



AUTHORIZED
INFORMATION TECHNOLOGY SCHEDULE PRICELIST
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE, AND SERVICES

Special Item No. 132-32 Term Software Licenses
Special Item No. 132-50 Training Courses
Special Item No. 132-51 Information Technology Professional Services

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

Galorath Incorporated
222 North Sepulveda Boulevard, Suite 1700
El Segundo, CA 90245
310-414-3222
www.galorath.com

Contract Number: **GS-35F-0392K**
Period Covered by Contract: 5/06/2015 to 5/05/2020

General Services Administration
Federal Acquisition Service

Pricelist current through modification #12, dated May 5, 2015:

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System (<http://www.gsadvantage.gov>).

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**INFORMATION FOR ORDERING ACTIVITIES
APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

SPECIAL NOTICE TO AGENCIES: Small Business Participation

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

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

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

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

1. GEOGRAPHIC SCOPE OF CONTRACT:

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

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

Offerors are requested to check one of the following boxes:

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

2. CONTRACTOR'S ORDERING ADDRESS AND PAYMENT INFORMATION:

Suzanne Simanaitis, GSA Program Manager

222 North Sepulveda Blvd, Suite 1700

El Segundo, CA 90245

310-414-3222

310-414-3220 fax

ssimanaitis@galorath.com

Contractor must accept the credit card for payments equal to or less than the micro-purchase for oral or written orders under this contract. Government purchase cards will be accepted for dollar

amounts over the micro-purchase threshold (See GSAR 552.232-79 Payment by Credit Card). In addition, bank account information for wire transfer payments will be shown on the invoice. The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

Technical: Bob Hunt 310-414-3222

Ordering: Suzanne Simanaitis, 310-414-3222 x628

Payment: Billy To, 310-414-3222 x615

3. LIABILITY FOR INJURY OR DAMAGE

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

**4. STATISTICAL DATA FOR GOVERNMENT ORDERING OFFICE
COMPLETION OF STANDARD FORM 279:**

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Data Universal Numbering System (DUNS) Number: 186232799

Block 30: Type of Contractor –B, Other Small Business

Block 31: Woman-Owned Small Business - No

Block 36: Contractor's Taxpayer Identification Number (TIN): 95-4147891

4a. CAGE Code: 0CRH3

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

5. FOB: DESTINATION

6. DELIVERY SCHEDULE

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

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
<u>132-32</u>	<u>30</u> Days
<u>132-50</u>	<u>30</u> Days
<u>132-51</u>	As Agreed with Buying Agency

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

7. DISCOUNTS: Prices shown are NET Prices; Basic Discounts have been deducted.

- a. Prompt Payment: 0 % - 30 days from receipt of invoice or date of acceptance, whichever is later.
- b. Quantity None
- c. Dollar Volume None
- d. Government Educational Institutions Same as other government customers
- e. Other - Basic discount 132-32 3% off list, 132-50 3% off list

8. TRADE AGREEMENTS ACT OF 1979, as amended:

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

9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING: N/A

10. SMALL REQUIREMENTS: The minimum dollar value of orders to be issued is \$ 100.

11. MAXIMUM ORDER (All dollar amounts are exclusive of any discount for prompt payment.)

- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000: Special Item Number 132-32 - Term Software Licenses Special Item Number Special Item Number 132-51 - Information Technology Professional Services
- b. The Maximum Order value for the following Special Item Numbers (SINs) is \$25,000: Special Item Number 132-50 - Training Courses

12. ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS

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

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

13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS:

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

14.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):

Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act.

Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

14.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):

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

15. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2003)

- (a) Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- (b) Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- (c) Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- (d) Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated

with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.

- (e) Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- (f) Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- (g) Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- (h) Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- (i) Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- (j) Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.
- (k) Overtime: For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime. For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed a time and a half of the labor rate).

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

17. GSA ADVANTAGE!

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

- (1) Manufacturer;
- (2) Manufacturer's Part Number; and
- (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: NetScape). The Internet address is <http://www.gsaadvantage.gov>

18. PURCHASE OF OPEN MARKET ITEMS

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

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

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

19. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

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

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

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

20. OVERSEAS ACTIVITIES

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

n/a

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

terms and conditions of this contract.

21. BLANKET PURCHASE AGREEMENTS (BPAs)

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

22. CONTRACTOR TEAM ARRANGEMENTS

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

23. INSTALLATION, DEINSTALLATION, REINSTALLATION

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

24. SECTION 508 COMPLIANCE

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

www.galorath.com

The EIT standard can be found at: www.Section508.gov/.

25. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES

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

- (a) A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and

- (b) The following statement:

This order is placed under written authorization from _____ dated _____. In the event of any inconsistency between the terms and conditions of this order and those

of your Federal Supply Schedule contract, the latter will govern.

26. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997) (FAR 52.228-5)

(a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.

(b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—

(1) For such period as the laws of the State in which this contract is to be performed prescribe; or

(2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.

(c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

27. SOFTWARE INTEROPERABILITY.

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.

28. ADVANCE PAYMENTS

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)

TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-32).

1. INSPECTION/ACCEPTANCE

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

2. ENTERPRISE USER LICENSE AGREEMENTS REQUIREMENTS (EULA)

The Contractor shall provide all Enterprise User License Agreements in an editable Microsoft Office (Word) format.

3. GUARANTEE/WARRANTY

a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.

Galorath makes no representations or warranties, either express or implied, of any kind with respect to the program. The program is provided "as is" with no warranty. You agree that your use of the program is at your sole risk. to the fullest extent permissible under applicable law, Galorath expressly disclaims all warranties of any kind, express or implied, with respect to the program, including warranties of merchantability, fitness for a particular purpose, satisfactory quality, and any warranties that may arise out of course of performance, course of dealing or usage of trade. Some states or jurisdictions do not allow the exclusion of implied warranties, so the above exclusions may not apply to you. In that event, any implied warranties are limited in duration to ninety (90) days from the date of access to the program.

