

GENERAL SERVICES ADMINISTRATION  
Federal Supply Service  
Authorized Federal Supply Schedule Price List

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!™, a menu-driven searchable database system. The INTERNET address for GSA Advantage!™ is: <http://www.GSAAdvantage.gov>.



**ENVIRONMENTAL SERVICES**

**FSC Group 0899**

**Special Item Number (SIN)**

**0899-1 .....Environmental Planning Services and Documentation**  
**0899-2 ..... Environmental Compliance Services**

Contract number: **GS-10F-0164N**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>

Contract Base Period and Option One: **December 30, 2002 – December 29, 2012**

**Marine Acoustics, Inc.**  
**809 Aquidneck Avenue**  
**Middletown, RI 02842**  
**(401) 847-7508**  
**FAX (401) 847-7864**

**<http://www.marineacoustics.com>**  
**Email: [contracts@marineacoustics.com](mailto:contracts@marineacoustics.com)**

Business size: **Large**

Pricelist current through Modification #003 effective 17 November 2007.

## CUSTOMER INFORMATION

- The following Price List includes rates for services offered under special item numbers 899-1, Environmental Planning Services and Documentation, and SIN 899-2, Environmental Compliance Services. Following the list of rates, the category definitions are provided. The list is divided into two broad selections: scientists/engineers and administrative specialists. Within each selection, the categories are divided into lines according to the company's labor grades. Please note: Visual/Acoustic Observers are only available in conjunction with short-term evolutions such as sea tests. All rates are per hour.

### MAI Labor Categories and Rates

(Base Period)

<u>Line Item</u>	<u>Position Title</u>	<u>2003 Rate</u>	<u>2004 Rate</u>	<u>2005 Rate</u>	<u>2006 Rate</u>	<u>2007 Rate</u>
PS1	Principal Scientist/Engineer	\$225.03	\$230.21	\$238.51	\$247.09	\$255.99
SS3	Supervisory Scientist/Engineer 3	\$198.65	\$203.23	\$210.54	\$218.12	\$225.98
SS2	Supervisory Scientist/Engineer 2	\$163.63	\$167.41	\$173.44	\$179.68	\$186.15
SS1	Supervisory Scientist/Engineer 1	\$153.48	\$157.03	\$162.69	\$168.55	\$174.61
SR3	Senior Scientist/Engineer 3	\$153.48	\$157.03	\$162.69	\$168.55	\$174.61
SR2	Senior Scientist/Engineer 2	\$137.93	\$141.11	\$146.19	\$151.45	\$156.90
SR1	Senior Scientist/Engineer 1	\$121.24	\$124.05	\$128.51	\$133.14	\$137.92
ST5	Staff Scientist/Engineer 5	\$111.08	\$113.65	\$117.74	\$121.97	\$126.36
ST4	Staff Scientist/Engineer 4	\$99.08	\$101.37	\$105.02	\$108.80	\$112.71
ST3	Staff Scientist/Engineer 3	\$82.80	\$84.71	\$87.76	\$90.91	\$94.18
ST2	Staff Scientist/Engineer 2	\$71.12	\$72.77	\$75.38	\$78.09	\$80.91
ST1	Staff Scientist/Engineer 1	\$65.32	\$66.82	\$69.24	\$71.73	\$74.30
AS5	Administrative Specialist 5	\$79.96	\$81.80	\$84.76	\$87.81	\$90.97
AS4	Administrative Specialist 4	\$70.17	\$71.79	\$74.38	\$77.06	\$79.84
AS3	Administrative Specialist 3	\$59.41	\$60.79	\$62.98	\$65.25	\$67.59
AS2	Administrative Specialist 2	\$48.54	\$49.66	\$51.45	\$53.30	\$55.21
AS1	Administrative Specialist 1	\$36.92	\$37.77	\$39.12	\$40.53	\$41.98
VA2	Visual/Acoustic Observer 2	\$28.61	\$29.27	\$30.31	\$31.40	\$32.53
VA1	Visual/Acoustic Observer 1	\$17.16	\$17.55	\$18.18	\$18.84	\$19.52

