



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

**SPECIAL ITEM NUMBER 132-50 - TRAINING COURSES (FPDS Code U012)**

PST Charleston Inc  
4105 Faber Place Dr., Suite 420  
North Charleston, SC 29405  
Phone: 843-529-0098  
Website: <http://www.trainwithpst.com>

Contract Number: **GS-35F-0372M**

Period Covered by Contract: **4-1-2002 to 3-31-2022**

General Services Administration  
Federal Acquisition Service

Pricelist current through Modification # PS-0037, dated 2-8-2017.

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 ITEMS 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!<sup>™</sup> on-line shopping service ([www.gsadvantage.gov](http://www.gsadvantage.gov)). The catalogs/pricelists, GSA Advantage!<sup>™</sup> and the Federal Acquisition Service Home Page ([www.fss.gsa.gov](http://www.fss.gsa.gov)) contains 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:**

4105 Faber Place Dr, Suite 420  
North Charleston, SC 29405

Contractor must accept the credit card for payments equal to or less than the micro-purchase for oral or written orders under this contract. The Contractor and the ordering agency will agree to use the credit card 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:

843-529-0098 or 800-468-2612

**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: 01-982-0930  
Block 30: Type of Contractor – A. Small Disadvantaged Business and B. Other Small Business  
Block 31: Woman-Owned Small Business - YES  
Block 36: Contractor's Taxpayer Identification Number (TIN): 57-1094846

4a. CAGE Code: 1WT73

4b. Contractor has registered with the Central Contractor Registration Database.

**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)

132-50

Agreed upon between customer and PST Charleston Inc.

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 – none
- b. Quantity - none
- c. Dollar Volume - none
- d. Government Educational Institutions - none
- e. Other - none

**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: None**

**10. SMALL REQUIREMENTS:** The minimum dollar value of orders to be issued is \$100.00.

**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 \$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.

**13.1 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.

**13.2 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.

**14. 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).

**15. 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)

**16. 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>

**17. 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.

**18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS**

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

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

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

**19. 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

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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.

**20. 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).

**21. 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.

**22. 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 received 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.

**23. 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:

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

**24. 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.

**25. 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.

**26. 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>.

**27. 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 PURCHASE OF  
TRAINING COURSES FOR GENERAL PURPOSE COMMERCIAL  
INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (SIN 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. See Appendix A

**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. Such documentation will become the property of the student upon completion of the training class.

b. **\*\*If applicable\*\*** 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  
\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

PREAMBLE

(Name of Company) provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact Ingrid Tugwell at phone: 843-529-0098, email: [itugwell@trainwithpst.com](mailto:itugwell@trainwithpst.com) or fax: 843-529-0147.