Galorath does not warrant that the program will operate in combination with hardware, software, systems or data not provided by Galorath, except as expressly specified in the documentation, or that the operation of the program will be uninterrupted or error-free.

b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract. If no implied warranties are given, an express warranty of at least 60 days must be given in accordance with FAR 12.404(b)(2)

c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

4. TECHNICAL SERVICES

The Contractor, without additional charge to the ordering activity, shall provide a hot line technical support number 1-310-414-3222 for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available

from 7:00AM to 6:00PM Pacific Standard Time (PST).

5. SOFTWARE MAINTENANCE

a. Software maintenance as it is defined: (select software maintenance type) :

X

1. Software Maintenance as a Product (SIN 132-32)

Software maintenance as a product includes the publishing of bug/defect fixes via patches and updates/upgrades in function and technology to maintain the operability and usability of the software product. It may also include other no charge support that are included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, on-line help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for user's self-diagnostics.

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

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

Software maintenance as a service is billed in arrears in accordance with 31 U.S.C. 3324.

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

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

a. The Contractor shall honor orders for periods for the duration of the contract period or a lesser period of time.

b. Term licenses and/or maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.

c. Annual Funding. When annually appropriated funds are cited on an order for term licenses and/or maintenance, the period of the term licenses and/or maintenance shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of the term licenses and/or maintenance orders citing the new appropriation shall be required, if the term licenses and/or maintenance is to be continued during any remainder of the contract period.

d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.

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

7. CONVERSION FROM TERM LICENSE TO PERPETUAL LICENSE

Galorath does not offer or permit conversion of Term Licenses to Perpetual Licenses.

8. TERM LICENSE CESSATION

Not offered by Galorath.

9. UTILIZATION LIMITATIONS - (SIN 132-32)

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

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

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

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

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

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

computer when the primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site

for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

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

10. SOFTWARE CONVERSIONS - (SIN 132-32)

Galorath does not offer or permit conversion of Term Licenses to Perpetual Licenses.

11. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY

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

12. RIGHT-TO-COPY PRICING

Galorath does not offer this option.

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

1. SCOPE

- a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of this solicitation.
- b. The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

2. ORDER

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

3. TIME OF DELIVERY

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

4. CANCELLATION AND RESCHEDULING

- a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.
- b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.
- c. The ordering activity reserves the right to substitute one student for another up to the first day of class.
- d. In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

5. FOLLOW-UP SUPPORT

The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.

6. PRICE FOR TRAINING

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less.

7. INVOICES AND PAYMENT

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

8. FORMAT AND CONTENT OF TRAINING

- a. The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings, printed and copied two-sided on paper containing 30% postconsumer materials (fiber). Such documentation will become the property of the student upon completion of the training class.
- b. For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.
- c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.
- d. The Contractor shall provide the following information for each training course offered:
 - (1) The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
 - (2) The length of the course;
 - (3) Mandatory and desirable prerequisites for student enrollment;
 - (4) The minimum and maximum number of students per class;
 - (5) The locations where the course is offered;
 - (6) Class schedules; and
 - (7) Price (per student, per class (if applicable)).
- e. For those courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- f. For Online Training Courses, a copy of all training material must be available for electronic download by the students.

9. "NO CHARGE" TRAINING

The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below.

None

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

******NOTE: All non-professional labor categories must be incidental to, and used solely to support professional services, and cannot be purchased separately.**

1. SCOPE

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

2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)

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

3. ORDER

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

4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT/IAM Services must comply with

the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

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

(a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

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

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

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

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

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

6. INSPECTION OF SERVICES

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS

(MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS □ COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I □ □ OCT 2008)

(DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

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

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

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

9. INDEPENDENT CONTRACTOR

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

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

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

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

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

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize,

or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. INVOICES

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

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-

materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

(a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.

(b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—

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

13. RESUMES

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

14. INCIDENTAL SUPPORT COSTS

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

15. APPROVAL OF SUBCONTRACTS

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

16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING

a. IT Professional Services Offered

Galorath offers IT professional services in the following general categories:

(1) FPDS Code D302 IT Systems Development Services

Analysis and production services for developing information systems, creating databases and designing database tables. This may also include modifications to existing systems and databases.

(2) FPDS Code D306 IT Systems Analysis Services

Requirements Analysis: Requirements collection, classification, conflict resolution,

prioritization and validation.

Risk Analysis: Identification of risk drivers, risk valuation, risk abatement and cost/schedule/technical/configuration assessments.

Project Evaluation: Systems analysis and cost evaluation services required to assess the most likely expected cost and schedule outcome for a project or for a new phase of an existing project.

Economic Analysis: Cost-benefit trade studies and analysis of alternatives including the use of off-the-shelf hardware and software.

Business Process Re-Engineering: Perform those services necessary to provide organizational assessments, strategic planning, and process modeling.

(3) FPDS Code D307 Automated Information Systems Design and Integration Services

Includes the design, development, analysis and programming services for solutions that transfer data between information systems. This includes Graphical User Interface (GUI) development and the integration of existing or new databases. This service may also include the modification of existing interface solutions.

(4) FPDS Code D308 Programming Services

Precipitate the accomplishment of complex cost tasks by converting descriptions of user requirements into a sequence of detailed instructions to solve problems by electronic digital computers. Includes needs assessment, creation of programming plan, programming in various database languages, visual basic, c, c++, etc., full documentation of programming, program testing, and program support. Verify and validate all programs written, and provide proper and complete documentation of work, including assistance in preparation of computer-program user's manuals.