**(Option Period 1)**

<b><u>Line Item</u></b>	<b><u>Position Title</u></b>	<b><u>2008 Rate</u></b>	<b><u>2009 Rate</u></b>	<b><u>2010 Rate</u></b>	<b><u>2011 Rate</u></b>	<b><u>2012 Rate</u></b>
PS1	Principal Scientist/Engineer	\$265.22	\$274.76	\$284.66	\$294.90	\$305.51
SS3	Supervisory Scientist/Engineer 3	\$234.11	\$242.53	\$251.26	\$260.32	\$269.68
SS2	Supervisory Scientist/Engineer 2	\$192.85	\$199.80	\$206.99	\$214.44	\$222.16
SS1	Supervisory Scientist/Engineer 1	\$180.90	\$187.40	\$194.15	\$201.15	\$208.39
SR3	Senior Scientist/Engineer 3	\$180.90	\$187.40	\$194.15	\$201.15	\$208.39
SR2	Senior Scientist/Engineer 2	\$162.54	\$168.40	\$174.46	\$180.75	\$187.26
SR1	Senior Scientist/Engineer 1	\$142.89	\$148.04	\$153.37	\$158.89	\$164.61
ST5	Staff Scientist/Engineer 5	\$130.91	\$135.62	\$140.51	\$145.57	\$150.80
ST4	Staff Scientist/Engineer 4	\$116.77	\$120.98	\$125.34	\$129.84	\$134.51
ST3	Staff Scientist/Engineer 3	\$97.58	\$101.10	\$104.73	\$108.51	\$112.41
ST2	Staff Scientist/Engineer 2	\$83.82	\$86.83	\$89.95	\$93.20	\$96.56
ST1	Staff Scientist/Engineer 1	\$76.98	\$79.74	\$82.61	\$85.59	\$88.67
AS5	Administrative Specialist 5	\$94.25	\$97.65	\$101.16	\$104.80	\$108.57
AS4	Administrative Specialist 4	\$82.71	\$85.69	\$88.78	\$91.97	\$95.27
AS3	Administrative Specialist 3	\$70.03	\$72.55	\$75.16	\$77.87	\$80.68
AS2	Administrative Specialist 2	\$57.20	\$59.25	\$61.39	\$63.59	\$65.88
AS1	Administrative Specialist 1	\$43.50	\$45.07	\$46.69	\$48.37	\$50.11
VA2	Visual/Acoustic Observer 2	\$33.71	\$34.92	\$36.18	\$37.48	\$38.82
VA1	Visual/Acoustic Observer 1	\$20.22	\$20.95	\$21.71	\$22.48	\$23.29

Marine Acoustics, Inc. provides the best available state-of-the-art scientific, engineering, management, and technical services to government, academic, and commercial clients in support of a broad spectrum of environmental, underwater acoustics and information technology programs. MAI is also actively improving our own products, which include the Acoustic Integration Model © (patent pending). The strength of our organization is in the quality of our professional staff. Our staff members are highly skilled, educated, and experienced people who insist on excellence in all their endeavors. They have come to MAI from a variety of military, industrial, and academic backgrounds. Their educational credentials include degrees in the following disciplines:

- Ocean Engineering, Oceanography (Biological, Physical, and Chemical)
- Acoustics
- Biology
- Computer Science, Computer Systems Management

- Electrical, Mechanical, Aeronautical Engineering
- Mathematics, Physics
- Operations Research
- Naval Architecture
- Systems Technology
- Business Administration

Our clients have benefited from our efforts in numerous programs, including such examples as:

- Environmental assessments and environmental impact statements
- Environmental compliance
- Program/project management
- Analytical and experimental modeling of environmental phenomena, using the proprietary Acoustic Integration Model<sup>®</sup> (AIM)
- Information systems
- System integration and evaluation
- Training and tactical decision aids for Undersea Warfare
- Design and conduct of at-sea field tests involving multiple platforms
  - Operational liaison
  - Test conduct
  - Environmental compliance
  - System test and operation
  - Data collection and analysis
- Design and construction of unique instrumentation
- Systems engineering and technical assistance

## **Labor Category Job Descriptions**

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### **PS1 - Principal Scientist/Engineer**

**Function:** Develops and applies advanced methods, theories, and research techniques in the investigation and solution of complex and difficult concept, planning, design, engineering and/or implementation problems requiring the expert application of advanced knowledge. This is the highest level of individual contributor and is widely recognized for information technology achievements, technical expertise, and meritorious standing within the professional field.

**Education:** Ph.D. in associated technical discipline or the equivalent years of experience.

**Experience:** 22 or more years experience within the industry.

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### **SS3 - Supervisory Scientist/Engineer 3**

**Function:** Enterprise manager. Provides expertise, resource management, and leadership in design and development efforts for complex environmental endeavors from initial concept through acceptance testing. Works with current technologies in the translation of system concepts into the integration phase needed to produce working solutions. Remains involved through the design and implementation phases of projects.

