including UC, CSU, K-12 schools and community colleges empowered to expend public funds. While the State makes this contract available, each local government agency should make its own determination whether the CMAS program is consistent with their procurement policies and regulations.

UPDATES AND/OR CHANGES

A CMAS amendment is not required for updates and/or changes once the update and/or change becomes effective for the federal GSA schedule, except as follows:

- A CMAS amendment is required when the contract is based on products and/or services from another contractor's multiple award contract and the contractor wants to add a new manufacturer's products and/or services.
- A CMAS amendment is required for new federal contract terms and conditions that constitute a material difference from existing contract terms and conditions. A material change has a potentially significant effect on the delivery, quantity or quality of items provided, the amount paid to the contractor or on the cost to the State.
- A CMAS amendment is required for changes to contracts that require California Prison Industry Authority (CALPIA) approval.

A CMAS amendment is required to update and/or change terms and conditions and/or products and services based on a non-federal GSA multiple award contract.

SELF-DELETING FEDERAL GSA TERMS AND CONDITIONS

Instructions, or terms and conditions that appear in the Special Items or other provisions of the federal GSA and apply to the purchase, license, or rental (as applicable) of products or services by the U.S. Government in the United States, and/or to any overseas location shall be self-deleting. (Example: "Examinations of Records" provision).

Federal regulations and standards, such as Federal Acquisition Regulation (FAR), Federal Information Resources Management Regulation (FIRMR), Federal Information Processing Standards (FIPS), General Services Administration Regulation (GSAR), or Federal Installment Payment Agreement (FIPA) shall be self-deleting. Federal blanket orders and small order procedures are not applicable.

ORDER OF PRECEDENCE

The CMAS Terms and Conditions shall prevail if there is a conflict between the terms and conditions of the contractor's federal GSA, (or other multiple award contract), packaging, invoices, catalogs, brochures, technical data sheets or other documents (see CMAS Terms and Conditions, CONFLICT OF TERMS).

APPLICABLE CODES, POLICIES AND GUIDELINES

All California codes, policies, and guidelines are applicable. THE USE OF CMAS DOES NOT REDUCE OR RELIEVE STATE AGENCIES OF THEIR RESPONSIBILITY TO MEET STATEWIDE REQUIREMENTS REGARDING CONTRACTING OR THE PROCUREMENT OF GOODS OR SERVICES.



## CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)

AANKO TECHNOLOGIES, INC,

CMAS NO. 4-10-03-0263B, SUPPLEMENT NO. 1

Most procurement and contract codes, policies, and guidelines are incorporated into CMAS contracts. Nonetheless, there is no guarantee that every possible requirement that pertains to all the different and unique State processes has been included.

### STATEWIDE PROCUREMENT REQUIREMENTS

Agencies must carefully review and adhere to all statewide procurement requirements in the SCM, Volumes 2 and 3, such as:

- Automated Accounting System requirements of State Administrative Manual (SAM) Section 7260-62
- Productive Use Requirements, per the SCM, Volume 3, Chapter 2, Section 2.B6.2.
- SAM Sections 4819.41 and 4832 certifications for information technology procurements and compliance with policies.
- Services may not be paid for in advance.
- Agencies are required to file with the Department of Fair Employment and Housing (DFEH) a Contract Award Report Std. 16 for each order over \$5,000 within 10 days of award, including supplements that exceed \$5,000.
- Pursuant to Public Contract Code Section 10359 State agencies are to report all Consulting Services Contract activity for the preceding fiscal year to DGS and the six legislative committees and individuals that are listed on the annual memorandum from DGS\_ Pursuant to Unemployment Insurance Code Section 1088.8, State and local government agencies must report to the Employment Development Department (EDD) all payments for services that equal \$600 or more to independent sole proprietor contractors. See the Contractors Std. 204, Payee Data Record, to determine sole proprietorship. For inquiries regarding this subject, contact EDD at (916) 651-6945 for technical questions or (888) 745-3886 for information and forms.
- Annual small business and disabled veteran reports.
- Post evaluation reports. Public Contract Code 10369 requires State agencies to prepare post evaluations on form Std. 4 for all completed non-IT consulting services contracts of more than \$5,000. Copies of negative evaluations for non-IT consulting services only must be sent to the DGS, Office of Legal Services. The Bureau of State Audits requires State agencies annually to certify compliance with these requirements.

### ETHNICITY/RACE/GENDER REPORTING REQUIREMENT

Effective January 1, 2007, in accordance with Public Contract Code 10111, State agencies are to capture information on ethnicity, race, and gender of business owners (not subcontractors) for all awarded contracts, including CAL-Card transactions. Each department is required to independently report this information to the Governor and the Legislature on an annual basis.

Agencies are responsible for developing their own guidelines and forms for collecting and reporting this information,

Contractor participation is voluntary.

### PAYMENTS AND INVOICES

#### 1. Payment Terms

Payment terms for this contract are net 45 days

Payment will be made in accordance with the provisions of the California Prompt Payment Act, Government Code Section 927 et. seq. Unless expressly exempted by statute, the Act requires State agencies to pay properly submitted, undisputed invoices not more than 45 days after (i) the date of acceptance of goods or performance of services: or (ii) receipt of an undisputed invoice, whichever is later.

#### 2. Payee Data Record (Std. 204)

Each State accounting office must have a copy of the Contractor's Payee Data Record (Std. 204) in order to process payment of invoices. Contractors are required to provide a copy of their Std. 204 upon request from an agency customer. Agencies should forward a copy of the Std. 204 to their accounting office. Without the Std. 204, payment may be unnecessarily delayed.

#### 3. DOS Administrative and Incentive Fees

##### Orders from State Agencies:

The Department of General Services (DGS) will bill each State agency directly an administrative fee for use of CMAS contracts. The administrative fee should NOT be included in the order total, nor remitted before an invoice is received from DGS. This administrative fee is waived for CMAS purchase orders issued to California certified small businesses.

See the current administrative fees in the DOS Price Book at:

[www.dgs.ca.gov/ofs/Resources/Pricebook.aspx](http://www.dgs.ca.gov/ofs/Resources/Pricebook.aspx).

##### Orders from Local Government Agencies:

- Effective for CMAS orders dated 1/1/2010 or later, CMAS contractors, who are not California certified small businesses, are required to remit to the DGS an incentive fee equal to 1% of the total of all local government agency orders (excluding sales tax and freight) placed against their CMAS contract(s). This incentive fee is in lieu of local government agencies being billed the above referenced DGS administrative fee.

This incentive fee is waived for CMAS purchase orders issued to California certified small businesses.

## CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)

AANKO TECHNOLOGIES, INC.

CMAS NO. 4-10-03-0263B, SUPPLEMENT NO. 1

The check covering this fee shall be made payable to the Department of General Services, CMAS Unit, and mailed to the CMAS Unit along with the applicable Quarterly Report. See the provision in this contract entitled "Contractor Quarterly Report Process" for information on when and where to send these checks and reports.

#### 4. Contractor Invoices

Unless otherwise stipulated, the contractor must send their invoices to the agency address set forth in the purchase order. Invoices shall be submitted in triplicate and shall include the following:

- Contract number
- Agency purchase order number
- Agency Bill Code
- Line item number
- Unit price
- Extended line item price
- Invoice total

State sales tax and/or use tax shall be itemized separately and added to each invoice as applicable.

The company name on the CMAS contract, purchase order and invoice must match or the State Controller's Office will not approve payment.

#### 5. Advance Payments

Advance payment is allowed for services only under limited, narrowly defined circumstances, e.g., between specific departments and certain types of non-profit organizations, or when paying another government agency (GC 11256 — 11263 and 11019)

It is NOT acceptable to pay in advance, except software maintenance and license fees, which are considered a subscription, may be paid in advance if a provision addressing payment in advance is included in the purchase order.

Warranty upgrades and extensions may also be paid for in advance, one time\_

#### 6. Credit Card

Aanko Technologies, Inc. accepts the State of California credit card (CAL-Card).

A Purchasing Authority Purchase Order (Std. 65) is required even when the ordering department chooses to pay the contractor via the CAL-Card. Also, the DGS administrative fee is applicable for all CMAS orders to suppliers not California certified as a small business.

#### 7. Lease/Purchase Analysis

State agencies must complete a Lease/Purchase Analysis (LPA) to determine best value when contemplating a lease/rental, and retain a copy for future audit purposes (SAM 3700). Approval by the Department of General Services is not required.

#### 8. Leasing

Except for Federal Lease to Own Purchase (LTOP) and hardware rental provisions with no residual value owed at end term (\$1 residual value is acceptable), Federal GSA Lease provisions are NOT available through CMAS because the rates and contract terms and conditions are not acceptable or applicable to the State.

SEAT Management financing options are NOT available through this contract.

As an alternative, agencies may consider financing through the State's financial marketplace GS Mart™. All terms and conditions and lenders are pre-approved for easy financing. The GS \$Mart™ Internet address is [www.dgs.camov/pd/prociram/statefinancialmarketolace.aspx](http://www.dgs.camov/pd/prociram/statefinancialmarketolace.aspx). Buyers may contact the GS \$Mart™ Administrator, Pat Mullen by phone at (916) 375-4617 or via e-mail at [pat.mullendos.c.a.gov](mailto:pat.mullendos.c.a.gov) for further information.

#### CONTRACTOR QUARTERLY REPORT PROCESS

Contractors are required to submit a detailed CMAS Business Activity Report on a quarterly basis to the CMAS Unit. See Attachment 6 for a copy of this form and instructions. This report shall be mailed to:

Department of General Services  
Procurement Division — CMAS Unit  
Attention: Quarterly Report Processing  
PO Box 989052, MS #2-202 West  
Sacramento, CA 95798-9052

Reports that include checks for incentive fees or that exceed a total of 5 pages must be mailed and shall not be faxed or e-mailed. All other reports may be faxed or e-mailed to the attention of Quarterly Report Processing as follows:

CMAS Unit Fax Number: (916) 375-4663  
CMAS Unit [E-Mail: cmas@dgs.ca.gov](mailto:cmas@dgs.ca.gov)

For the full instructions on completing and submitting CMAS Quarterly Business Activity Reports, and a soft copy of a blank quarterly report form, go to [www.dos.caciov/pd/Programs/Leveraged/CMAS.aspx](http://www.dos.caciov/pd/Programs/Leveraged/CMAS.aspx), and then select "For Suppliers/Contractors".

Important things to remember regarding CMAS Quarterly Business Activity Reports (referred to as "reports" below):

- A report is required for each CMAS contract each quarter, even when no new purchase orders are received in the quarter.