(7) FPDS Code D399 Cost Model and Methodology Development

Includes those services required to develop, maintain, and enhance cost and/or schedule estimating models. Development may include those operations research tasks such as data gathering, normalization, and analysis, statistical analysis of data and algorithm development, and automation of algorithms. Services also include database and knowledge base development and cost estimating relationship development. Development may include integration of off-the-shelf equipment and software.

b. Commercial Job Titles (Labor Categories)

Commercial Job Title: Senior Consultant

Minimum/General Experience: Seven to nine years of experience in information systems (combined hardware and software) development, acquisition, operations or maintenance, including software development, information engineering, requirements definition, project estimating and information system design demonstrating progressively more responsible assignments and providing overall direction and leadership for the preparation of hardware/software cost estimates. At least four years of information/weapon system acquisition experience on C2 or Business MIS systems. Must have 2 to 4 years experience in IT project development and management from inception to deployment, including quality management, strategic planning, technology expertise and applied business process improvement experience. Relevant masters degree can substitute for up to three years of experience.

Functional Responsibility: Plans, organizes, directs, and conducts weapons systems cost-estimating/training tasks in problem areas of extensive scope and complexity. The problems may be difficult to define, and may require novel approaches and the use of sophisticated techniques. Has extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other personnel. Keeps abreast of new cost estimating methodologies, databases, and tools. Makes technical cost estimating decisions, which are considered authoritative and which demonstrate mature cost estimating judgment in anticipating and solving complex cost analysis problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative acquisition strategies. Work is reviewed by the BPA Manager or Task Leader to ensure it satisfies customer needs and complies with the BPA holder's overall estimating standards.

Minimum Education: BS/BA or equivalent education, training and certification, with significant technical coursework, including 24 semester hours of math, physics, hard sciences, engineering or similar subjects (relevant work experience can substitute for technical coursework).

Commercial Job Title: Senior Cost Analyst

Minimum/General Experience: Five to nine years of experience in interpreting functional requirements for complex integrated information systems (hardware and/or software) cost estimation projects. Five (5) years experience providing technical guidance and implementation support in software engineering techniques, systems analysis, and hardware/software cost analysis and cost performance report analysis. Must have demonstrated progressively more responsible assignments and managed or provided overall direction and leadership for the preparation of cost estimates and/or cost research projects. At least three years of hardware/software cost analysis experience on C² or Business MIS systems. Relevant masters degree can substitute for up to three years of experience.

Functional Responsibility: Plans, organizes, directs, and conducts weapons systems cost-

research/training tasks in problem areas of moderate scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other personnel. Keeps abreast of new weapons system cost estimating methodologies, databases, and tools. Makes technical cost analysis decisions, which are considered authoritative and which demonstrate mature cost analysis judgment in anticipating and solving complex cost analysis problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative acquisition strategies. Work is reviewed by the BPA Manager or Task Leader to ensure it satisfies customer needs and complies with the BPA holder's overall cost quality standards.

Minimum Education: BS/BA or equivalent education, training and certification, with significant technical coursework, including 24 semester hours of math, physics, hard sciences, management, finance, statistics, accounting or similar subjects (relevant work experience can substitute for technical coursework).

Commercial Job Title: Senior Analyst

Minimum/General Experience: Five to nine years experience in the analysis and development of computer software, software and hardware cost estimating, analysis of user interfaces, analysis of proposed system modifications and development in conjunction with functional users system alternative solutions. Technical skills include software testing, database design, construction, database performance tuning, and database conversions. At least three years of hardware/software development experience demonstrating progressively more responsible assignments and providing overall direction and leadership for the preparation of cost estimates. At least three years experience on C² or Business MIS systems. Relevant masters degree can substitute for up to three years of experience.

Functional Responsibility: Plans, organizes, directs, and conducts weapons systems cost-estimating/training tasks in problem areas of moderate scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other cost estimating personnel. Keeps abreast of new weapons system cost estimating methodologies, databases, and tools. Makes technical cost analysis decisions, which are considered authoritative and which demonstrate mature cost estimating judgment in anticipating and solving complex cost analysis problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative acquisition strategies. Work is reviewed by the BPA Manager or Task Leader to ensure it satisfies customer needs and complies with the BPA holder's overall estimating standards.

Minimum Education: : BS/BA or equivalent education, training and certification, with significant technical coursework, including 24 semester hours of math, physics, hard sciences, computer science, systems engineering or similar subjects (relevant work experience can substitute for technical coursework).

Galorath Offerings and Price Lists

- **SIN 132-32, Annual Software License Fees (13 Pages)**
- **SIN 132-50, Training Courses (4 Pages)**
- **SIN 132-51, IT Professional Services (1 Page)**

Galorath GSA Price Sheet**SEER for Hardware****132-32 Annual Software License Fees**

Ln #	Part #	Description	GSA Price w IFF
<u>SEER for Hardware, Electronics & Systems Site Licenses</u>			
Estimator Edition			
1	sh-ee-25	Up to 25 Seats	23,945
2	sh-ee-75	26 to 75 Seats	47,889
3	sh-ee-150	76 to 150 seats	71,834
Studio Edition (includes MSP Integration, EOS and IC)			
4	sh-se-25	Up to 25 Seats	60,106
5	sh-se-75	26 to 75 Seats	120,212
6	sh-se-150	76 to 150 seats	180,317
IC standalone (does not include SEER for Hardware)			
7	sh-ic-25	Up to 25 Seats	19,058
8	sh-ic-75	26 to 75 Seats	38,116
9	sh-ic-150	76 to 150 seats	57,174
<u>Distributed Named- User Seat Licenses</u>			
SEER for Hardware- Estimator Edition			
10	sh-dee-1	1 user	9,768
11	sh-dee-4	2-4 users each	5,571
12	sh-dee-9	5-9 users, each	5,009
13	sh-dee-19	10-19 users ,each	4,447
14	sh-dee-49	20-49 users, each	3,616
15	sh-dee-99	50-99 users, each	2,785
16	sh-dee-199	100 -199 users,each	1,837
17	sh-dee-200	200+ users,each	1,002
SEER for Hardware- Studio Edition			
18	sh-dse-1	1 user	20,231
19	sh-dse-4	2-4 users each	11,532
20	sh-dse-9	5-9 users, each	10,360
21	sh-dse-19	10-19 users ,each	9,211
22	sh-dse-49	20-49 users, each	7,477
23	sh-dse-99	50-99 users, each	5,766
24	sh-dse-199	100 -199 users,each	3,812
25	sh-dse-200	200+ users,each	2,101
SEER for Hardware- IC Standalone Edition			
26	sh-dics-1	1 user	7,770
27	sh-dics-4	2-4 users each	4,447
28	sh-dics-9	5-9 users, each	3,983
29	sh-dics-19	10-19 users ,each	3,543