APPENDIX A: COURSE PRICING FOR SIN 132-50

Courses Offered for GS-35F-0372M SIN 132-50	Course Length	GSA Price W/ IFF
10135: Configure, Manage and Troubleshoot MS Exchange Server 2010	5 DAYS	\$1,527.37
2015: Enabling Business Processes using XML Smart Documents	1 DAY	\$311.08
2310: Developing ASP .Net Web Applications	5 DAYS	\$2,014.19
2373: Programming with VB .Net	5 DAYS	\$2,014.19
2433: MS VB Scripting Edition & MS Windows Script Host Essentials	3 DAYS	\$1,088.10
2553: Administering Microsoft SharePoint Portal Server 2003	3 DAYS	\$1,088.10
2559: Introduction to VB .Net Programming	5 DAYS	\$2,007.50
2667: Introduction to Programming	3 DAYS	\$1,088.10
2710: Analyzing Requirements and Defining Microsoft .NET Solution Architectures	5 DAYS	\$1,527.37
2778: Writing Queries Using Microsoft SQL Server 2008 Transact-SQL	3 DAYS	\$1,204.97
2810: Fundamentals of Network Security	4 DAYS	\$1,148.55
2830: Designing Security for MS Networks	3 DAYS	\$916.42
50050: Architecting Documents and Records Management Solutions with MOSS 2007	2 DAYS	\$725.40
50051: Architecting Microsoft Office SharePoint Server 2007 Portals and Collaboration Solutions	2 DAYS	\$725.40
50149: SharePoint 2007 Operations	5 DAYS	\$1,813.50
50240: Set up, Manage, and Maintain a Virtual Environment using Microsoft Windows Server with Hyper-V and System Center Virtual Machine Manager 2008	2 DAYS	\$685.10
5047: Installing & Managing Exchange Server 2007	3 DAYS	\$1,027.65
5049: Managing Messaging with Exchange Server 2007	1 DAY	\$342.55
5050: Recovering Messaging Servers and Databases with Exchange Server 07	1 DAY	\$342.55
5051: Monitoring & Troubleshooting Exchange Server 2007	2 DAYS	\$685.10
5058: Deploying MS Office 2007 Professional	2 DAYS	\$604.50
5060: Implementing Windows SharePoint Services 3.0	2 DAYS	\$765.70
5061: Implementing Microsoft Office SharePoint Server 2007	3 DAYS	\$1,088.10
5105: Deploying Windows Vista Business Desktops	3 DAYS	\$1,027.65
5115: Installing and Configuring the Windows Vista Operating System	3 DAYS	\$1,027.65
5116: Configuring Windows Vista Mobile Computing and Applications	2 DAYS	\$725.40
5118: Maintaining & Troubleshooting Windows Vista	3 DAYS	\$1,027.65
5119: Supporting Win Vista w. Desktop Images and App Packages	2 DAYS	\$685.10
6156: What's New in SQL Server 2008	1 DAY	\$342.55
6158: Updating Your SQL Skills to SQL Server 2008	3 DAYS	\$1,027.65
6231: Maintaining a Microsoft SQL Server 2008 Database	5 DAYS	\$1,527.37
6232: Implementing a Microsoft SQL Server 2008 Database	5 DAYS	\$1,527.37
6235: Implementing and Maintaining Microsoft SQL Server 2008 Integration Services	3 DAYS	\$1,204.97

Courses Offered for GS-35F-0372M SIN 132-50	Course Length	GSA Price W/ IFF
6236: Implementing and Maintaining Microsoft SQL Server 2008 Reporting Services	3 DAYS	\$1,204.97
6292: Install and Configure Windows 7 Client	3 DAYS	\$1,088.10
6317: Upgrading Your SQL Server 2000 Database Administration (DBA) Skills to SQL Server 2008 DBA Skills	3 DAYS	\$1,204.97
6417: Updating your Applications Infrastructure Technology Skills to Server 2008	3 DAYS	\$1,027.65
6418: Deploying Windows Server 2008 (Beta 3)	3 DAYS	\$1,027.65
6420: Fundamentals of Windows Server 2008 Network and Applications Infrastructure	5 DAYS	\$1,607.97
6421: Config/Troubleshoot Win Svr 2008 NW Infrastructure	5 DAYS	\$1,607.97
6424: Fundamentals of Server 2008	3 DAYS	\$1,027.65
6425: Configuring and Troubleshooting Windows Server 2008 Active Directory Domain Services	5 DAYS	\$1,607.97
6428: Configure and Troubleshoot Windows Server 2008 Terminal Services	2 DAYS	\$725.40
6430: Planning and Administering Windows Server 2008 Servers	5 DAYS	\$1,607.97
6438A: Implementing and Administering Windows SharePoint Services 3.0 in Windows Server 2008	2 DAYS	\$765.70
A+ Certification	5 DAYS	\$1,446.77
Access 2007 Level 1	1 DAY	\$120.90
Access 2007 Level 2	1 DAY	\$141.05
Access 2007 Level 3	1 DAY	\$141.05
Access 2007 Level 4	1 DAY	\$157.17
Access 2010 Level 1	1 DAY	\$120.90
Access 2010 Level 2	1 DAY	\$141.05
Access 2010 Level 3	1 DAY	\$141.05
Access 2010 Level 4	1 DAY	\$157.17
Adobe Acrobat Professional Level 1	1 DAY	\$157.17
Adobe Acrobat Professional Level 2	1 DAY	\$157.17
Captivate	1 DAY	\$181.35
CCNA Interconnecting Cisco Network Devices	5 DAYS	\$2,145.00
CCNA Introduction to Cisco Network Technologies	5 DAYS	\$2,145.00
CCNP Building Cisco Multilayer Switched Networks	5 DAYS	\$2,145.00
CCNP Building Scalable Cisco Internetworks	5 DAYS	\$2,145.00
CCNP® Building Cisco Remote Access Networks (BCRAN)	5 DAYS	\$2,010.97
CCNP® Cisco Internetwork Troubleshooting (CIT)	5 DAYS	\$2,010.97
CCSP® Cisco Secure PIX Firewall Advanced (CSPFA)	5 DAYS	\$2,010.97
Certified Associate in Project Management (CAPM)	5 DAYS	\$1,527.37
Certified Ethical Hacking / Certified Network Defense Architecture	5 DAYS	\$2,010.97
Cisco Network Administration Bootcamp	5 DAYS	\$1,813.50
CISSP® Certified Information Systems Security Professional	5 DAYS	\$2,010.97
ColdFusion Level 1	1 DAY	\$201.50