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS ND, 4-10-03-0263B, SUPPLEMENT NO. 1

- A separate report is required for each CMAS contract.
- Each purchase order must be reported only once in the quarter identified by the purchase order date, regardless of when the services were performed, the products were delivered, the invoice was sent, or the payment was received.
- Purchase orders from State and local government agencies must be separated on the report, as shown in the instructions.
- Contractors must report the sales activity for all resellers listed on their CMAS contract.
- Any report that does not follow the required format or excludes required information will be deemed incomplete and returned to the contractor for corrections.
- Taxes and freight must not be included in the report.
- For CMAS orders dated 1/1/2010 or later, contractors are no longer required to attach copies of purchase orders to their reports. This changed requirement will begin on Q1-2010 reports, which are due 4/15/2010.  
For CMAS orders dated 1/1/2010 or later, contractors who are not California certified small businesses must attach to their quarterly report a check covering the required incentive fee for all CMAS sales to local government agencies (see more information below). This new requirement will start on Q1-2010 reports, which are due 4/15/2010. New contracts, contract renewals or extensions, and contract modifications will be approved only if the contractor has submitted all required quarterly reports and incentive fees.

CMAS Quarterly Business Activity Reports are due in the CMAS Unit within two weeks after the end of each quarter as shown below:

Quarter 1	Jan 1 to Mar 31	Due Apr 15
Quarter 2	Apr 1 to Jun 30	Due Jul 15
Quarter 3	Jul 1 to Sep 30	Due Oct 15
Quarter 4	Oct 1 to Dec 31	Due Jan 15

**CONTRACTOR QUARTERLY INCENTIVE FEES**

CMAS contractors who are not California certified small businesses must remit to the DGS an incentive fee equal to 1% of the total of all local government agency orders (excluding sales tax and freight) placed against their CMAS contract(s). This incentive fee is in lieu of local government agencies being billed the above referenced DGS administrative fee.

CMAS contractors cannot charge local government agencies an additional 1% charge on a separate line item to cover the incentive fee. The contractor must include the 1% incentive fee in the price of the products or services offered, and the line item prices must not exceed the applicable GSA prices.

A local government agency is any city, county, district, or other local governmental body, including the California State University (CSU) and University of California (UC) systems, K-12 public schools and community colleges empowered to expend public funds.

This incentive fee is waived for CMAS purchase orders issued to California certified small businesses.

The check covering this fee shall be made payable to the Department of General Services, CMAS Unit, and mailed to the CMAS Unit along with the applicable Quarterly Report. See the provision in this contract entitled "Contractor Quarterly Report Process" for information on when and where to send these checks and reports.

**CONTRACTOR PROVIDES COPY OF THE CONTRACT AND SUPPLEMENTS**

CMAS contractors are required to provide the entire contract that consists of the following:

- Cover pages with DGS logo and CMAS analyst's signature, and Ordering Instructions and Special Provisions.
- California CMAS Terms and Conditions.
- Federal GSA Terms and Conditions (unless otherwise stipulated in the CMAS contract).
- Federal GSA products, services, and price list (unless otherwise stipulated in the CMAS contract).
- Supplements, if applicable.

It is important for the agency to confirm that the required products, services, and prices are included in the contract and are at or below contract rates. To streamline substantiation that the needed items are in the contract, the agencies should ask the contractor to identify the specific pages from the contract that include the required products, services, and prices. Agencies should save these pages for their file documentation.

**CONTRACTORS ACTING AS FISCAL AGENTS ARE PROHIBITED**

When a subcontractor ultimately provides all of the products or performs all of the services that a contractor has agreed to provide, and the prime contractor only handles the invoicing of expenditures, then the prime contractor's role becomes that of a fiscal agent because it is merely administrative in nature, and does not provide a Commercially Useful Function (CUF). It is unacceptable to use fiscal agents in this manner because the agency is paying unnecessary administrative costs.

**AGENCY RESPONSIBILITY**

Agencies must contact contractors to obtain copies of the contracts and compare them for a best value purchasing decision.

## CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)

AANKO TECHNOLOGIES, INC.

CMAS NO. 4-10-03-0263B, SUPPLEMENT NO. 1

Each agency is responsible for its own contracting program and purchasing decisions, including use of the CMAS program and associated outcomes.

This responsibility includes, but is not necessarily limited to, ensuring the necessity of the services, securing appropriate funding, complying with laws and policies, preparing the purchase order in a manner that safeguards the State's interests, obtaining required approvals, and documenting compliance with Government Code 19130.b (3) for outsourcing services.

It is the responsibility of each agency to consult as applicable with their legal staff and contracting offices for advice depending upon the scope or complexity of the purchase order.

If you do not have legal services available to you within your agency, the DGS Office of Legal Services is available to provide services on a contractual basis.

### CONFLICT OF INTEREST

Agencies must evaluate the proposed purchase order to determine if there are any potential conflict of interest issues. See the attached CMAS Terms and Conditions, Conflict of Interest, for more information.

### FEDERAL DEBARMENT

When federal funds are being expended, the agency is required to obtain (retain in file) a signed "Federal Debarment" certification from the contractor before the purchase order is issued.

This certification is required by the regulations implementing Executive Order 12549, Debarment and Suspension, 29 CFR Part 98, Section 98.510, Participants; responsibilities. The regulations were published as Part VII of the May 26, 1988 Federal Register (pages 19160-19211).

### CONTRACTOR TRAVEL

The provision for travel expense reimbursement is included in this contract.

It is important the agency and contractor discuss necessary travel requirements prior to issuing the purchase order because the detail and cost (only as allowed for in the contract) must be included in the agency purchase order to be payable.

State agencies may only reimburse travel and per diem expenses according to State travel time and per diem rules for State employees. All travel and per diem expenses must be within the contract parameters, incorporated into the purchase order, and supported by receipts. For the current travel and per diem reimbursement rates, go to the Department of Personnel Administration's website at:  
<http://www.dpa.ca.gov/personnel-policies/travel/main.htm>

Notwithstanding the contract provisions, the State will not be responsible for the cost of travel to bring contractor personnel from out-of-state to the job site (unless specifically arranged by agency in advance). If requested by the agency, the State will be responsible for reimbursement of travel expenses from one California agency site to another.

State agencies should refer to SAM Section 0774 "Travel and Related Reimbursement of Persons Not State Employees", when transportation and per diem costs are to be reimbursed by the State.

Local government agencies will pay travel and per diem expenses according to their statutory requirements.

### LIQUIDATED DAMAGES FOR LATE DELIVERY

The value of the liquidated damages cannot be a penalty, must be mutually agreed upon by agency and contractor and included in the purchase order to be applicable.

### ACCEPTANCE TESTING CRITERIA

If the agency wants to include acceptance testing for all newly installed technology systems, and individual equipment, and machines which are added or field modified (modification of a machine from one model to another) after a successful performance period, the test criteria must be included in the purchase order to be applicable.

### SHIPPING INSTRUCTIONS

F.O.B. (Free On Board) Destination. Seller pays the freight charges.

### AMERICANS WITH DISABILITY ACT (ADA)

Section 504 of the Rehabilitation Act of 1973 as amended; Title VI and VII of the Civil Rights Act of 1964 as amended; Americans with Disabilities Act, 42 USC 12101; California Code of Regulations, Title 2, Title 22; California Government Code, Sections 11135, et seq.; and other federal and State laws, and Executive Orders prohibit discrimination. All programs, activities, employment opportunities, and services must be made available to all persons, including persons with disabilities. See Attachment A for Procurement Division's ADA Compliance Policy of Nondiscrimination on the Basis of Disability.

Individual government agencies are responsible for self-compliance with ADA regulations.

Contractor sponsored events must provide reasonable accommodations for persons with disabilities.

CALIFORNIA MULTIPLE AWARD SCHEDULE (CMAS)  
AANKO TECHNOLOGIES, INC.  
CMAS NO. 4-10-03-0263B, SUPPLEMENT NO. 1

DGS PROCUREMENT DIVISION CONTACT AND  
PHONE NUMBER

Department of General Services  
Procurement Division, CMAS Unit  
707 Third Street, 2<sup>nd</sup> Floor, MS 202  
West Sacramento, CA 95605-2611

Phone # (916) 375-4363  
Fax # (916) 375-4663

**ATTACHMENT A**

**ADA NOTICE**

**Procurement Division (State Department of General Services) AMERICANS  
WITH DISABILITIES ACT (ADA) COMPLIANCE  
POLICY OF NONDISCRIMINATION ON THE BASIS OF DISABILITY**

To meet and carry out compliance with the nondiscrimination requirements of the Americans With Disabilities Act (ADA), it is the policy of the Procurement Division (within the State Department of General Services) to make every effort to ensure that its programs, activities, and services are available to all persons, including persons with disabilities.

For persons with a disability needing a reasonable accommodation to participate in the Procurement process, or for persons having questions regarding reasonable accommodations for the Procurement process, please contact the Procurement Division at (916) 375-4400 (main office); the Procurement Division TTY/TDD (telephone device for the deaf) or California Relay Service numbers which are listed below. You may also contact directly the Procurement Division contact person who is handling this procurement.

**IMPORTANT: TO ENSURE THAT WE CAN MEET YOUR NEED, IT IS BEST THAT WE RECEIVE YOUR REQUEST AT LEAST 10 WORKING DAYS BEFORE THE SCHEDULED EVENT (i.e., MEETING, CONFERENCE, WORKSHOP, etc.) OR DEADLINE DUE-DATE FOR PROCUREMENT DOCUMENTS.**

The Procurement Division TTY telephone numbers are:

Sacramento Office: (916) 376-1891  
Fullerton Office: (714) 773-2093

The California Relay Service Telephone Numbers are:

Voice 1-800-735-2922 or 1-888-877-5379  
TTY: 1-800-735-2929 or 1-888-877-5378  
Speech-to-Speech: 1-800-854-7784

## ATTACHMENT B

### CMAS QUARTERLY BUSINESS ACTIVITY REPORT

Contractor Name: \_\_\_\_\_ Reporting Calendar Year: \_\_\_\_\_ Revision 0  
 Contract Number: \_\_\_\_\_ Reporting Quarter: Q1 (Jan-Mar) 0  
 For Questions Regarding This Report Contact: Q2 (Apr-Jun) 0  
 Name: \_\_\_\_\_ Q3 (Jul-Sep) 0  
 Phone Number: \_\_\_\_\_ Q4 (Oct-Dec) 0  
 E-mail: \_\_\_\_\_

**Check Here if No New Orders for This Quarter 0**

<b>STATE AGENCY PURCHASES</b>							
State Agency Name	Purchase Order Number	Purchase Order Date	Agency Billing Code	Total Dollars Per Purchase Order	Agency Contact	Agency Address Phone Number	