30	sh-dics-49	20-49 users, each	2,883
31	sh-dics-99	50-99 users, each	2,223
32	sh-dics-199	100 -199 users,each	1,466
33	sh-dics-200	200+ users,each	806
SEER for Hardware- Options			
34	sh-depd-1	Enterprise Project Database (per instance)	1,466
Microsoft Project Integration			
35	sh-dmpi-1	1 user	2,443
36	sh-dmpi-4	2-4 users each	1,393
37	sh-dmpi-9	5-9 users, each	1,246
38	sh-dmpi-19	10-19 users ,each	1,124
39	sh-dmpi-49	20-49 users, each	928
40	sh-dmpi-99	50-99 users, each	733
41	sh-dmpi-199	100 -199 users,each	489
42	sh-dmpi-200	200+ users,each	269
Electro-Optical Sensors			
43	sh-deos-1	1 user	3,592
44	sh-deos-4	2-4 users each	2,052
45	sh-deos-9	5-9 users, each	1,832
46	sh-deos-19	10-19 users ,each	1,637
47	sh-deos-49	20-49 users, each	1,344
48	sh-deos-99	50-99 users, each	1,051
49	sh-deos-199	100 -199 users,each	684
50	sh-deos-200	200+ users,each	391
Integrated Circuits			
51	sh-dic-1	1 user	3,592
52	sh-dic-4	2-4 users each	2,052
53	sh-dic-9	5-9 users, each	1,832
54	sh-dic-19	10-19 users ,each	1,637
55	sh-dic-49	20-49 users, each	1,344
56	sh-dic-99	50-99 users, each	1,051
57	sh-dic-199	100 -199 users,each	684
58	sh-dic-200	200+ users,each	391

Footnotes

1. Multiple Site Discounts: 2 Site Licenses qualifies for 10% discount; 3-5 Site Licenses qualifies for 20% discount; 6-9 Site Licenses qualifies for 25% discount; 10-14 Site Licenses qualifies for 30% discount; 15+ Site Licenses qualifies for 35% discount. All Site Licenses must be purchased on one Purchase Order to qualify for Multi-Site Discount.

2. Multiple SEER Tool Suite Discounts: Customer qualifies for 5% discount when licensing two or more SEER first level edition tools (for example, SEER for Hardware Estimator Edition and SEER for Manufacturing Basic Edition) for use at the same location, on one Purchase Order. Customer qualifies for 10% discount when licensing

two or more SEER tools including at least one higher level edition.

3. Multiple Year Discounts: Customer qualifies for 5% discount when committing to a 3-year license with annual payments. Customer qualifies for a 7% discount when committing to a 5-year license with annual payments. If Customer pays for entire multiple year license in Year 1, then Customer qualifies for an additional 2% discount. If multiple year license term is not completed, Customer agrees to pay Galorath an early termination fee equivalent to 50% of one year's software license fee.

(Footnotes 1,2 & 3 apply to lines 1 through 9 above only)

4. SEER for Hardware and SEER for 'X' Seats may be combined for purposes of calculating quality discounts

5. There is a one time \$2000 installation and configuration support charge for SEER Enterprise Shared Database (Plus travel and expenses)

(Footnotes 4 & 5 apply to lines 10 to 58 only.)

Galorath GSA Price Sheet
SEER for Software (Studio Edition)
132-32 Annual Software License Fees

Ln #	Part #	Description	GSA Price w IFF
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SEER for Software Studio Edition Site Licenses

59	ss-se-25	Up to 25 Seats	59,128
60	ss-se-75	26 to 75 Seats	118,257
61	ss-se-150	76 to 150 seats	177,385

SEER for Software Studio Edition Options

SEER for IT (Introductory Price (20% discount) when bundled with SEER for Software thru 5/2009)

62	ss-si-25	Up to 25 Seats	23,945
63	ss-si-75	26 to 75 Seats	47,889
64	ss-si-150	76 to 150 seats	71,834

Distributed Named- User Seat Licenses

SEER for Software- Studio Edition

65	ss-dse-1	1 user	19,913
66	ss-dse-4	2-4 users each	11,361
67	ss-dse-9	5-9 users, each	10,213
68	ss-dse-19	10-19 users ,each	9,065
69	ss-dse-49	20-49 users, each	7,379
70	ss-dse-99	50-99 users, each	5,669
71	ss-dse-199	100 -199 users,each	3,738
72	ss-dse-200	200+ users,each	2,052

Footnotes

1. Multiple Site Discounts: 2 Site Licenses qualifies for 10% discount; 3-5 Site Licenses qualifies for 20% discount; 6-9 Site Licenses qualifies for 25% discount; 10-14 Site Licenses qualifies for 30% discount; 15+ Site Licenses qualifies for 35% discount. All Site Licenses must be purchased on one Purchase Order to qualify for Multi-Site Discount.

2. Multiple SEER Tool Suite Discounts: Customer qualifies for 5% discount when licensing two or more SEER first level edition tools (for example, SEER for Hardware Estimator Edition and SEER for Manufacturing Basic Edition) for use at the same location, on one Purchase Order. Customer qualifies for 10% discount when licensing two or more SEER tools including at least one higher level edition.

3. Multiple Year Discounts: Customer qualifies for 5% discount when committing to a 3-year license with annual payments. Customer qualifies for a 7% discount when committing to a 5-year license with annual payments. If Customer pays for entire multiple year license in Year 1, then Customer qualifies for an additional 2% discount. If multiple year license term is not completed, Customer agrees to pay Galorath an early termination fee equivalent to 50% of one year's software license fee.