Courses Offered for GS-35F-0372M SIN 132-50	Course Length	GSA Price W/ IFF
ColdFusion Level 2	1 DAY	\$201.50
CompTIA Technical Trainer + Certification	3 DAYS	\$765.70
CorelDraw	1 DAY	\$157.17
Crystal Reports Advanced	2 DAYS	\$362.70
Crystal Reports Intro	2 DAYS	\$362.70
Dreamweaver Level 1	1 DAY	\$201.50
Dreamweaver Level 2	1 DAY	\$201.50
Enhancing Your Photos using CS3	1/2 DAY	\$120.90
Excel 2007 Level 1	1 DAY	\$120.90
Excel 2007 Level 2	1 DAY	\$141.05
Excel 2007 Level 3	1 DAY	\$141.05
Excel 2010 Level 1	1 DAY	\$120.90
Excel 2010 Level 2	1 DAY	\$141.05
Excel 2010 Level 3	1 DAY	\$141.05
Excel Functions	1/2 DAY	\$79.79
Excel Level 4	1 DAY	\$141.05
Excel Pivot Tables	1/2 DAY	\$79.79
Excel: Introduction to VBA	1 DAY	\$181.35
Expression Web Level 1	1 DAY	\$201.50
Expression Web Level 2	1 DAY	\$201.50
File Management Basics	1/2 DAY	\$63.67
Flash Level 1	1 DAY	\$362.70
Flash Level 2	1 DAY	\$362.70
FrameMaker Level 1	1 DAY	\$181.35
FrameMaker Level 2	1 DAY	\$322.40
HTML Level 1	1 DAY	\$282.10
HTML Level 2	1 DAY	\$282.10
Illustrator Level 1	2 DAYS	\$171.09
Illustrator Level 2	2 DAYS	\$171.09
Implementing Secure Converged Wide Area Networks (ISCW)	5 DAYS	\$1,813.50
InDesign Level 1	1 DAY	\$157.17
InDesign Level 2	1 DAY	\$157.17
InfoPath Creating Forms	1 DAY	\$362.70
Introduction to the Macintosh	1 DAY	\$120.90
Keyboarding 101	1/2 DAY	\$63.67
Keyboarding 102	1/2 DAY	\$63.67
Linux+	5 DAYS	\$1,527.37
Lotus Notes: Databases	1 DAY	\$157.17
Lotus Notes: Mail & Calendars	1 DAY	\$157.17
Managing Technology	4 DAYS	\$1,007.50