**Education:** M.S. in associated technical discipline or the equivalent years of experience.

**Experience:** 18 or more years experience within the industry.

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### **SS2 - Supervisory Scientist/Engineer 2**

**Function:** Provides management and systems management support to subordinate program managers and project managers throughout the organization. Responsible for exercising independent judgment on all levels, as well as using technical and analytical data in resolving complex issues that may arise. Ultimately responsible for environmental program planning, business development, procurement of new or emergent technology and overall systems management.

**Education:** M.S. in associated technical discipline or the equivalent years of experience.

**Experience:** 15 or more years experience within the industry.

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### **SS1 - Supervisory Scientist/Engineer 1**

**Function:** Manages all technical, contractual, and administrative efforts to successfully carry out assigned programs. Performs as the firm's point of contact for representatives of customer agencies, contracting officers, and technical representatives.

Formulates and enforces work standards, assigns schedules, reviews work quality, communicates policies, purposes, and goals of the organization to subordinates.

**Education:** B.S. in associated technical discipline or the equivalent years of experience.

**Experience:** 12 or more years progressively more responsible experience.

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### **SR3 - Senior Scientist/Engineer 3**

Function: Subject Matter Expert. Provides specific environmental functional and technical expertise and analytical services and support to resolve program and project issues.

Education: Ph.D. in relevant topic, such as (but not limited to) operations research, physics, or physical oceanography, or the equivalent years of experience.

Experience: 20 or more years experience within the industry.

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### **SR2 - Senior Scientist/Engineer 2**

Function: Performs senior professional, functional, and technical analysis and research in support of complex environmental systems engineering and technical project planning and assessment activities. Applies in-depth experience and technical expertise to design new analytical approaches to improve management processes, analyze complex problems, or complete study designs.

Education: Advanced degree in scientific or engineering topic, or the equivalent years of experience.

Experience: 15 or more years experience within the industry.

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### **SR1 - Senior Scientist/Engineer 1**

Function: Applies skills in specialized or emergent systems technologies to perform expert analyses, studies, and research in support of environmental engineering, technical, and scientific project planning and assessment activities.

Education: M.S. in relevant topic, or the equivalent years of experience.

Experience: 15 or more years experience within the industry.

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### **ST5 - Staff Scientist/Engineer 5**

Function: Provides a broad range of scientific, technical or specialty expertise for the entire spectrum of environmental project requirements, including concept development, requirements development, system specifications, system or problem analysis, tradeoffs, test procedures and specifications, modeling, and simulation. Proposes and implements procedures, solutions and resolutions.

Education: Bachelors degree or the equivalent combination of academic education and industry experience.

Experience: 20 or more years experience within the industry.

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### **ST4 - Staff Scientist/Engineer 4**

Function: Provides a range of scientific, technical or specialty expertise for certain environmental project requirements, including concept development, requirements development, system specifications, system or problem analysis,

tradeoffs, test procedures and specifications, modeling, and simulation. Proposes and implements procedures, solutions and resolutions.

Education: Bachelors degree or the equivalent combination of academic education and industry experience.

Experience: 15 or more years experience within the industry.

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### **ST3 - Staff Scientist/Engineer 3**

Function: Provides technical or specialty expertise for certain environmental project requirements, including concept development, requirements development, system specifications, system or problem analysis, tradeoffs, test procedures and specifications, modeling, and simulation. Participates in the proposal and implementation of procedures, solutions and resolutions.

Education: Bachelors degree or the equivalent combination of academic education and industry experience.

Experience: 12 or more years experience within the industry.

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### **ST2 - Staff Scientist/Engineer 2**

Function: Under limited supervision, provides technical or specialty expertise for certain environmental project requirements, including concept development, requirements development, system specifications, system or problem analysis, tradeoffs, test procedures and specifications, modeling, and simulation. Participates in the proposal and implementation of procedures, solutions and resolutions.

Education: Bachelors degree or the equivalent combination of academic education and industry experience.

Experience: 8 or more years experience within the industry.

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### **ST1 - Staff Scientist/Engineer 1**

Function: Provides technical or specialty expertise for certain environmental project requirements, including concept development, requirements development, system specifications, system or problem analysis, tradeoffs, test procedures and specifications, modeling, and simulation. Participates in the proposal and implementation of procedures, solutions and resolutions. Usually performs under the guidance of a more senior leader or manager.

Education: Bachelors degree or the equivalent combination of academic education and industry experience.

Experience: 5 or more years experience within the industry.

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### **AS5 - Administrative Specialist 5**

Function: Manages the administrative support functions for an entire enterprise. Supervises environmental project and financial accounting and human resources functions, including processing, reporting, and analysis of results.