(Footnotes 1,2 & 3 apply to lines 59 through 64 above only)

4. SEER for Software and SEER for 'X' Seats may be combined for purposes of calculating quantity discounts

5. There is a one time \$2000 installation and configuration support charge for SEER Enterprise Shared Database (Plus travel and expenses)

6. There is a one time \$2000 installation and configuration support charge for SEER browser -based implementation, if desired (Plus travel and expenses)

(Footnotes 4 , 5 & 6 apply to lines 65 to 72 only.)

Galorath GSA Price Sheet**SEER for Software (Estimator Edition)****132-32 Annual Software License Fees**

Ln #	Part #	Description	GSA Price w IFF
		<u>SEER for Software Estimator Edition Site Licenses</u>	
73	sse-ee-25	Up to 25 Seats	28,831
74	sse-ee-75	26 to 75 Seats	57,662
75	sse-ee-150	76 to 150 seats	86,494
		<u>SEER for Software Estimator Edition Options</u>	
		SEER for IT (Introductory Price (20% discount) when bundled with SEER for Software)	
76	sse-si-25	Up to 25 Seats	23,945
77	sse-si-75	26 to 75 Seats	47,889
78	sse-si-150	76 to 150 seats	71,345
		Independent Crosscheck Verification	
79	sse-ic-25	Up to 25 Seats	7,330
80	sse-ic-75	26 to 75 Seats	14,660
81	sse-ic-150	76 to 150 seats	21,990
		ISBSG Database	
82	sse-is-25	Up to 25 Seats	6,353
83	sse-is-75	26 to 75 Seats	11,728
84	sse-is-150	76 to 150 seats	17,592
		<u>Distributed Named- User Seat Licenses</u>	
		SEER for Software- Estimator Edition	
85	see-dsse-1	1 user	9,768
86	see-dsse-4	2-4 users each	5,571
87	see-dsse-9	5-9 users, each	5,009
88	see-dsse-19	10-19 users ,each	4,447
89	see-dsse-49	20-49 users, each	3,616
90	see-dsse-99	50-99 users, each	2,785
91	see-dsse-199	100 -199 users,each	1,837
92	see-dsse-200	200+ users,each	1,002
		SEER for Software- Option: ENTERPRISE project Database	
93	sse-depd-1	Per Instance	1,466
		SEER for Software- Option: Independent Crosscheck and Verification	
94	sse-dicv-1	1 user	1,735

95	sse-dicv-4	2-4 users each	1,002
96	sse-dicv-9	5-9 users, each	904
97	sse-dicv-19	10-19 users ,each	806
98	sse-dicv-49	20-49 users, each	660
99	sse-dicv-99	50-99 users, each	513
100	sse-dicv-199	100 -199 users,each	342
101	sse-dicv-200	200+ users,each	195

SEER for Software- Option: ISBSG Database

102	see-disb-1	1 user	1,368
103	see-disb-4	2-4 users each	782
104	see-disb-9	5-9 users, each	704
105	see-disb-19	10-19 users ,each	625
106	see-disb-49	20-49 users, each	508
107	see-disb-99	50-99 users, each	391
108	see-disb-199	100 -199 users,each	269
109	see-disb-200	200+ users,each	147

Footnotes

1. Multiple Site Discounts: 2 Site Licenses qualifies for 10% discount; 3-5 Site Licenses qualifies for 20% discount; 6-9 Site Licenses qualifies for 25% discount; 10-14 Site Licenses qualifies for 30% discount; 15+ Site Licenses qualifies for 35% discount. All Site Licenses must be purchased on one Purchase Order to qualify for Multi-Site Discount.

2. Multiple SEER Tool Suite Discounts: Customer qualifies for 5% discount when licensing two or more SEER first level edition tools (for example, SEER for Hardware Estimator Edition and SEER for Manufacturing Basic Edition) for use at the same location, on one Purchase Order. Customer qualifies for 10% discount when licensing two or more SEER tools including at least one higher level edition.

3. Multiple Year Discounts: Customer qualifies for 5% discount when committing to a 3-year license with annual payments. Customer qualifies for a 7% discount when committing to a 5-year license with annual payments. If Customer pays for entire multiple year license in Year 1, then Customer qualifies for an additional 2% discount. If multiple year license term is not completed, Customer agrees to pay Galorath an early termination fee equivalent to 50% of one year's software license fee.

(Footnotes 1,2 & 3 apply to lines 73 through 78 above only)

4. SEER for Software and SEER for 'X' Seats may be combined for purposes of calculating quality discounts

5. There is a one time \$2000 installation and configuration support charge for SEER Enterprise Shared Database (Plus travel and expenses)

6. There is a one time \$2000 installation and configuration support charge for SEER browser -based implementation, if desired (Plus travel and expenses)

(Footnotes 4 , 5 & 6 apply to lines 79 to 109 only.)

Galorath GSA Price Sheet**SEER for Software (Project Manager Edition)****132-32 Annual Software License Fees**