Total State Agency Dollars Reported for Quarter: \$ \_\_\_\_\_

### **LOCAL GOVERNMENT AGENCY PURCHASES**

Local Government Agency Name	Purchase Order Number	Purchase Order Date	Total Dollars Per Purchase Order	Agency Contact	Agency Address	Phone Number

Total Local Government Agency Dollars for Quarter: \$ \_\_\_\_\_ 1% Remitted to DGS (does not apply to CA certified S/Bs): \$ \_\_\_\_\_

Total of State and Local Government Agency Dollars Reported for this Quarter: \$ \_\_\_\_\_

## ATTACHMENT B

### CMAS QUARTERLY BUSINESS ACTIVITY REPORT

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#### Instructions for completing the CMAS Quarterly Business Activity Report

1. Complete the top of the form with the appropriate information for your company.
2. **Agency Name** - Identify the State agency or Local Government agency that issued the order.
3. **Purchase Order Number** - Identify the purchase order number (and amendment number if applicable) on the order form. This is not your invoice number. This is the number the State agency or Local Government agency assigns to the order.
4. **Purchase Order Date** - Identify the date the purchase order was issued, as shown on the order. This is not the date you received, accepted, or invoiced the order.
5. **Agency Billing Code** - Identify the State agency billing code. This is a five-digit number identified on the upper right hand corner of the Std. 65 purchase order form. You must identify this number on all purchases made by State of California agencies. Billing codes are not applicable to Local Government agencies.
6. **Total Dollars Per PO** - Identify the total dollars of the order excluding tax and freight. Tax must NOT be included in the quarterly report, even if the agency includes tax on the purchase order. The total dollars per order should indicate the entire purchase order amount (less tax and freight) regardless of when you invoice order, perform services, deliver product, or receive payment.
7. **Agency Contact** - Identify the ordering agency's contact person on the purchase order.
8. **Agency Address** - Identify the ordering agency's address on the purchase order.
9. **Phone Number** - Identify the phone number for the ordering agency's contact person.
10. **Total State Sales & Total Local Sales** - Separately identify the total State dollars and/or Local Government agency dollars (pre-tax) for all orders placed in quarter.
11. **1% Remitted to DGS** - Identify 1% of the total Local Government agency dollars reported for the quarter. This is the amount to be remitted to DGS by contractors who are not California certified small businesses.
12. **Grand Total** - Identify the total of all State and Local Government agency dollars reported for the quarter.

#### Notes:

- A report is required for each CMAS contract, each quarter, even when there are no new orders for the quarter.
- Quarterly reports are due two weeks after the end of the quarter.



**CALIFORNIA MULTIPLE AWARD SCHEDULES (CMAS)  
GENERAL TERMS AND CONDITIONS  
NON-INFORMATION TECHNOLOGY SERVICES**

1. **APPROVAL:** If this Contract results from a Letter of Offer, then Contractor's offer is deemed a firm offer and this Contract document is the State's acceptance of that offer. Contractor may not commence performance until such approval has been obtained.
2. **AMENDMENT:** No amendment or variation of the terms of this Contract shall be valid unless made in writing, signed by the parties and approved as required. No oral understanding or agreement not incorporated in the Contract is binding on any of the parties.
3. **ASSIGNMENT:** This Contract is not assignable by the Contractor, either in whole or in part, without the consent of the State in the form of a formal written amendment.

Should the State desire financing of the assets provided hereunder through GS Wart, the State's financial marketplace, the Contractor agrees to assign to a State-designated lender its right to receive payment from the State for the assets in exchange for payment by the lender of the cash purchase price for the assets. Upon notice to do so from the State-designated lender at any time prior to payment by the State for the assets, the Contractor will execute and deliver to the State-designated lender an assignment agreement and any additional documents necessary for the State selected financing plan. The State-designated lender will pay the Contractor according to the terms of the Contractor's invoice upon acceptance of the assets by the State.

4. **AUDIT:** Contractor agrees that the awarding department, the Department of General Services, the Bureau of State Audits, or their designated representative shall have the right to review and to copy any records and supporting documentation pertaining to the performance of this Contract. Contractor agrees to maintain such records for possible audit for a minimum of three (3) years after final payment, unless a longer period of records retention is stipulated. Contractor agrees to allow the auditor(s) access to such records during normal business hours and to allow interviews of any employees who might reasonably have information related to such records. Further, Contractor agrees to include a similar right of the State to audit records and interview staff in any subcontract related to performance of this Contract. (GC 8546.7, PCC 10115 et seq., CCR Title 2, Section 1896).
5. **INDEMNIFICATION:** Contractor agrees to indemnify, defend and save harmless the State, its officers, agents and employees from any and all claims and losses accruing or resulting to any and all Contractors, subcontractors, suppliers, laborers, and any other person, firm or corporation furnishing or supplying work services, materials, or supplies in connection with the

performance of this Contract, and from any and all claims and losses accruing or resulting to any person, firm or corporation who may be injured or damaged by Contractor in the performance of this Contract.

6. **DISPUTES:**
  - a) The parties shall deal in good faith and attempt to resolve potential disputes informally. If the dispute persists, Contractor shall submit to the Department Director or designee a written demand for a final decision regarding the disposition of any dispute between the parties arising under, related to or involving this Contract, unless the State, on its own initiative, has already rendered such a final decision. Contractor's written demand shall be fully supported by factual information, and if such demand involves a cost adjustment to the Contract, Contractor shall include with the demand a written statement signed by an authorized person indicating that the demand is made in good faith, that the supporting data are accurate and complete and that the amount requested accurately reflects the Contract adjustment for which Contractor believes the State is liable. If the Contractor is not satisfied with the decision of the Department Director or designee, the Contractor may appeal the decision to the Department of General Services, Deputy Director, Procurement Division. In the event that this Contract is for Information Technology Goods and/or services, the decision may be appealed to an Executive Committee of State and Contractor personnel.
  - b) Pending the final resolution of any dispute arising under, related to or involving this Contract, Contractor agrees to diligently proceed with the performance of this Contract, including the delivery of Goods or providing of services in accordance with the State's instructions, Contractor's failure to diligently proceed in accordance with the State's instructions shall be considered a material breach of this Contract.
  - c) Any final decision of the State shall be expressly identified as such, shall be in Writing, and shall be signed by the Department Director or designee or Deputy Director, Procurement Division if an appeal was made. If the State fails to render a final decision within 90 days after receipt of Contractor's demand, it shall be deemed a final decision adverse to Contractor's contentions. The State's final decision shall be conclusive and binding regarding the dispute unless Contractor commences an action in a court of competent jurisdiction to contest such decision within 90 days following the date of the final decision or one (1)

**CALIFORNIA MULTIPLE AWARD SCHEDULES (CMAS)  
GENERAL TERMS AND CONDITIONS  
NON-INFORMATION TECHNOLOGY SERVICES**

year following the accrual of the cause of action.  
whichever is later.

to labor organizations with which they have a collective bargaining or other agreement.

7. **TERMINATION FOR CAUSE:** The State may terminate the agency purchase order and be relieved of any payments should the Contractor fail to perform the requirements of the agency purchase order at the time and in the manner herein provided. In the event of such termination the State may proceed with the work in any manner deemed proper by the State. All costs to the State shall be deducted from any sum due the Contractor under the agency purchase order and the balance, if any, shall be paid to the Contractor upon demand.
8. **INDEPENDENT CONTRACTOR:** Contractor, and the agents and employees of Contractor, in the performance of this Contract, shall act in an independent capacity and not as officers or employees or agents of the State.
9. **RECYCLING CERTIFICATION:** The Contractor shall certify in writing under penalty of perjury, the minimum, if not exact, percentage of post consumer material as defined in the Public Contract Code Section 12200, in products, materials, goods, or supplies offered or sold to the State regardless of whether the product meets the requirements of Public Contract Code Section 12209. With respect to printer or duplication cartridges that comply with the requirements of Section 12156(e), the certification required by this subdivision shall specify that the cartridges so comply (PCC 12205).
10. **NON-DISCRIMINATION CLAUSE:** During the performance of this Contract, Contractor and its subcontractors shall not unlawfully discriminate, harass, or allow harassment against any employee or applicant for employment because of sex, race, color, ancestry, religious creed, national origin, physical disability (including HIV and AIDS), mental disability, medical condition (cancer), age (over 40), marital status, and denial of family care leave. Contractor and subcontractors shall insure that the evaluation and treatment of their employees and applicants for employment are free from such discrimination and harassment. Contractor and subcontractors shall comply with the provisions of the Fair Employment and Housing Act (Government Code Section 12990 (a-f) et seq.) and the applicable regulations promulgated thereunder (California Code of Regulations, Title 2, Section 7285 et seq.). The applicable regulations of the Fair Employment and Housing Commission implementing Government Code Section 12990 (a-f), set forth in Chapter 5 of Division 4 of Title 2 of the California Code of Regulations, are incorporated into this Contract by reference and made a part hereof as if set forth in full. Contractor and its subcontractors shall give written notice of their obligations under this clause
- Contractor shall include the nondiscrimination and compliance provisions of this clause in all subcontracts to perform work under the Contract.
11. **TIMELINESS:** Time is of the essence in this Contract.
12. **COMPENSATION:** The consideration to be paid Contractor, as provided herein, shall be in compensation for all of Contractor's expenses incurred in the performance hereof, including travel, per diem, and taxes, unless otherwise expressly so provided.
13. **GOVERNING LAW:** This contract is governed by and shall be interpreted in accordance with the laws of the State of California.
14. **CHILD SUPPORT COMPLIANCE ACT:** "For any Contract in excess of \$100,000, the Contractor acknowledges in accordance with Public Contract Code 7110, that:
- a) The Contractor recognizes the importance of child and family support obligations and shall fully comply with all applicable state and federal laws relating to child and family support enforcement, including, but not limited to, disclosure of information and compliance with earnings assignment orders, as provided in Chapter 8 (commencing with section 5200) of Part 5 of Division 9 of the Family Code; and
  - b) The Contractor, to the best of its knowledge is fully complying with the earnings assignment orders of all employees and is providing the names of all new employees to the New Hire Registry maintained by the California Employment Development Department."
15. **UNENFORCEABLE PROVISION:** in the event that any provision of this Contract is unenforceable or held to be unenforceable, then the parties agree that all other provisions of this Contract have force and effect and shall not be affected thereby.
16. **PRIORITY HIRING CONSIDERATIONS:** If this Contract includes services in excess of \$200,000, the Contractor shall give priority consideration in filling vacancies in positions funded by the Contract to qualified recipients of aid under Welfare and Institutions Code Section 11200 in accordance with Public Contract Code Section 10353.
17. **SMALL BUSINESS PARTICIPATION AND DVBE PARTICIPATION REPORTING REQUIREMENTS:**