<b>Courses Offered for GS-35F-0372M SIN 132-50</b>	<b>Course Length</b>	<b>GSA Price W/ IFF</b>
Network+ Certification	5 DAYS	\$1,527.37
Office New Features	1/2 DAY	\$95.91
Optimizing Network Technologies (ONT)	3 DAYS	\$1,204.97
Outlook 2007 Level 1	1 DAY	\$120.90
Outlook 2007 Level 2	1 DAY	\$141.05
Outlook 2007 Level 3	1 DAY	\$141.05
Outlook 2010 Level 1	1 DAY	\$120.90
Outlook 2010 Level 2	1 DAY	\$141.05
Outlook 2010 Level 3	1 DAY	\$141.05
PageMaker Level 1	1 DAY	\$157.17
PageMaker Level 2	1 DAY	\$157.17
PC Basics	1/2 DAY	\$63.67
Photoshop Level 1	1 DAY	\$157.17
Photoshop Level 2	1 DAY	\$157.17
PowerPoint 2007 Level 1	1 DAY	\$120.90
PowerPoint 2007 Level 2	1 DAY	\$141.05
PowerPoint 2010 Level 1	1 DAY	\$120.90
PowerPoint 2010 Level 2	1 DAY	\$141.05
Project 2007 Level 1	1 DAY	\$157.17
Project 2007 Level 2	1 DAY	\$177.32
Project 2010 Level 1	1 DAY	\$157.17
Project 2010 Level 2	1 DAY	\$177.32
Project Fundamentals	1 DAY	\$199.98
Project Management Certification Course	5 DAYS	\$1,644.50
Publisher	1 DAY	\$181.35
QuarkXPress Level 1	1 DAY	\$181.35
QuarkXPress Level 2	1 DAY	\$181.35
QuickBooks Level 1	1 DAY	\$157.17
QuickBooks Level 2	1 DAY	\$157.17
Security + Certification	5 DAYS	\$1,527.37
SharePoint Designer 2007: Level 1	1 DAY	\$362.70
SharePoint Designer 2007: Level 2	1 DAY	\$362.70
SharePoint Services 3.0: Level 1	2 DAYS	\$765.70
SharePoint Services 3.0: Level 2	2 DAYS	\$765.70
Visio Professional 2007 Level 1	1 DAY	\$181.35
Visio Professional 2007 Level 2	1 DAY	\$181.35
Visio Professional 2010 Level 1	1 DAY	\$181.35
Visio Professional 2010 Level 2	1 DAY	\$181.35
Visual Basic Database Programming	5 DAYS	\$1,571.70
Visual Basic Introduction	3 DAYS	\$1,088.10



Courses Offered for GS-35F-0372M SIN 132-50	Course Length	GSA Price W/ IFF
Windows 7 Level 1	1 DAY	\$120.90
Word 2007 Level 1	1 DAY	\$120.90
Word 2007 Level 2	1 DAY	\$141.05
Word 2007 Level 3	1 DAY	\$141.05
Word 2010 Level 1	1 DAY	\$120.90
Word 2010 Level 2	1 DAY	\$141.05

APPENDIX B: BLANKET PURCHASE AGREEMENT

BEST VALUE  
BLANKET PURCHASE AGREEMENT  
FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

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

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

\_\_\_\_\_  
Ordering Activity    Date

\_\_\_\_\_  
Contractor    Date

BPA NUMBER \_\_\_\_\_

**(CUSTOMER NAME)  
BLANKET PURCHASE AGREEMENT**

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
_____	_____
_____	_____
_____	_____

(3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be \_\_\_\_\_.

(4) This BPA does not obligate any funds.

(5) This BPA expires on \_\_\_\_\_ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;

(f) Date of Purchase;

(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and

(h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.



**BASIC GUIDELINES FOR USING  
“CONTRACTOR TEAM ARRANGEMENTS”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a ordering activity requirements.

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

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract. Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer’s needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.