Ln #	Part #	Description	GSA Price w IFF
<u>SEER for Software Project Manager Edition Site Licenses</u>			
110	spm-pm-25	Up to 25 Seats	46,423
111	spm-pm-75	26 to 75 Seats	92,846
112	spm-pm-150	76 to 150 seats	139,270
<u>SEER for Software Project Manager Edition Options</u>			
SEER for IT (Introductory Price (20% discount) when bundled with SEER for Software thru 5/2009)			
113	spm-si-25	Up to 25 Seats	23,945
114	spm-si-75	26 to 75 Seats	47,889
115	spm-si-150	76 to 150 seats	73,788
<u>Independent Crosscheck Verification</u>			
116	spm-icv-25	Up to 25 Seats	7,330
117	spm-icv-75	26 to 75 Seats	14,660
118	spm-icv-150	76 to 150 seats	21,990
<u>ISBSG Datadase</u>			
119	spm-isb-25	Up to 25 Seats	6,353
120	spm-isb-75	26 to 75 Seats	11,728
121	spm-isb-150	76 to 150 seats	17,592
<u>Distributed Named- User Seat Licenses</u>			
SEER for Software- Project Manager Edition			
122	spm-dpm-1	1 user	15,637
123	spm-dpm-4	2-4 users each	8,918
124	spm-dpm-9	5-9 users, each	8,014
125	spm-dpm-19	10-19 users ,each	7,110
126	spm-dpm-49	20-49 users, each	5,791
127	spm-dpm-99	50-99 users, each	4,447
128	spm-dpm-199	100 -199 users,each	2,932
129	spm-dpm-200	200+ users,each	1,613
SEER for Software- Option: Independent Crosscheck and Verification			
130	spm-dicv-1	1 user	1,735
131	spm-dicv-4	2-4 users each	1,002
132	spm-dicv-9	5-9 users, each	904
133	spm-dicv-19	10-19 users ,each	806
134	spm-dicv-49	20-49 users, each	660
135	spm-dicv-99	50-99 users, each	513
136	spm-dicv-199	100 -199 users,each	342

137	spm-dicv-200	200+ users,each	195
		SEER for Software- Option: ISBSG Database	
138	spm-disb-1	1 user	1,368
139	spm-disb-4	2-4 users each	782
140	spm-disb-9	5-9 users, each	704
141	spm-disb-19	10-19 users ,each	625
142	spm-disb-49	20-49 users, each	508
143	spm-disb-99	50-99 users, each	391
144	spm-disb-199	100 -199 users,each	269
145	spm-disb-200	200+ users,each	147

Footnotes

1. Multiple Site Discounts: 2 Site Licenses qualifies for 10% discount; 3-5 Site Licenses qualifies for 20% discount; 6-9 Site Licenses qualifies for 25% discount; 10-14 Site Licenses qualifies for 30% discount; 15+ Site Licenses qualifies for 35% discount. All Site Licenses must be purchased on one Purchase Order to qualify for Multi-Site Discount.

2. Multiple SEER Tool Suite Discounts: Customer qualifies for 5% discount when licensing two or more SEER first level edition tools (for example, SEER for Hardware Estimator Edition and SEER for Manufacturing Basic Edition) for use at the same location, on one Purchase Order. Customer qualifies for 10% discount when licensing two or more SEER tools including at least one higher level edition.

3. Multiple Year Discounts: Customer qualifies for 5% discount when committing to a 3-year license with annual payments. Customer qualifies for a 7% discount when committing to a 5-year license with annual payments. If Customer pays for entire multiple year license in Year 1, then Customer qualifies for an additional 2% discount. If multiple year license term is not completed, Customer agrees to pay Galorath an early termination fee equivalent to 50% of one year's software license fee.

(Footnotes 1,2 & 3 apply to lines 110 through 115 above only)

4. SEER for Software and SEER for 'X' Seats may be combined for purposes of calculating quality discounts

5. There is a one time \$2000 installation and configuration support charge for SEER Enterprise Shared Database (Plus travel and expenses)

6. There is a one time \$2000 installation and configuration support charge for SEER rowser -based implementation, if desired (Plus travel and expenses)

Galorath GSA Price Sheet**SEER for IT****132-32 Annual Software License Fees**

Ln #	Part #	Description	GSA Price w IFF
<u>SEER for IT Site Licenses</u>			
SEER for IT			
146	sit-it-25	Up to 25 Seats*	28,831
147	sit-it-75	26 to 75 Seats*	57,662
148	sit-it-150	76 to 150 seats*	86,494
<u>SEER for IT Options</u>			
SEER for Software Estimator Edition (a savings of 20% when bundled with SEER for IT)			
149	sit-sio-25	Up to 25 Seats	23,945
150	sit-sio-75	26 to 75 Seats	47,889
151	sit-sio-150	76 to 150 seats	71,834
<u>Distributed Named- User Seat Licenses</u>			
SEER for IT- Estimator Edition			
152	sit-dit-1	1 user	9,768
153	sit-dit-1	2-4 users each	5,571
154	sit-dit-1	5-9 users, each	5,009
155	sit-dit-1	10-19 users ,each	4,447
15 6	sit-dit-1	20-49 users, each	3,616
157	sit-dit-1	50-99 users, each	2,785
158	sit-dit-1	100 -199 users,each	1,837
159	sit-dit-1	200+ users,each	1,002
SEER for IT - Options: Enterprise Project Database			
160	sit-depd-1	Per Instance	1,466

Footnotes

1. Multiple Site Discounts: 2 Site Licenses qualifies for 10% discount; 3-5 Site Licenses qualifies for 20% discount; 6-9 Site Licenses qualifies for 25% discount; 10-14 Site Licenses qualifies for 30% discount; 15+ Site Licenses qualifies for 35% discount. All Site Licenses must be purchased on one Purchase Order to qualify for Multi-Site Discount.

2. Multiple SEER Tool Suite Discounts: Customer qualifies for 5% discount when licensing two or more SEER first level edition tools (for example, SEER for Hardware Estimator Edition and SEER for Manufacturing Basic Edition) for use at the same location, on one Purchase Order. Customer qualifies for 10% discount when licensing two or more SEER tools including at least one higher level edition.

3. Multiple Year Discounts: Customer qualifies for 5% discount when committing to a 3-year license with annual payments. Customer qualifies for a 7% discount when committing to a 5-year license with annual payments. If Customer pays for entire multiple year license in Year 1, then Customer qualifies for an additional 2% discount. If multiple year license term is not completed, Customer agrees to pay Galorath an early termination fee equivalent to 50% of one year's software license fee.

(Footnotes 1,2 & 3 apply to lines 146 through 151 above only)

4. SEER for IT and SEER for 'X' Seats may be combined for purposes of calculating quality discounts
 5. There is a one time \$2000 installation and configuration support charge for SEER Enterprise Shared Database (Plus travel and expenses)
- (Footnotes 4 & 5 apply to lines 152 to 160 only.)