**CALIFORNIA MULTIPLE AWARD SCHEDULES (CMAS)  
GENERAL TERMS AND CONDITIONS  
NON-INFORMATION TECHNOLOGY SERVICES**

- a) If for this Contract Contractor made a commitment to achieve small business participation, then Contractor must within 60 days of receiving final payment under this Contract (or within such other time period as may be specified elsewhere in this Contract) report to the awarding department the actual percentage of small business participation that was achieved. (Govt. Code § 14841.)
- a. If for this Contract Contractor made a commitment to achieve disabled veteran business enterprise (DVBE) participation, then Contractor must within 60 days of receiving final payment under this Contract (or within such other time period as may be specified elsewhere in this Contract) certify in a report to the awarding department: (1) the total amount the prime Contractor received under the Contract; (2) the name and address of the DVBE(s) that participated in the performance of the Contract; (3) the amount each DVBE received from the prime Contractor; (4) that all payments under the Contract have been made to the DVBE; and (5) the actual percentage of DVBE participation that was achieved. A person or entity that knowingly provides false information shall be subject to a civil penalty for each violation. (Mil. & Vets. Code § 999.5(d); Govt. Code § 14841.)
- h) Establish a Drug-Free Awareness Program to inform employees about:
  - i) the dangers of drug abuse in the workplace;
  - ii) the person's or organization's policy of maintaining a drug-free workplace;
  - iii) any available counseling, rehabilitation and employee assistance programs; and,
  - iv) penalties that may be imposed upon employees for drug abuse violations.
- c) Every employee who works on the proposed Contract will:
  - i) receive a copy of the company's drug-free workplace policy statement; and,
  - ii) agree to abide by the terms of the company's statement as a condition of employment on the Contract.

Failure to comply with these requirements may result in suspension of payments under the Contract or termination of the Contract or both and Contractor may be ineligible for award of any future State Contracts if the department determines that any of the following has occurred: the Contractor has made false certification, or violated the certification by failing to carry out the requirements as noted above. (GC 8350 et seq.)

**18. LOSS LEADER:**

If this contract involves the furnishing of equipment, materials, or supplies then the following statement is incorporated: It is unlawful for any person engaged in business within this state to sell or use any article or product as a "loss leader" as defined in Section 17030 of the Business and Professions Code. (PCC 10344(e).)

**CONTRACTOR'S SIGNED APPLICATION IS CERTIFICATION THAT CONTRACTOR AGREES TO AND WILL COMPLY WITH THE PROVISIONS OF THE FOLLOWING TERMS AND CONDITIONS. (CCC-307)**

**19. STATEMENT OF COMPLIANCE:** Contractor has, unless exempted, complied with the nondiscrimination program requirements. (GC 12990 (a-f) and CCR, Title 2, Section 8103) (Not applicable to public entities.)

**20. DRUG-FREE WORKPLACE REQUIREMENTS:** Contractor will comply with the requirements of the Drug-Free Workplace Act of 1990 and will provide a drug-free workplace by taking the following actions:

- a) Publish a statement notifying employees that unlawful manufacture, distribution, dispensation, possession or use of a controlled substance is

**21. NATIONAL LABOR RELATIONS BOARD**

**CERTIFICATION:** Contractor certifies that no more than one (1) final unappealable finding of contempt of court by a Federal court has been issued against Contractor within the immediately preceding two-year period because of Contractor's failure to comply with an order of a Federal court, which orders Contractor to comply with an order of the National Labor Relations Board. (FCC 10295) (Not applicable to public entities.)

**22. EXPATRIATE CORPORATIONS:**

Contractor hereby declares that it is not an expatriate corporation or subsidiary of an expatriate corporation within the meaning of Public Contract Code Section 10286 and 10286.1, and is eligible to contract with the State of California.

**23. SWEATFREE CODE OF CONDUCT:**

- a) All Contractors contracting for the procurement or laundering of apparel, garments or corresponding accessories, or the procurement of equipment, materials, or supplies, other than procurement related to a public works contract, declare under penalty of perjury that no apparel, garments or

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corresponding accessories, equipment, materials, or supplies furnished to the state pursuant to the contract have been laundered or produced in whole or in part by sweatshop labor, forced labor, convict labor, indentured labor under penal sanction, abusive forms of child labor or exploitation of children in sweatshop labor, or with the benefit of sweatshop labor, forced labor, convict labor, indentured labor under penal sanction, abusive forms of child labor or exploitation of children in sweatshop labor. The Contractor further declares under penalty of perjury that they adhere to the Sweatfree Code of Conduct as set forth on the California Department of Industrial Relations website located at [www.dir.ca.gov](http://www.dir.ca.gov), and Public Contract Code Section 6108.

- b) The Contractor agrees to cooperate fully in providing reasonable access to the Contractor's records, documents, agents or employees, or premises if reasonably required by authorized officials of the contracting agency, the Department of Industrial Relations, or the Department of Justice to determine the Contractor's compliance with the requirements under paragraph (a).

24. DOMESTIC PARTNERS: For contracts over \$100,000 executed or amended after January 1, 2007, the contractor certifies that contractor is in compliance with Public Contract Code section 10295.3.

25. CONFLICT OF INTEREST: Contractor needs to be aware of the following provisions regarding current or former state employees. If Contractor has any questions on the status of any person rendering services or involved with the Contract, the awarding agency must be contacted immediately for clarification.

Current State Employees (PCC 10410):

- a) No officer or employee shall engage in any employment, activity or enterprise from which the officer or employee receives compensation or has a financial interest and which is sponsored or funded by any state agency, unless the employment, activity or enterprise is required as a condition of regular state employment.
- b) No officer or employee shall contract on his or her own behalf as an independent Contractor with any state agency to provide goods or services.

Former State Employees (PCC 10411):

- a) For the two-year period from the date he or she left state employment, no former state officer or employee may enter into a contract in which he or she engaged in any of the negotiations, transactions, planning, arrangements or any part of the decision-making process relevant to the contract while employed in any capacity by any state agency.
- b) For the twelve-month period from the date he or she left state employment, no former state officer or employee may enter into a contract with any state agency if he or she was employed by that state agency in a policy-making position in the same general subject area as the proposed contract within the 12-month period prior to his or her leaving state service.

If Contractor violates any provisions of above paragraphs, such action by Contractor shall render this Contract void. (PCC 10420)

Members of boards and commissions are exempt from this section if they do not receive payment other than payment of each meeting of the board or commission, payment for preparatory time and payment for per diem. (PCC 10430 (e))

26. LABOR CODE/WORKERS' COMPENSATION: Contractor needs to be aware of the provisions which require every employer to be insured against liability for Worker's Compensation or to undertake self-insurance in accordance with the provisions, and Contractor affirms to comply with such provisions before commencing the performance of the work of this Contract. (Labor Code Section 3700)

27. AMERICANS WITH DISABILITIES ACT: Contractor assures the State that it complies with the Americans with Disabilities Act (ADA) of 1990, which prohibits discrimination on the basis of disability, as well as all applicable regulations and guidelines issued pursuant to the ADA. (42 U.S.C. 12101 et seq.)

28. CONTRACTOR NAME CHANGE: An amendment is required to change the Contractor's name as listed on this Contract. Upon receipt of legal documentation of the name change the State will process the amendment. Payment of invoices presented with a new name cannot be paid prior to approval of said amendment.

29. CORPORATE QUALIFICATIONS TO DO BUSINESS IN CALIFORNIA:

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- a) When agreements are to be performed in the state by corporations, the contracting agencies will be verifying that the Contractor is currently qualified to do business in California in order to ensure that all obligations due to the state are fulfilled.
  - b) "Doing business" is defined in R&TC Section 23101 as actively engaging in any transaction for the purpose of financial or pecuniary gain or profit. Although there are some statutory exceptions to taxation, rarely will a corporate Contractor performing within the State not be subject to the franchise tax.
  - c) Both domestic and foreign corporations (those incorporated outside of California) must be in good standing in order to be qualified to do business in California. Agencies will determine whether a corporation is in good standing by calling the Office of the Secretary of State.
30. RESOLUTION: A county, city, district, or other local public body must retain a copy of a resolution, order, motion, or ordinance of the local governing body which by law has authority to enter into an agreement, authorizing execution of the Contract.
31. AIR OR WATER POLLUTION VIOLATION: Under the State laws, the Contractor shall not be: (1) in violation of any order or resolution not subject to review promulgated by the State Air Resources Board or an air pollution control district; (2) subject to cease and desist order not subject to review issued pursuant to Section 13301 of the Water Code for violation of waste discharge requirements or discharge prohibitions; or (3) finally determined to be in violation of provisions of federal law relating to air or water pollution.
32. PAYEE DATA RECORD FORM STD. 204: This form must be completed by all Contractors that are not another state agency or other governmental entity.
- ADDITIONAL CMAS TERMS AND CONDITIONS
33. CMAS \_\_\_\_\_ CONTRACT AMOUNT: There is no guarantee of minimum purchase of Contractor's products or services by the State.
34. CMAS -- TERMINATION OF CMAS CONTRACT:
- a) The State may terminate this CMAS Contract at any time upon 30 days prior written notice
  - b) if the Contractor's GSA Multiple Award Schedule is terminated within the term of the California Multiple Award Schedule, the California schedule shall also be considered terminated on the same date.
- c) Upon termination or other expiration of this Contract, each party will assist the other party in orderly termination of the Contract and the transfer of all assets, tangible and intangible, as may facilitate the orderly, nondisrupteci business continuation of each party.
- d) Prior to the expiration of this Contract, this Contract may be terminated for the convenience of both parties by mutual consent.
- e) This provision shall not relieve the Contractor of the obligation to perform under any purchase order or other similar ordering document executed prior to the termination becoming affective.
35. CMAS -- TERMINATION FOR NON-APPROPRIATION OF FUNDS:
- a) If the term of this Contract extends into fiscal years subsequent to that in which it is approved, such continuation of the Contract is contingent on the appropriation of funds for such purpose by the Legislature. If funds to effect such continued payment are not appropriated, Contractor agrees to take back any affected Deliverables furnished under this Contract, terminate any services supplied to the State under this Contract, and relieve the State of any further obligation therefor.
  - b) STATE AGREES THAT IF PARAGRAPH a) ABOVE IS INVOKED, DELIVERABLES SHALL BE RETURNED TO THE CONTRACTOR IN SUBSTANTIALLY THE SAME CONDITION IN WHICH DELIVERED TO THE STATE, SUBJECT TO NORMAL WEAR AND TEAR. STATE FURTHER AGREES TO PAY FOR PACKING, CRATING, TRANSPORTATION TO CONTRACTOR'S NEAREST FACILITY AND FOR REIMBURSEMENT TO THE CONTRACTOR FOR EXPENSES INCURRED FOR THEIR ASSISTANCE IN SUCH PACKING AND CRATING.
36. CMAS -- STOP WORK:
- a) The State may, at any time, by written Stop Work Order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this Contract for a period up to 90 days after the Stop Work Order is delivered to the Contractor, and for any further period to which the parties may agree. The Stop Work Order shall be specifically identified as such and shall indicate it is issued under this clause. Upon receipt of the Stop Work Order, the Contractor shall immediately comply

