

IST'S GSA FEDERAL SUPPLY SCHEDULES PROGRAM

A More Efficient Way to Work

The General Services Administration (GSA) Federal Supply Schedules program creates long-term, government-wide contracts with commercial firms to provide federal, state, local and other government customers with access to millions of commercial products and services at volume discount pricing.

As a GSA contract holder, IST can offer its eligible government clients' access to streamlined purchasing via pre-negotiated, discounted pricing and standardized contract terms and conditions. Because we've established these contracts directly with the government, you can be assured that our pricing meets their "fair and reasonable" standard – an important distinction.

IST has worked to ensure that our product offerings match state-of-the-art, real-world requirements – and that our labor designations match commercial labor categories – all with special discounts for government purchasers.

Our GSA program evolves as we constantly update our Schedules, ensuring that they remain on the cutting edge – right along with the products and services we provide. IST complies with federal procurement regulations in addition to environmental and socioeconomic requirements, offering turnkey solutions under its contracts. These capabilities come together to give informed procurement officers and their Technical Representatives real value and purchasing power because we understand how they buy.

Additionally, IST is listed as an Authorized Government Reseller (AGR) partner with highly respected manufacturers that are also GSA Schedule Contract holders to provide our clients with complete systems via the GSA Federal Supply Schedules Program. This partnering approach allows us to stay within GSA's compliance standards when responding to solicitations from government purchasing websites like GSA E-Buy and other bidding mechanisms, where as much as 90% of the equipment sold may be required to reside on a GSA Schedule contract. Our partnerships help us to meet those mandates and reliably deliver for our clients.

Who Can Use GSA Contracts?

- ◆ All federal agencies and activities in the executive, legislative and judicial branches
- ◆ Mixed ownership government corporations (as defined in the Government Corporation Control Act of 1945, as amended)
- ◆ The government of the District of Columbia
- ◆ Other activities and organizations authorized by statute or regulation to use GSA as a source of supply
- ◆ State and local governments may use GSA Schedules under the Cooperative Purchasing Agreement established under the MAS Schedule

IST'S GSA Multi-Award Schedule (MAS) Contract

The largest, most widely used acquisition vehicle in the federal government. It is an indefinite delivery/indefinite quantity (IDIQ) multiple award schedule, and offers direct delivery of millions of state-of-the-art, high-quality commercial supplies and services at volume discount pricing organized by 12 Large Categories, corresponding Subcategories, and Special Item Numbers (SINs).

BENEFITS

- ◆ Provides re-determined contracts with special pricing and other considerations
- ◆ Offers a wide variety of products and services
- ◆ Fosters collaboration through contractor team arrangements

Cooperative Purchasing: State and Local Eligibility

Under this collective purchasing program, state and local government entities may also buy equipment and related services from contracts awarded under our MAS Contract.

Disaster Recovery Purchasing

Section 833 of the National Defense Authorization Act allows State and Local Governments to purchase products and services to facilitate recovery from a major disaster. This does include advance and pre-positioning in preparation for a disaster.

IST's offerings include the following SIN numbers:

- ◆ **238910: Installation and Site Preparation Services:** Includes installation and site preparation services ordered in conjunction with buildings and structures, building materials, storage tanks/systems, services for alternative energy solutions or power distribution equipment, fuel dispensing & management systems, and security systems purchased under this schedule contract.