Galorath GSA Price Sheet
SEER for Manufacturing
132-32 Annual Software License Fees

Ln #	Part #	Description	GSA Price w IFF
<u>SEER Manufacturing Site Licenses</u>			
<u>Estimator Edition</u>			
161	sm-ee-25	Up to 25 Seats	28,831
162	sm-ee-75	26 to 75 Seats	57,662
163	sm-ee-150	76 to 150 seats	86,494
<u>SEER for Manufacturing Estimator Options</u>			
<u>Aerostructures</u>			
164	sm-meo-25	Up to 25 Seats	43,491
165	sm-meo-75	26 to 75 Seats	86,982
166	sm-meo-150	76 to 150 seats	130,474
<u>Distributed Named- User Seat Licenses</u>			
<u>SEER for Manufacturing - Estimator Edition</u>			
167	sm-dee-1	1 user	9,768
168	sm-dee-4	2-4 users each	5,571
169	sm-dee-9	5-9 users, each	5,009
170	sm-dee-19	10-19 users ,each	4,447
171	sm-dee-49	20-49 users, each	3,616
172	sm-dee-99	50-99 users, each	2,785
173	sm-dee-199	100 -199 users,each	1,837
174	sm-dee-200	200+ users,each	1,002
<u>SEER for Manufacturing - Aerostructures Edition</u>			
175	sm-dmeo-1	1 user	13,360
176	sm-dmeo-4	2-4 users each	7,623
177	sm-dmeo-9	5-9 users, each	6,841
178	sm-dmeo-19	10-19 users ,each	6,084
179	sm-dmeo-49	20-49 users, each	4,960
180	sm-dmeo-99	50-99 users, each	3,836
181	sm-dmeo-199	100 -199 users,each	2,541
182	sm-dmeo-200	200+ users,each	1,417

Footnotes

1. Multiple Site Discounts: 2 Site Licenses qualifies for 10% discount; 3-5 Site Licenses qualifies for 20% discount; 6-9 Site Licenses qualifies for 25% discount; 10-14 Site Licenses qualifies for 30% discount; 15+ Site Licenses qualifies for 35% discount. All Site Licenses must be purchased on one Purchase Order to qualify for Multi-Site Discount.

2. Multiple SEER Tool Suite Discounts: Customer qualifies for 5% discount when licensing two or more SEER first level edition tools (for example, SEER for Hardware Estimator Edition and SEER for Manufacturing Basic Edition) for use at the same location, on one Purchase Order. Customer qualifies for 10% discount when licensing two or more SEER tools including at least one higher level edition.

3. Multiple Year Discounts: Customer qualifies for 5% discount when committing to a 3-year license with annual payments. Customer qualifies for a 7% discount when committing to a 5-year license with annual payments. If Customer pays for entire multiple year license in Year 1, then Customer qualifies for an additional 2% discount. If multiple year license term is not completed, Customer agrees to pay Galorath an early termination fee equivalent to 50% of one year's software license fee.

(Footnotes 1,2 & 3 apply to lines 161 through 166 above only)

4. SEER for Manufacturing and SEER for 'X' Seats may be combined for purposes of calculating quality discounts

(Footnotes 4 applies to lines 167 to 182 only.)

Galorath GSA Price Sheet
SEER for Hardware, Electronics and Systems Training
132-50 Training Courses

Ln #	Part #	Description	GSA Price w IFF
<u>Public Workshops</u>			
1	thpu-core	Core Workshop (per person) (3 day)	1,466
2	thpu-adv	Advanced Workshop (per person) (2 day)	977
3	thpu-comb	Combined purchase of Core Workshop & Advanced Workshop	2,199
<u>Private Workshops</u>			
4	thpr-core	Core Private Workshop (per course - up to 12 students) (3 day)	12,217
5	thpr-adv	Advanced Private Workshop (per course - up to 12 students) (2 day)	8,307
6	thpr-comb	Combined Purchase of Core & Advance Workshop (2 course on same order)	19,058
7	thpr-core-5	Core Private Workshop (for 5 or fewer students) (3 day)	7,330
8	thpr-adv-5	Advanced Private Workshop (for 5 or fewer students) (2 day)	4,984

Footnotes:

Private Workshops may accommodate more than 12 students at an additional fee of \$1000 each for the Core Workshop and \$500 each for the Advanced Workshop.. Due to the hands-on nature of the workshop, a class with 18 students or more will require a second Instructor. There is a \$500 fee for cancellation or rescheduling of a Private Workshop within two weeks of its originally scheduled start date.

Workshop fee includes a Training Workbook and a User Manual for each student. Customer will arrange suitable facility including projection capabilities and at least one computer workstation per every two students.

Training prices include instructor travel to client site.

Public Workshop fees are priced per person and include a Training Workbook and User Manual. Breakfast, lunch, beverages and parking validation are provided.

Galorath GSA Price Sheet
SEER for Software Training
132-50 Training Courses

Ln #	Part #	Description	GSA Price w IFF
<u>Public Workshops</u>			
9	tsse-pu-core	Core Workshop (per person) (3 day)	1,466
10	tsse-pu-adv	Advanced Workshop (per person) (2 day)	977
11	tsse-pu-comb	Combined purchase of Core Workshop & Advanced Workshop	2,199
<u>Private Workshops</u>			
12	tsse-pr-core	Core Private Workshop (per course - up to 12 students) (3 day)	12,217
13	tsse-pr-adv	Advanced Private Workshop (per course - up to 12 students) (2 day)	8,307
14	tsse-pr-comb	Combined Purchase of Core & Advance Workshop (2 course on same order)	19,058
15	tsse-pr-core-5	Core Private Workshop (for 5 or fewer students) (3 day)	7,330
16	tsse-pr-adv-5	Advanced Private Workshop (for 5 or fewer students) (2 day)	4,984

Footnotes:

Private Workshops may accommodate more than 12 students at an additional fee of \$1000 each for the Core Workshop and \$500 each for the Advanced Workshop.. Due to the hands-on nature of the workshop, a class with 18 students or more will require a second Instructor. There is a \$500 fee for cancellation or rescheduling of a Private Workshop within two weeks of its originally scheduled start date.