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with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the Stop Work Order during the period of work stoppage. Within a period of 90 days after a Stop Work Order is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the State shall either:

- (i) Cancel the Stop Work Order; or
  - (ii) Terminate the work covered by the Stop Work Order as provided for in the termination for default or the termination for convenience clause of this Contract,
- b) If a Stop Work Order issued under this clause is canceled or the period of the Stop Work Order or any extension thereof expires, the Contractor shall resume work. The State shall make an equitable adjustment in the delivery schedule, the Contract price, or both, and the Contract shall be modified, in writing, accordingly, if:
- (i) 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
  - (ii) The Contractor asserts its right to an equitable adjustment within 30 days after the end of the period of work stoppage; provided, that if the State decides the facts justify the action, the State may receive and act upon a proposal 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 Stop Work Order is terminated in accordance with the provision entitled Termination for the Convenience of the State, the State shall allow reasonable costs resulting from the Stop Work Order in arriving at the termination settlement,
- d) The State shall not be liable to the Contractor for loss of profits because of a Stop Work Order issued under this clause

**37. CMAS -- TERMINATION FOR THE CONVENIENCE OF THE STATE**

- a) The State may terminate performance of work under this Contract for its convenience in whole or, from time to time, in part, if the Department of General Services, Deputy Director Procurement Division, or designee, determines that a termination is in the State's interest. The Department of General Services, Deputy Director,

Procurement Division, or designee, shall terminate by delivering to the Contractor a Notice of Termination specifying the extent of termination and the effective date thereof.

- b) After receipt of a Notice of Termination, and except as directed by the State, the Contractor shall immediately proceed with the following obligations, as applicable, regardless of any delay in determining or adjusting any amounts due under this clause. The Contractor shall:
- (i) Stop work as specified in the Notice of Termination.
  - (ii) Place no further subcontracts for materials, services, or facilities, except as necessary to complete the continuing portion of the Contract.
  - (iii) Terminate all subcontracts to the extent they relate to the work terminated.
  - (iv) Settle all outstanding liabilities and termination settlement proposals arising from the termination of subcontracts
- c) Unless otherwise set forth in the Statement of Work, if the Contractor and the State fail to agree on the amount to be paid because of the termination for convenience, the State will pay the Contractor the following amounts; provided that in no event will total payments exceed the amount payable to the Contractor if the Contract had been fully performed:
- (i) The Contract price for Deliverables or services accepted by the State and not previously paid for, adjusted for any savings on freight and other charges; and
  - (ii) The total of:
    - A) The reasonable costs incurred in the performance of the work terminated, including initial costs and preparatory expenses allocable thereto, but excluding any cost attributable to Deliverables or services paid or to be paid;
    - B) The reasonable cost of settling and paying termination settlement proposals under terminated subcontracts that are properly chargeable to the terminated portion of the Contract; and
    - C) Reasonable storage, transportation, demobilization, unamortized overhead and capital costs, and other costs reasonably incurred by the Contractor in winding down and terminating its work.
    - D) The Contractor will use generally accepted accounting principles, or accounting principles otherwise agreed

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to in writing by the parties, and sound business practices in determining all costs claimed, agreed to, or determined under this clause.

**38. CMAS DEBARMENT CERTIFICATION**

**(FEDERALLY FUNDED CONTRACTS):** When Federal funds are being expended, the prospective recipient of Federal assistance funds is required to certify to the buyer, that neither it nor its principals are presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation in this transaction by any Federal department or agency.

**39. CMAS -- PURCHASE ORDERS FUNDED IN WHOLE OR PART BY THE FEDERAL GOVERNMENT:** All contracts (including individual orders), except for State construction projects, which are funded in whole or in part by the federal government may be canceled with 30 days notice, and are subject to the following:

- a) It is mutually understood between the parties that this Contract (order) may have been written before ascertaining the availability of congressional appropriation of funds, for the mutual benefit of both parties, in order to avoid program and fiscal delays which would occur if the Contract (order) were executed after that determination was made.
- b) This Contract (order) is valid and enforceable only if sufficient funds are made available to the State by the United States Government for the fiscal year during which the order was generated for the purposes of this program. In addition, this Contract (order) is subject to any additional restrictions, limitations, or conditions enacted by the Congress or any statute enacted by the Congress that may affect the provisions, terms or funding of this Contract (order) in any manner.
- c) It is mutually agreed that if the Congress does not appropriate sufficient funds for the program, this Contract (order) shall be amended to reflect any reduction in funds. The department has the option to void the Contract (order) under the 30-day cancellation clause or to amend the Contract to reflect any reduction of funds.

**40. CMAS — SUBCONTRACTING REQUIREMENTS:** Any subcontractor that the CMAS supplier chooses to use in fulfilling the requirements of this Contract/purchase order, and which is expected to receive more than ten (10) percent of value of the Contract/purchase order, must also meet all contractual, administrative, and technical requirements of the Contract/purchase order, as applicable.

**41. CMAS -- PROGRESS PAYMENTS:** Contracts may provide for progress payments to Contractors for work performed or costs incurred in the performance of the Contract. Not less than 10 percent of the Contract amount shall be withheld pending final completion of the Contract. However, if the Contract consists of the performance of separate and distinct tasks, then any funds so withheld with regard to a particular task may be paid upon completion of that task.

No State agency shall make progress payments on a Contract unless it first has established procedures, approved by the department, which will ensure that the work or services contracted are being delivered in accordance with the Contract. (PCC 10346)

**42. CMAS -- CONTRACT TYPE:**

- a) Unless otherwise specified, the Statement of Work shall define and authorize work on a Fixed Price basis, with a guarantee of task completion.
- b) To the extent that additional work not foreseen at the time this Contract is executed must be accomplished, Work Authorizations, as described in the Statement of Work, will be the means for defining and authorizing such work on a Labor Hour basis.

**43. CMAS — CONTRACTOR PERSONNEL:**

- a) Contractor personnel shall perform their duties on the premises of the State, during the State's regular work days and normal work hours, except as may be specifically agreed to otherwise by the State.
- b) The State reserves the right to disapprove the continuing assignment of Contractor personnel provided to the State under this Contract. If the State exercises this right, and the Contractor cannot immediately replace the disapproved personnel, the parties agree to proceed with any equitable adjustment in schedule or other terms that may be affected thereby.
- c) The Contractor will make every effort consistent with sound business practices to honor the specific requests of the State with regard to assignment of its employees; however the Contractor reserves the sole right to determine the assignment of its employees. If a Contractor employee is unable to perform due to illness, resignation, or other factors beyond the Contractor's control, the Contractor will make every reasonable effort to provide suitable substitute personnel.

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d) In recognition of the fact that Contractor personnel providing services under this Contract may perform similar services from time to time for others, this Contract shall not prevent Contractor from performing such similar services or restrict Contractor from using the personnel provided to the State under this Contract, providing that such use does not conflict with the performance of services under this Contract.

**44. CMAS RESPONSIBILITIES OF THE STATE:** The State shall provide normal office working facilities and Equipment reasonably necessary for Contractor performance under this Contract. Any special requirements (e.g., reprographic services, computer time, key data entry, etc.) shall be identified in the Statement of Work.

The State is responsible for providing required information, data, Documentation, and test data to facilitate the Contractor's performance of the work, and will provide such additional assistance and services as is specifically set forth in the Statement of Work.

The Contractor will not be responsible for any delay, cost increase, or other consequence to the extent that it is caused by the State's failure to fulfill responsibilities set forth herein. In the event of any claim for equitable adjustment to price, schedule, or both, the parties will negotiate in good faith regarding execution of a Contract amendment. Should the Contractor determine that a delay exists or is probable due to a failure of the State, the Contractor will promptly notify the State in writing.

**45. CMAS INVOICING AND PAYMENT FOR SERVICES:**

a) During the execution of each Milestone (as set forth in the Statement of Work) which involves the delivery to the State of identified Deliverables, the Contractor may submit periodically to the State invoices reflecting a pro-rata cost of the Milestones, determined on the basis of the lesser of either:

- i) The number of Deliverables provided to the State divided by the total number of Deliverables required to be delivered to the State, less a ten percent (10%) withhold, less any amounts previously invoiced; or
- ii) The number of work-hours expended by the Contractor in the performance of the task divided by the number of work hours scheduled for the task, less a ten percent (10%) withhold, less any amounts previously invoiced; provided that the Statement of Work may specify a withhold of more than ten percent (10%).

b) For those Milestones which do not involve delivery to the State of identified Deliverables, but which are of a continuing nature, the Contractor may submit invoices reflecting a pro-rata cost of the Milestone, less a ten percent (10%) withhold, less any amount previously invoiced. Actual progress payment amounts for such Milestones must be based on at least equivalent services rendered, and to the extent practicable, will be keyed to clearly identifiable stages of progress as reflected in written reports submitted with the invoices.

c) Upon completion of a Milestone in accordance with the acceptance criteria set forth herein, the full charge for such Milestone, less amounts previously invoiced to the State, may be submitted for payment. Nothing herein will be construed to waive or contradict any requirement of California Public Contract Code Section 10346 or any similar or successor provision.

d) In the event that work not specified in the Statement of Work is performed with the State's written consent, invoices for services as reflected on Work Authorizations will be submitted to the State for payment. In no event shall the total amount paid for such work exceed ten percent (10%) of the value of personal services anticipated by this Contract.

e) Invoices prepared in accordance with this provision will not be submitted more frequently than monthly to the State.

f) In the aggregate, invoices reflecting progress payments will not exceed ninety percent (90%) of the ceiling amount of the Contract, with the balance to be invoiced upon completion of the Contract, in accordance with the acceptance criteria set forth herein.

**46. CMAS — CONTRACTOR EVALUATION:**

In accordance with PCC 10367 and 10369, performance of the Contractor under orders issued against this contract will be evaluated. The ordering agency shall complete a written evaluation, and if the Contractor did not satisfactorily perform the work specified, a copy of the evaluation will be sent to the DGS, Office of Legal Services.

**47. CMAS — INSURANCE:** When performing work on property in the care, custody or control of the State, Contractor shall maintain all commercial general liability insurance, workers' compensation insurance and any other insurance the State deems appropriate under the Contract. Contractor shall furnish an insurance certificate evidencing required insurance coverage acceptable to the State. Upon request by the Buyer,



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the Contractor may be required to have the State shown as an "additional insured" on selected policies.