Education: Associate Degree or higher, or equivalent experience or skills training. Bachelors degree preferred.

Experience: 12 or more years administrative management experience. The years of experience may be reduced if the employee has clearly demonstrated capability at the level of Administrative Specialist 5.

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#### **AS4 - Administrative Specialist 4**

Function: Provides a wide range of administrative support to environmental technical and management-level personnel. This includes, but is not limited to, documentation planning and support, project planning and administration, general office support, and executive secretarial support.

Education: Associate Degree or higher, or equivalent experience or skills training. Bachelors degree preferred.

Experience: 10 or more years administrative support experience. The years of experience may be reduced if the employee has clearly demonstrated capability at the level of Administrative Specialist 4.

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#### **AS3 - Administrative Specialist 3**

Function: Provides a wide range of administrative support to environmental technical and management-level personnel. This includes, but is not limited to, documentation planning and support, project administration, general office support, executive secretarial support, human resource planning, event planning and administration, etc.

Education: Associate Degree or higher, or equivalent experience or skills training.

Experience: 8 or more years information production experience. The years of experience may be reduced if the employee has clearly demonstrated capability at the level of Administrative Specialist 3.

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#### **AS2 - Administrative Specialist 2**

Function: Prepares documents, forms, and tables using various software packages. Coordinated word processing and copying/binding orders. Performs limited graphic illustration using commercial graphics software.

Education: High School Diploma (GED) and/or 2-year Associate Degree or equivalent experience or skills training.

Experience: 4 – 7 years of information production experience. The years of experience requirement may be reduced if the employee has clearly demonstrated capability at the level of Administrative Specialist 2.

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#### **AS1 - Administrative Specialist 1**

Function: Produces documents using Windows/Microsoft programs, i.e., Word, Excel, and Power Point. Produces color viewgraph presentations in Power Point. Provide

word processing and document preparation support using latest software and modern office machines. Perform data entry responsibilities as necessary.

Education: High School Diploma (GED) and/or 2-year Associate Degree or equivalent experience or skills training.

Experience: 0 – 3 or more years progressive office systems and clerical experience. Proven word processing capabilities.

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#### **VA2 – Visual/Acoustic Observer 2**

Function: Provides environmental assistance and supervision during the conduct of sea tests on a free-lance basis. Observes test conditions, environmental parameters, and phenomena. Coordinates groups of observers. Reports results to testing authority.

Education: Bachelors degree in a quantitative or scientific discipline, or equivalent experience or skills training.

Experience: 1 – 3 or more years progressive academic laboratory or military research experience.

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#### **VA1 – Visual/Acoustic Observer 1**

Function: Provides environmental assistance during the conduct of sea tests on a free-lance basis. Observes test conditions, environmental parameters, and phenomena. Reports results to supervisor or testing authority.

Education: High School Diploma and/or 2 years undergraduate course work in a quantitative or laboratory science, or equivalent experience or skills training.

Experience: 0 – 3 or more years progressive academic laboratory or military research experience.

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#### **Additional Information for Customers**

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2. Maximum order: **\$5,000,000.00**
3. Minimum order: **\$100.00**
4. Geographic coverage (delivery area): **World Wide**
5. Point(s) of production (city, county, and State or foreign country): **Marine Acoustics, Inc. maintains professional offices in the following locations:**

**Rhode Island (Administrative and Technical)**  
**809 Aquidneck Avenue, Middletown, RI 02842**  
**Telephone 401-847-7508; fax 401-847-7864**

**Virginia (Technical)**  
**4100 North Fairfax Drive, Suite 730, Arlington, VA 22203**  
**Telephone 703-465-8404; fax 703-465-8420**

6. Discount from list prices or statement of net price: **The rates stated in this Price List are net of discounts.**
7. Quantity discounts: **Orders above \$5,000,000 may be subject to additional discounts.**
8. Prompt payment terms: **Net 30 days**
- 9a. Notification that Government purchase cards are accepted at or below the micropurchase threshold: **MAI accepts Government purchase cards below the micropurchase threshold.**
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micropurchase threshold: **MAI will accept Government purchase cards above \$2,500. Please call.**
10. Foreign items (list items by country of origin): **N/A**
- 11a. Time of delivery. (Contractor insert number of days.): **Specified on the Task Order**
- 11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery: **Please call.**
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: **Please call.**
- 11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: **Please call.**
12. F.o.b. point(s): **Destination**

13a. Ordering address(es):