- ◆ **334290: Security and Detection Systems:** Includes security and detection systems and devices, such as gas detectors, pressure level monitoring, patient/detainee monitoring systems, etc. Note, excludes vehicular alarms.
- ◆ **334290L: Physical Access Control Systems (PACS) - Legacy SIN:** Includes physical access control systems (PACS), such as card-controlled access, biometrics, security barriers, etc.
- ◆ **334290PACS: Physical Access Control Systems (PACS) - FIPS 201:** Includes physical access control systems (PACS), such as card-controlled access, biometrics, security barriers, etc. Note, the GSA FIPS 201 Evaluation Program defines product categories for the FIPS 201 APL as required to implement the mandates in OMB Memoranda M-05-24 and M-06-18. For the avoidance of doubt, ONLY THOSE PRODUCTS FOUND ON THE GSA APL ARE FIPS 201 COMPLIANT. All approved products can be found on the APL (Approved Products List) at IDmanagement.gov.
- ◆ **334512: Total Solution Support Products for Facilities Management Systems:** Includes products to support facilities management systems, such as repair parts, surveillance systems, security functions, energy functions, building comfort systems, etc. This SIN is used for ESPC contracts, and the use of the DoE ENABLE Program.
- ◆ **541330L: Security System Integration, Design, Management, and Life Cycle Support:** Includes services involving the security integration/management discipline, which supports security products and systems throughout their lifecycle. Services may include, but are not limited to: testing, production, fielding, process improvement, disposal, etc.

IST's offerings include the following SIN numbers (continued):

- ◆ **541330SEC: Security System Integration, Design, Management, and Life Cycle Support:** Includes services related to PACS design, integration, and implementation, and installation/testing. Employees of offerors of this SIN are CSEIP (Certified System Engineer ICAM PACS) certified and such certification can be verified at IDmanagement.gov. It should read: "Includes services related to PACS design, integration, and implementation, and installation/testing. Offerors under this SIN have at least one employee who is CSEIP (Certified System Engineer ICAM PACS) certified and such certification can be verified at IDmanagement.gov."
- ◆ **54151ECOM: Electronic Commerce and Subscription Services:** Includes value added network services, e-mail services, Internet access services, electronic subscription services, data transmission services, and emerging electronic commerce technologies.

- ◆ **54151S: Information Technology Professional Services:** Includes IT Professional Services and/or labor categories for database planning and design; systems analysis, integration, and design; programming, conversion and implementation support; network services, data/records management, and testing.
- ◆ **OLM: Order-Level Materials (OLM):** OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

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

OLM SIN-Level Requirements/Ordering Instructions:

OLMs are:

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

OLMs are not:

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

OLM Pricing:

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

State and Local Eligibility Via GSA MAS Contract

The GSA Federal Supply Schedules provides IST and our customers with resources through their Cooperative Purchasing program. This program facilitates purchasing for state and local municipalities nationwide and in the U.S. territories, at federal GSA Schedule rates.

Leveraging Federal Buying Power

By using the collective purchasing power of the federal government, the General Services Administration (GSA) can help smaller government entities meet their mission while reducing costs and maximizing efficiency. The GSA's Cooperative Purchasing Program allows state, local and tribal governments to benefit from pre-vetted vendors on a variety of information technology products and services as well as security and law enforcement products and services offered through specific GSA Schedule contracts. Eligible groups may buy from approved vendors, at any time, for any reason, using any funds available.

Under this collective purchasing program, state and local government entities may buy equipment and related services from contracts awarded under the MAS Contract.

Participating Dealer GSA MAS Contracts

As previously mentioned, IST is an Authorized Government Reseller (AGR) for the following GSA MAS Contracts. Matched with our own robust GSA Schedule Contract, we are able to provide complete solutions to meet the wholistic requirements and demands of Federal and State/Local Government and other authorized entities.

Bosch Security Systems

GSA Schedule Contract # GS-07F-206CA

Genetec Inc.

GSA Schedule Contract # 47QSWA18D0050

Communication Networks (ComNet)

GSA Schedule Contract # GS-07F-0398W

iPhone Corp

GSA Schedule Contract # 47QTCA21D004A

Hanwha Techwin America

GSA Schedule Contract # GS-07F-0200W

Identiv

GSA Schedule Contract # GS-07F-078DA

Verint Systems

GSA Schedule Contract # GS-07F-083DA

For more information on IST's GSA Federal Supply Schedules Program, please contact Michael Ruddo at (703) 464-4766 or by email mruddo@istonline.com.