48. CMAS -- WARRANTY: The following warranty language is in addition to the warranty language provided in the federal GSA Multiple Award Schedule or other base contract used to establish this CMAS Contract. When there is a conflict between the language, the following warranty language overrides.

Unless otherwise specified, the warranties contained in this contract begin after acceptance has occurred.

- a) Contractor warrants services furnished hereunder will conform to the requirements of this contract (including all descriptions, specifications and drawings made a part hereof).
- b) All warranties, including special warranties specified elsewhere herein, shall inure to the State, its successors, assigns, customer agencies and users of the goods or services,

49. CMAS FORCE MAJEURE: Except for defaults of subcontractors at any tier, the Contractor shall not be liable for any excess costs if the failure to perform the Contract arises from causes beyond the control and without the fault or negligence of the Contractor. Examples of such causes include, but are not limited to:

- a) Acts of God or of the public enemy, and
- b) Acts of the federal or State government in either its sovereign or contractual capacity.

If the failure to perform is caused by the default of a subcontractor at any tier, and if the cause of the default is beyond the control of both the Contractor and subcontractor, and without the fault or negligence of either, the Contractor shall not be liable for any excess costs for failure to perform.

50. CMAS REQUIRED PAYMENT DATE Payment will be made in accordance with the provisions of the California Prompt Payment Act, Government Code Section 927 et seq. Unless expressly exempted by statute, the Act requires State agencies to pay properly submitted, undisputed invoices not more than 45 days after (i) the date of acceptance of Deliverables or performance of services, or (ii) receipt of an undisputed invoice, whichever is later.

51. CMAS -- ORDER OF PRECEDENCE: In the event of any inconsistency between the articles, attachments, specifications or provisions which constitute this Contract, the following order of precedence shall apply:

- a) these General Terms and Conditions — Non-IT Services;

- b) contract form, i.e., Purchase Order STD 65, etc., and any amendments thereto;
- c) federal GSA (or other multiple award) terms and conditions;
- d) statement of work, including any specifications incorporated by reference herein;
- e) special terms and conditions; and
- f) all other attachments incorporated in the Contract by reference.

52. CMAS -- PRIORITY HIRING CONSIDERATIONS: If this Contract includes services in excess of \$200,000, the contractor shall give priority consideration in filling vacancies in positions funded by the Contract to qualified recipients of aid under Welfare and Institutions Code Section 11200 in accordance with PCC Section 10353.

53. CMAS -- QUARTERLY REPORTS: Contractors are required to submit quarterly business activity reports, as specified in this Contract, even when there is no activity. A separate report is required for each Contract, as differentiated by alpha suffix.

54. CMAS -- RIGHTS IN DELIVERABLES: All deliverables as defined in the ordering agency's scope of work originated or prepared by the Contractor pursuant to this contract including papers, reports, charts, and other documentation shall be delivered to and shall become the exclusive property of the ordering agency.

The ideas, concepts, know-how, or techniques relating to the subject matter of each individual project developed during the course of this contract by the Contractor or jointly by the Contractor and the State or ordering agency can be used by either party in any way it may deem appropriate.

All inventions, discoveries or improvements of the deliverables developed pursuant to this contract shall be the property of the State and/or ordering agency.

This contract shall not preclude the Contractor from developing materials outside this contract; which are competitive, irrespective of their similarity to materials which might be delivered to the State and/or ordering agency pursuant to the contract.

Pursuant to this contract, all preexisting intellectual property, copyrights, trademarks and products of the Contractor shall be the sole property of the Contractor.

55. CMAS - CONFIDENTIALITY OF DATA: All financial, statistical, personal, technical and other data and information relating to the State's operation which are designated confidential by the State and made

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available to the contractor in order to carry out this contract, or which become available to the contractor in carrying out this contract, shall be protected by the contractor from unauthorized use and disclosure through the observance of the same or more effective procedural requirements as are applicable to the State. The identification of all such confidential data and information as well as the State's procedural requirements for protection of such data and information from unauthorized use and disclosure shall be provided by the State in writing to the contractor. If the methods and procedures employed by the contractor for the protection of the contractor's data and information are deemed by the State to be adequate for the protection of the State's confidential information, such methods and procedures may be used, with the written consent of the State, to carry out the intent of this paragraph. The contractor shall not be required under the provisions of this paragraph to keep confidential any data or information which is or becomes publicly available, is already rightfully in the contractor's possession, is independently developed by the contractor outside the scope of this contract, or is rightfully obtained from third parties.

**56. CMAS - CONTRACTOR'S LIABILITY FOR INJURY TO PERSONS OR DAMAGE TO PROPERTY:** The contractor shall be liable for damages arising out of injury to the person and/or damage to the property of the State, employees of the State, persons designated by the State for training, or any other person(s) other than agents or employees of the contractor, designated by the State for any purpose, prior to, during, or subsequent to delivery, installation, acceptance and use of the goods either at the contractor's site or at the State's place of business, provided that the injury or damage was caused by the fault or negligence of the contractor.

**57. CMAS - INSURANCE:** When performing work on property in the care, custody or control of the State, contractor shall maintain all commercial general liability insurance, workers' compensation insurance and any other insurance the State deems appropriate under the contract. Contractor shall furnish an insurance certificate evidencing required insurance coverage acceptable to the State. Upon request by the buyer, the contractor may be required to have the State shown as an "additional insured" on selected policies.

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**With Two 5-Year Option Periods**

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**For more information, please contact:**  
[Tina Quall](#) (Program Manager): 703/377-4284  
[Judith-Anne Martin](#) (Contracts Administrator): 703/377-0012  
Schedule 84 Business Office: 888/224-7041

**Booz Allen Hamilton Inc.**  
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**Business Size:** Large

**Price List Pricing Current as per basic award**  
**Terms and Conditions through Mod PO-0011, dated 11/07/13**

Updated 12/16/13

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## Customer Information

**1a. Awarded Special Item Numbers:**

**SIN 246- 52:** Professional Security/Facility Management Services

**SIN 246-60-1:** Security Systems Integration and Design Services

**SIN 246-60-2:** Security Management and Support Services

**SIN 246-60-3:** Security System Life Cycle Support

**SIN 426-4F:** Emergency Preparedness and First Responder Equipment, Training, and Services

**1b. Please see Appendices A for Labor Rates**

**1c. Labor Category Descriptions:** Please see **Appendix B.**

**2. Maximum Order Threshold:** \$200,000.

**3. Minimum Order:** \$100.

**4. Geographic Coverage (Delivery Area):** Worldwide.

**5. Point of Production:** McLean, VA and Booz Allen offices worldwide.

**6. Discount from List Prices:** All prices listed are net prices.

**7. Quantity Discounts:** None.

**8. Prompt Payment Terms:** 0% Net 30 Days.

**9a. Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders at or below the micro-purchase threshold.

**9b. Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders above the micro-purchase threshold.

**10. Foreign Items:** Not applicable.

**11a. Time of Delivery:** Specified in each task order.

**11b. Expedited Delivery:** Not applicable.

**11c. Overnight and 2-Day Delivery:** Not applicable.

**11d. Urgent Requirements:** Not applicable.

**12. F.O.B. Points(s):** Destination.

**13a. Ordering Address:**

Booz Allen Hamilton Inc.  
Attention: Contracts\*  
8283 Greensboro Drive  
McLean, VA 22102  
888/224-7041 phone  
703/902-3200 facsimile  
[RFP\\_services@bah.com](mailto:RFP_services@bah.com)

\* Please mail to the attention of the Contract Administrator identified in the task order proposal.

**13b. Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA) are found in Federal Acquisition Regulation (FAR) 8.405-3.

**14. Payment Address Is as Follows:**

**Payment via Wire Transfer**

Financial Institution:  
Wachovia Bank  
9-Digit ABA routing number: see invoice  
Telegraphic abbreviation: PNB  
Account number: see invoice

**ACH Payments:**

Booz Allen Hamilton Inc.  
Wachovia Bank  
9-Digit ABA routing number: see invoice  
Account number: see invoice

**Payment via Check/U.S. Mail**

Booz Allen Hamilton Inc.  
Wachovia Bank  
P.O. Box 8500 (S-2725)  
Philadelphia, PA 19178-2725

**International Funds:**

Booz Allen Hamilton Inc.  
CHIPS Participant number:0509  
SWIFT TID: PNBPU33

**15. Warranty Provision:** Not applicable.

**16. Export Packing Charges:** Not applicable.

**17. Terms and Conditions of Government Purchase Card Acceptance:** Government Commercial Credit Cards will be acceptable for payments. Bank account information for wire transfer payments will be shown on the invoices.

**18. Terms and Conditions of Rental, Maintenance, and Repair:** Not applicable.

**19. Terms and Conditions of Installation:** Not applicable.

**20. Terms and Conditions of Repair Parts Indicating Date of Parts Price List and Any Discounts from List Prices:** Not applicable.

- 20a. Terms and Conditions for Any Other Services:** Not applicable.
- 21. List of Service and Distribution Points:** Not applicable.
- 22. List of Participating Dealers:** Not applicable.
- 23. Preventive Maintenance:** Not applicable.
- 24a. Special Attributes:** Not applicable.
- 24b. Section 508:** If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. The EIT standards can be found at [www.Section508.gov](http://www.Section508.gov).
- 25. Data Universal Numbering System (DUNS) Number:** 00-692-8857.
- 26. Central Contractor Registration (CCR) Database:** Booz Allen is registered in the Central Contractor Registration (CCR) Database.
- 27. Travel:** Travel in the performance of this contract shall be priced in accordance with the Federal Travel Regulations and FAR 31. Booz Allen may include DCAA-approved indirect burdens in accordance with our standard accounting practices.

# THE BOOZ ALLEN ADVANTAGE

In recent years, law enforcement agencies have refocused their mission priorities to address new threats and challenges. Law enforcement on the front line must anticipate uncertainty and move swiftly against new adversaries while continuing to combat traditional problems involving crime, drug enforcement, and response to national emergencies. Meanwhile, rapid advances in technology have transformed this environment, giving law enforcement officials, but also criminals and terrorists, access to sophisticated information that was not sharable in the past. Of necessity, enforcement and emergency preparedness agencies are embracing new technologies and methodologies to meet these emerging challenges. Booz Allen Hamilton's law enforcement service offerings are targeted to assist federal agencies in responding to these challenges and to provide cost-effective solutions for our citizens.

## Professional Security/Facility Management Services

Booz Allen provides a full range of professional security services to law enforcement agencies in the development and deployment of specialized technical investigative tools and technologies. Our law enforcement team works to address some of the most difficult issues facing government leaders by providing a professional staff that includes security information technology and engineering specialists, experts in intelligence analysis and training, business transformation professionals, and seasoned law enforcement practitioners. Our expertise draws from the senior ranks of the law enforcement and counterterrorism communities (with both domestic and international experience), ensuring that our experts not only understand the technology, but also the mission.