Workshop fee includes a Training Workbook and a User Manual for each student. Customer will arrange suitable facility including projection capabilities and at least one computer workstation per every two students.

Training prices include instructor travel costs to client site.

Public Workshop fees are priced per person and include a Training Workbook and User Manual. Breakfast, lunch, beverages and parking validation are provided.

Galorath GSA Price Sheet**SEER for IT Training****132-50 Training Courses**

Ln #	Part #	Description	GSA Price w IFF
<u>Public Workshops</u>			
17	tsit-pu-core	Core Workshop (per person) (3 day)	1,466
18	tsit-pu-adv	Advanced Workshop (per person) (2 day)	977
19	tsit-pu-comb	Combined purchase of Core Workshop & Advanced Workshop	2,199
<u>Private Workshops</u>			
20	tsit-pr-core	Core Private Workshop (per course - up to 12 students) (3 day)	12,217
5	tsit-pr-adv	Advanced Private Workshop (per course - up to 12 students) (2 day)	8,307
21	tsit-pr-core-5	Core Private Workshop (for 5 or fewer students) (3 day)	8,307
22	tsit-pr-comb	Combined Purchase of Core & Advanced Workshop (both courses on same order)	19,058
23	tsit-pr-core-5	Core Private Workshop (for 5 or fewer students) (3 day)	7,330
24	tsit-pr-adv-5	Advanced Private Workshop (for 5 or fewer students) (2 day)	4,984

Footnotes:

Private Workshops may accommodate more than 12 students at an additional fee of \$1000. Due to the hands-on nature of the workshop, a class with 18 students or more will require a second Instructor. There is a \$500 fee for cancellation or rescheduling of a Private Workshop within two weeks of its originally scheduled start date.

Workshop fee includes a Training Workbook and a User Manual for each student. Customer will arrange suitable facility including projection capabilities and at least one computer workstation per every two students.

Training prices include instructor travel costs to client site.

Public Workshop fees are priced per person and include a Training Workbook and User Manual. Breakfast, lunch, beverages and parking validation are provided.

Galorath GSA Price Sheet
SEER for Manufacturing Training
132-50 Training Courses

Ln #	Part #	Description	GSA Price w IFF
<u>Private Workshops (only)</u>			
25	tsm-pr-ic-core	Industrial & Commercial Core Workshop (per course - up to 12 students) (3 day)	12,217
2	tsm-pr-ic-adv	Industrial & Commercial Manufacturing Advanced Private Workshop (per course - up to 12 students) (1 day)	4,154
26	tsm-pr-ic-adv	Industrial & Commercial Advanced Workshop (per course - up to 12 students) (1 day)	4,154
27	tsm-pr-em-core	Electronic Core Workshop (per course - up to 12 students) (1 day)	12,217
28	tsm-pr-em-adv	Electronic Advanced Workshop (per course - up to 12 students) (1 day)	4,154
29	tsm-pr-am-core	Aerospace Core Workshop (per course - up to 12 students) (4 day)	16,126
30	tsm-pr-am-adv	Aerospace Advanced Workshop (per course - up to 12 students) (1 day)	4,154
31	tsm-pr-icem-comb	Combined Industrial & Commercial or Electronic Manufacturing Core & Advanced Workshop (both courses on same order) (4 day)	15,149
32	tsm-pr-am-comb	Combined Aerospace Core & Advanced Workshop (both courses on same order) (5 day)	19,058
33	tsm-pr-icem-core-5	Industrial & Commercial or Electronic Core Workshop (for 5 or fewer students) (3 day)	7,330
34	tsm-pr-icem-adv-5	Industrial & Commercial or Electronic Manufacturing Advanced Workshop (for 5 or fewer students) (1 day)	2,492
35	tsm-pr-am-core-5	Aerospace Core Workshop (for 5 or fewer students) (4 day)	9,676
36	tsm-pr-am-adv-5	Aerospace Advanced Workshop (for 5 or fewer students) (1 day)	2,492

Footnotes:

Private Workshops may accommodate more than 12 students at an additional fee of \$1000 each. Due to the hands-on nature of the workshop, a class with 18 students or more will require a second Instructor. There is a \$500 fee for cancellation or rescheduling of a Private Workshop within two weeks of its originally scheduled start date.

Workshop fee includes a Training Workbook for each student. Customer will arrange suitable facility including projection capabilities and at least one computer workstation per every two students.

Training prices include instructor travel costs to client site.

Public Workshop fees are priced per person and include a Training Workbook and User Manual. Breakfast, lunch, beverages and parking validation are provided.

Galorath Professional Services Pricing (SIN 132-51)

Rates with IFF Fee

Labor Category	Year 1 5/2015 to 5/2016	Year 2 5/2016 to 5/2017	Year 3 5/2017 to 5/2018	Year 4 5/2018 to 5/2019	Year 5 5/2019 to 5/2020
Senior Consultant	\$208.33	\$212.29	\$216.33	\$220.44	\$224.62
Senior Cost Analyst	\$162.29	\$165.37	\$168.51	\$171.71	\$174.98
Senior Analyst	\$145.46	\$148.23	\$151.04	\$153.91	\$156.84



Points of Contact
IT Schedule 70

For general questions regarding MAS IT Schedule 70 Contracting:

Customer Service

Phone: 1-877-446-IT70 (4870)

Email: IT.Center@gsa.gov

For questions regarding eOffer submission or Certifications:

Vendor Support Center

visit www.gsa.gov/vsc.

Phone: 1-877-495-4849

For general questions regarding HSPD 12:

Email: hspd12@gsa.gov

Phone: 1-703-605-2727

For general questions regarding COMSATCOM:

Email: fasnetworkservice@gsa.gov

Phone: 1-877-387-2001