- **Investigative Technologies: Digital Surveillance Solutions**—Booz Allen offers professional services and engineering support for digital collection platforms for electronic surveillance in the voice wireline, wireless, and data arenas. Our service offering includes advanced technical studies, concept definition, design, test, product rollout for both hardware- and software-based solutions, and post-deployment support services for fielded technical investigative capabilities.
- **Law Enforcement Intelligence Programs: Analysis and Training**—Booz Allen provides experienced all-source intelligence analysts to support law enforcement intelligence analysis programs. Our staff members (all of whom have TS/SCI clearances) use a variety of intelligence analysis methodologies and tools, including link analysis tools such as Analysts Notebook and VisualLinks. For specialized requirements, we offer customized security applications developed in collaboration with Booz Allen engineering specialists. We also offer course development and training support to law enforcement clients in the intelligence community, including both instructor-led classes and customized content training curricula.
- **Computer Forensics**—Booz Allen offers a wide range of strategic, technical, communications, logistical, and governance board support contributing to national oversight and coordination through a network that provides one-stop, full-service digital evidence examination services and training to law enforcement agencies. Our experts have in-depth knowledge of comprehensive case management systems, automated systems for physical and digital evidence tracking, improved information sharing capabilities, and independent verification and validation.
- **Information Sharing Programs**—In the current environment, the establishment of successful information-sharing programs has become a key priority for law enforcement agencies. Booz Allen offers expertise in investigative, operational, and analytics for the investigating law enforcement



community that centers on improving information sharing capabilities. Our professional staff of analysts, special agents, and local police search and analyze data through an easy-to-use, secure interface using leading-edge network components and other hardware to provide federal, state, and local law enforcement tools with a highly reliable, high-performance network providing real-time data access.

- **Biometrics Support Services**—Booz Allen has the resources to assist our clients in addressing a wide range of biometrics programmatic and technical issues. Our law enforcement experts understand the issues of interoperability and interagency coordination, and can assist federal government agencies meeting these challenges. Our programmatic support includes policy development, strategic planning, enterprise architecture, requirements determination, image quality measurements, collection systems, resource management, and biometrics standards development. In addition, Booz Allen has experience in the development and performance of conformance and compliance testing, and can provide technical services including algorithm research and development (R&D), system integration, operations and maintenance (O&M), test and evaluation of biometric systems, and training related to biometric systems.

## **Emergency Preparedness and First Responder Equipment and Services**

Booz Allen provides a diverse array of homeland security and national preparedness policy, planning, and program development support that includes research and analysis, process and exercise design, and performance tracking services. These services are based on industry and government best practices and were developed to enhance the transfer of knowledge, improve processes, and provide access to tools needed to support today's global challenges in a multitude of areas.

- **Emergency Preparedness & First Responder Expert Assistance**—Booz Allen experts can assist jurisdictions and agencies in determining what capabilities are needed to prepare for and respond to large-scale disasters, where those capabilities are available, and who is responsible for assigned tasks. Our multifunctional staffs include the appropriate subject matter experts with the critical skills and expertise at cost effective rates. These services include programming; budgeting and strategic planning; development of strategic business solutions; activity-based costing and management, organizational assessments design and structuring, new equipment integration; and training, evaluations, and assessments. They are designed to engage a wide range of stakeholders, including local, state, and federal security personnel; emergency management; and public health professionals; and representatives from nongovernmental organizations.
- **Simulation, Exercise and Training**—In collaboration with an agency's stakeholders, Booz Allen provides the expertise to develop and execute a full-scale simulation of a security attack on national infrastructures and validate the readiness of public and private sectors. In addition, our profession staff will work with key stakeholders within the federal response infrastructure to realistically exercise a coordinated response to a major threat or disaster. Booz Allen services may include training and education; a formal gap analysis at federal, state, and local levels; wargaming; support of modeling and operation simulation centers; agency staff training; force development management of exercise plans; exercise control during exercise conduct; and after action reporting and improvement plan development support.

- **Emergency Preparedness Professional Services**—The Booz Allen professional staff is trained to provide assistance using an approach consistent with the Department of Defense’s Joint Operation Planning and Execution System (JOPES) and the newly developed National Planning Execution System (NPES). Booz Allen’s support includes the use of subject matter experts from a variety of specialty areas, including public affairs, logistics, operations and management, law and law enforcement, legislative affairs, consequence management, and interagency coordination, as well as subject matter expertise for the National Incident Management System/National Response Plan and facilitation of outreach and coordination activities.

## **Booz Allen's Schedule 84 Law Enforcement and Security Offerings**

### **SIN 246-52: Professional Security/Facility Management Services**

Including security consulting, training and facility management consulting.

### **SIN 246-60-1: Security Systems Integration and Design Services**

Services involving the security integration and/or management discipline which supports security products or systems throughout their life cycle. Security Systems integration and design services may include, but are not limited to, those associated with the design, test, production, fielding, sustainment, improvement of cost effective security, and/or protection systems, including the eventual disposal or salvage of these systems. Services may include studies and analysis such as risk assessment, threat evaluation, and assessment (including resultant deliverables). Contractors may provide security or protection expertise in the pre-production or design phase of security or protection systems to ensure that the system can be supported through its life cycle and that the infrastructure elements necessary for operational support are identified and acquired. These services may continue throughout the life cycle of the system or product and may include guidance, assistance, and/or operational support. This includes all necessary security management elements.

### **SIN 246-60-2: Security Management and Support Services**

Services providing the best practices, technologies and methodologies to plan, design, manage, operate, and maintain secure and protected systems, equipment, facilities, and infrastructures. Agency orders may include complete turnkey operations, maintenance and support services, or components thereof as needed to ensure secure and protected systems involving personnel security, physical access, and information security, and reduce life-cycle costs. Contractor personnel carrying out these activities, including management and operating staffs, are not involved with or responsible for the core business of the customer agency placing the order.

### **SIN 246-60-3: Security System Life Cycle Support**

Services providing for design, coding, integration, testing, deploying, repair and maintenance of integrated security systems, and training across all platforms, enterprise wide, for the complete life cycle of the system.

### **SIN 426-4F: Emergency Preparedness and First Responder Equipment, Training and Services**

Includes but not limited to Continuity of Operations Planning (COOP) services, decontamination kits and showers, mass casualty containment trailers, survival/disaster and rapid deployment kits, hazardous material detection equipment and clothing, and emergency response training.

## **Terms and Conditions**

GSA multiple award schedule contracts are awarded in accordance with the provisions of Federal Acquisition Regulation Part 12—Acquisition of Commercial Items. To the maximum extent practicable, GSA multiple award schedule contracts include only those clauses and terms and conditions, either required to implement provisions of law or executive orders applicable to the acquisition of commercial items, or determined to be consistent with customary commercial practice. Ordering agencies may incorporate provisions in their task orders that are essential to their specific requirements (i.e., security, hazardous material handling, key personnel, etc.), provided they do not conflict with the terms and conditions of the contract. These provisions, when required, must be included in the individual task order, and any costs necessary to comply with the provision(s) will be included in the task order proposal price estimate, unless otherwise prohibited by law. The terms and conditions of Booz Allen Hamilton’s Schedule 84 contract are current through Refresh 16 to Solicitation Number 7FCI-L3-030084-B.

## Appendix A:

### Schedule 84, Law Enforcement and Security Labor Rates

The following Labor Rates are applicable to SINS 246-52, 246-60-1, 246-60-2, 240-60-3, 426-4F.

Labor Category	11/01/13–10/31/14		11/01/14–10/31/15		11/01/15–10/31/16		11/01/16–10/31/17		11/01/17–10/31/18	
	Govt Site	Cont Site	Govt Site	Cont Site	Govt Site	Cont Site	Govt Site	Cont Site	Govt Site	Cont Site
Administrative Support	\$245.59	\$306.51	\$250.75	\$312.95	\$256.02	\$319.52	\$261.40	\$326.23	\$266.89	\$333.08
Analyst I	\$173.13	\$226.68	\$176.77	\$231.44	\$180.48	\$236.30	\$184.27	\$241.26	\$188.14	\$246.33
Analyst II	\$128.71	\$163.36	\$131.41	\$166.79	\$134.17	\$170.29	\$136.99	\$173.87	\$139.87	\$177.52
Analyst III	\$386.55	\$386.55	\$394.67	\$394.67	\$402.96	\$402.96	\$411.42	\$411.42	\$420.06	\$420.06
Analyst IV	\$347.90	\$347.90	\$355.21	\$355.21	\$362.67	\$362.67	\$370.29	\$370.29	\$378.07	\$378.07
Engineer I	\$224.28	\$283.03	\$228.99	\$288.97	\$233.80	\$295.04	\$238.71	\$301.24	\$243.72	\$307.57
Engineer II	\$173.13	\$226.68	\$176.77	\$231.44	\$180.48	\$236.30	\$184.27	\$241.26	\$188.14	\$246.33
Engineer III	\$202.96	\$259.56	\$207.22	\$265.01	\$211.57	\$270.58	\$216.01	\$276.26	\$220.55	\$282.06
Engineer IV	\$151.89	\$196.33	\$155.08	\$200.45	\$158.34	\$204.66	\$161.67	\$208.96	\$165.07	\$213.35
Info Assurance Specialist I	\$109.20	\$137.33	\$111.49	\$140.21	\$113.83	\$143.15	\$116.22	\$146.16	\$118.66	\$149.23
Info Assurance Specialist II	\$83.68	\$103.59	\$85.44	\$105.77	\$87.23	\$107.99	\$89.06	\$110.26	\$90.93	\$112.58
Info Assurance Specialist III	\$141.28	\$181.15	\$144.25	\$184.95	\$147.28	\$188.83	\$150.37	\$192.80	\$153.53	\$196.85
Info Assurance Specialist IV	\$117.00	\$147.75	\$119.46	\$150.85	\$121.97	\$154.02	\$124.53	\$157.25	\$127.15	\$160.55
Program Manager	\$90.50	\$112.44	\$92.40	\$114.80	\$94.34	\$117.21	\$96.32	\$119.67	\$98.34	\$122.18
Project Manager	\$68.91	\$84.42	\$70.36	\$86.19	\$71.84	\$88.00	\$73.35	\$89.85	\$74.89	\$91.74
Subject Matter Expert I	\$128.71	\$163.36	\$131.41	\$166.79	\$134.17	\$170.29	\$136.99	\$173.87	\$139.87	\$177.52
Subject Matter Expert II	\$101.40	\$126.93	\$103.53	\$129.60	\$105.70	\$132.32	\$107.92	\$135.10	\$110.19	\$137.94
Subject Matter Expert III	\$76.86	\$94.74	\$78.47	\$96.73	\$80.12	\$98.76	\$81.80	\$100.83	\$83.52	\$102.95
Subject Matter Expert IV	\$60.55	\$70.15	\$61.82	\$71.62	\$63.12	\$73.12	\$64.45	\$74.66	\$65.80	\$76.23
Task Manager	\$154.02	\$199.36	\$157.25	\$203.55	\$160.55	\$207.82	\$163.92	\$212.18	\$167.36	\$216.64
Training/Outreach Specialist I	\$126.76	\$160.76	\$129.42	\$164.14	\$132.14	\$167.59	\$134.91	\$171.11	\$137.74	\$174.70
Training/Outreach Specialist II	\$95.55	\$119.12	\$97.56	\$121.62	\$99.61	\$124.17	\$101.70	\$126.78	\$103.84	\$129.44
Training/Outreach Specialist III	\$65.98	\$79.42	\$67.37	\$81.09	\$68.78	\$82.79	\$70.22	\$84.53	\$71.69	\$86.31
Training/Outreach Specialist IV	\$48.62	\$57.48	\$49.64	\$58.69	\$50.68	\$59.92	\$51.74	\$61.18	\$52.83	\$62.46

Booz Allen’s Government Site Rates are provided based on the assumption that the Government provides suitable office facilities and related equipment (e.g., telephone, copier, parking, furniture, desktop computer, and other standard equipment and office supplies) for a period of no less than ninety (90) continuous calendar days at a Government Site. Booz Allen’s Government Site rates are offered as long as these, or similar facilities, are provided on a continuing basis throughout the task period. Use of the Government Site rates requires sufficient tasking to perform assignments on a full-time basis at these work sites. If this assumption is not met, then Contract Site rates apply.

## **Appendix B: Schedule 84 Labor Category Descriptions**

### **Program Manager**

**Functional Responsibility:** Manages complex, mission-critical, strategic, and advanced technology-based programs for law enforcement, homeland defense, emergency preparedness, and security clients. Serves as focal point for the contract and client regarding programs direction, task scheduling, and budget control. Directs internal and subcontractor team(s) and performs overall strategic management, planning, contract level performance metrics and production of overall contract/task order support operations. Effectively manages funds, personnel, production standards, and resources, and ensures quality and timely delivery of all contractual items.

### **Education/Experience Qualifications**

Advanced Degree and 12 years of relevant experience

### **Project Manager**

**Functional Responsibility:** Develops and implements projects for law enforcement, homeland defense, emergency preparedness, and security clients and serves as a single point of contact for managing all tasks/subtasks. Guides projects from the original concept through final implementation. Defines project scope and objectives, including developing detailed work plans, day-to-day management direction, schedules, project estimates, resource plans, status reports, and project tracking and analysis. Conducts project meetings and ensures quality standards. Provides advanced technical and strategic guidance to multiple project teams and oversees project deliverables.

### **Education/Experience Qualifications**

Advanced Degree and 10 years of relevant experience

### **Task Manager**

**Functional Responsibility:** Oversees and leads assigned tasks for law enforcement, homeland defense, emergency preparedness, and security clients. Ensures successful task order completion within the scheduled time frame consistent with the established scope of work, including technology-based and financial solutions. Directs technical teams and facilitates the integration of subtasks to ensure the optimal use of assigned resources and subcontractors. Organizes, directs, and coordinates the planning and implementation of all activities associated with law enforcement type tasks.

### **Typical Education/Experience Qualifications**

B.A. or B.S. Degree and 7 years of relevant experience

### **Analyst Level 1–4**

**Functional Responsibility:** Applies management analysis processes, statistical methods, and advanced technical and analytical research techniques to develop security solutions and strategies based on client requirements with a law enforcement, professional security, or emergency preparedness services-based scope.

Analyzes operational activities to obtain a quantitative basis for decision making and resource allocation. Generates functional area strategies for enhanced operations in a cross-functional area mode throughout the organization. Employs process improvements and reengineering methodologies and principles for modernization of systems and projects. Creates project plans to achieve performance-based objectives, enhancing implementation, systems, and service. Provides integral support in research and development, organizational and vulnerability assessments, intelligence and threat analysis, mission requirements determination, policy and procedures development, concept definition design, testing, integration verification and validation, documentation, implementation, and operations and maintenance. Works closely with stakeholders to determine requirements and ensure compliancy with exceptions.

#### **Education/Experience Qualifications**

Analyst Level 1: A.A. or A.S. Degree and 2 years of relevant experience

Analyst Level 2: B.A. or B.S. Degree and 2 years of relevant experience

Analyst Level 3: B.A. or B.S. Degree and 5 years of relevant experience

Analyst Level 4: B.A. or B.S. Degree and 7 years of relevant experience

### **Engineer Level 1–4**

**Functional Responsibility:** Performs complex engineering analysis and implementation tasks in a law enforcement, professional security, or emergency preparedness environment. Tasks are broad in nature and include the design, development, layout, and testing of security-related devices or systems. Plans and performs engineering research, studies, and analysis that may include technology planning; biometrics, organizational and vulnerability assessments, intelligence and threat analysis; determination of capabilities; standards development; resource planning; enterprise architecture development and integration; concept development and requirements analysis; systems design; test and evaluation; systems operation; control of systems and components; integrated logistics support; modeling and simulation; configuration management; systems and mission engineering; systems acquisition; and life-cycle management. ]

#### **Education/Experience Qualifications**

Engineer Level 1: B.S. Degree and 1 year of relevant experience

Engineer Level 2: B.S. Degree and 3 years of relevant experience

Engineer Level 3: B.S. Degree and 5 years of relevant experience

Engineer Level 4: B.S. Degree and 7 years of relevant experience

### **Information Assurance Specialist Level 1–4**

**Functional Responsibility:** Designs, develops, and recommends integrated security system solutions for law enforcement, homeland defense, emergency preparedness, and security clients. Provides technical engineering services for the support of integrated security systems and solutions. Interfaces with the client in the strategic design process to translate security and business requirements into technical designs. Configures and validates secure systems; tests security products and systems to detect security weakness. Conducts regular audits to ensure that systems are being operated securely and computer security policies and procedures are being implemented as defined in security plans. Prepares materials and responds to request for computer security education/awareness programs. Duties include analysis of mission requirements, secure architecture design, organizational and vulnerability assessments, intelligence and threat analysis; system security/network analysis, Performs duties on tasks that require expertise in firewall implementation/ configuration, physical security analysis of facilities, emergency preparedness, security assessment/risk analysis, security design of local area networks and wide area networks, security analysis of network operating systems and applications, continuity of operations, planning, and disaster recovery.

#### **Education/Experience Qualifications**

Information Assurance Specialist Level 1: B.A. or B.S. Degree and 1 year of relevant experience

Information Assurance Specialist Level 2: B.A. or B.S. Degree and 3 years of relevant experience

Information Assurance Specialist Level 3: B.A. or B.S. Degree and 5 years of relevant experience

Information Assurance Specialist Level 4: B.A. or B.S. Degree and 7 years of relevant experience

### **Subject Matter Expert Level 1–4**

**Functional Responsibility:** Uses functional and/or subject matter area expertise gained through direct industry experience to assess the organizational, operational, and functional baseline for law enforcement, homeland defense, emergency preparedness, and security clients. Works with senior government officials and executives to provide industry vision and strategic direction with regard to their enterprise. May serve as an expert to assist agencies in determining and engaging a wide range of stakeholders, including local, state, and federal agencies. Guides the determination of systems, mission engineering, and business process inadequacies and deficiencies that affect the functional area's ability to support/meet organizational threats. Participates in strategy sessions, strategic assessments, and design reviews to validate enterprise approach and associated work products. Provides expert consulting and advisory expertise in the areas of organizational and vulnerability assessments, intelligence and threat analysis, and resolution of highly complex project and problems. Recognized for strong expertise and recognition in determining industry issues and trends.

#### **Education/Experience Qualifications**

Subject Matter Expert Level 1: B.A. or B.S. Degree and 8 years of relevant experience

Subject Matter Expert Level 2: Advanced Degree and 10 years of relevant experience

Subject Matter Expert Level 3: Advanced Degree and 12 years of relevant experience

Subject Matter Expert Level 4: Advanced Degree and 15 years of relevant experience



### **Training/Outreach Specialist Level 1–4**

**Functional Responsibility.** Develops and delivers training, outreach, and facilitation programs in support of complex solutions and systems for law enforcement, homeland defense, emergency preparedness, and security clients. Works with clients to establish overall curriculum development, learning objectives, and training platforms and channels. Evaluates the effectiveness of existing training programs and exercises that are designed to simulate potential national security threats and natural disasters. Designs and develops interactive courseware for client training using multiple technologies. Ensures integrity of task analysis, training requirements, training hierarchies, instruction materials, and evaluation plans. Interacts with stakeholders and subject matter experts to ensure technical accuracy of instructional content. As necessary, provides specialized technical assistance to implement training architectures and compliance with industry/government standards such as the Sharable Content Object Reference Model (SCORM). Training/ Outreach areas may include Wargaming, Modeling and Operation of Simulation Centers, Instructional System Design (ISD), and e-Learning/Computer-Based Training (CBT).

#### **Typical Education/Experience Qualifications**

Training/Outreach Specialist Level 1: B.A. or B.S. Degree and 1 years of relevant experience

Training/Outreach Specialist Level 2: B.A. or B.S. Degree and 3 years of relevant experience

Training/Outreach Specialist Level 3: B.A. or B.S. Degree and 5 years of relevant experience

Training/Outreach Specialist Level 4: B.A. or B.S. Degree and 8 years of relevant experience

### **Administrative Support**

**Functional Responsibility:** Provides administrative, clerical, and support services to technical, professional and management level staff for project tasks. Work includes program management support activities, project budget preparation and control, technical writing and editing, documentation and graphics support, events planning and facilitation.

#### **Education/Experience Qualifications**

High School Diploma and 3 years of relevant experience.

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## **EXPERIENCE & DEGREE SUBSTITUTION**

The above describes the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for one year of education, and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education.

### **Degree/Experience Equivalency\***

Degree	Experience Equivalence	Other Equivalence
Bachelors	Associate degree +2 years relevant experience, or 4 years relevant experience	Professional certification
Masters	Bachelors +2 years relevant experience, or Associated + 4 years relevant experience	Professional license
Doctorate	Masters + 2 years relevant experience, Bachelors + 4 years relevant experience	

\*Successful completion of higher education that has not yet resulted in a degree may be counted as 1-for-1 years of experience for each year of college completed.