**Marine Acoustics, Inc.**  
**Attn: Contracts Dept**  
**809 Aquidneck Avenue**  
**Middletown, RI 02842**  
**(401) 847-7508**  
**FAX (401) 847-7864**  
**email [contracts@marineacoustics.com](mailto:contracts@marineacoustics.com)**

13b. **ORDERING PROCEDURES FOR SERVICES (REQUIRING A STATEMENT OF WORK) (REV. MARCH 2003)**

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

When ordering services over \$100,000, Department of Defense (DOD) ordering offices and non-DOD agencies placing orders on behalf of DOD must follow the policies and procedures in the Defense Federal Acquisition Regulation Supplement (DFARS) 208.404-70— Additional ordering procedures for services. When DFARS 208.404-70 is applicable and there is a conflict between the ordering procedures contained in this clause and the additional ordering procedures for services in DFARS 208.404-70, the DFARS procedures take precedence.

GSA has determined that the prices for services contained in the contractor's price list applicable to this Schedule are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

(a) When ordering services, ordering offices shall—

(1) Prepare a Request (Request for Quote or other communication tool):

- (i) A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.

- (ii) The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.
- (iii) The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor's experience and/or past performance performing similar tasks.
- (iv) The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (2)(i) below, the request shall notify the contractors that will be the case.

(2) Transmit the Request to Contractors:

Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors' locations, as appropriate) and transmit the request as follows:

- (i) The request shall be provided to at least three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold.
- (ii) For proposed orders exceeding the maximum order threshold, the request shall be provided to an appropriate number of additional contractors that offer services that will meet the agency's needs.
- (iii) In addition, the request shall be provided to any contractor who specifically asks for a copy of the request for the proposed order.
- (iv) Ordering offices should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

(3) Evaluate Responses and Select the Contractor to Receive the Order:

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)

(b) The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. A sample BPA is provided at page 16 of this Price List. When establishing BPAs, ordering offices shall—

(1) Inform contractors in the request (based on the agency's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

(i) **SINGLE BPA:** Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The

schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)

(ii) **MULTIPLE BPAs:** When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When establishing multiple BPAs, the procedures in (a)(2) above must be followed. The procedures in (a)(2) do not apply to orders issued under multiple BPAs. Authorized users must transmit the request for quote for an order to all BPA holders and then place the order with the BPA holder that represents the best value.

(2) **Review BPAs Periodically:** Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)

- (c) The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.
- (d) When the ordering office's requirement involves both products as well as executive, administrative and/or professional, services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)
- (e) The ordering office, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

14. Payment address(es):

**Marine Acoustics, Inc.  
Attn: Accounts Receivable  
809 Aquidneck Avenue  
Middletown, RI 02842**

15. Warranty provision : **Contractor's standard commercial warranty**
16. Export packing charges, if applicable : **N/A**
17. Terms and conditions of Government purchase card acceptance (any thresholds above the micropurchase level). **Please call.**
18. Terms and conditions of rental, maintenance, and repair (if applicable): **N/A**
19. Terms and conditions of installation (if applicable): **N/A**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): **N/A**
- 20a. Terms and conditions for any other services (if applicable): **N/A**
21. List of service and distribution points (if applicable): **N/A**
22. List of participating dealers (if applicable): **N/A**
23. Preventive maintenance (if applicable): **N/A**
24. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: **N/A**
25. Data Universal Number System (DUNS) number: **DUNS Number 19-349-9043**
26. Notification regarding registration in Central Contractor Registration (CCR) database: **Marine Acoustics, Inc. is registered in the CCR database.**
27. Net billing (if applicable).
28. **PURCHASE OF INCIDENTAL, NON-SCHEDULE ITEMS:** For administrative convenience, open market (non-contract) items may be added to a Federal Supply Schedule Blanket Purchase Agreement (BPA) or an individual order, provided that the items are clearly labeled as such on the order, all applicable regulations have been followed, and price reasonableness has been determined by the ordering activity for the open market (non-contract) items.

## **CONTRACTOR TEAM ARRANGEMENTS AND FEDERAL SUPPLY SCHEDULES**

In the spirit of the Federal Acquisition Streamlining Act, all Federal agencies have been encouraged to facilitate innovative contracting/acquisition approaches. FAR Part 1.102 provides Guiding Principles on the Federal Acquisition System, outlining what the System will achieve --

- Satisfy the customer (cost, quality and timeliness of delivery)
- Maximize use of commercial products and services
- Consider contractor's past performance
- Promoting competition
- Minimize administrative costs
- Conduct business with integrity, fairness and openness
- Fulfill public policy objectives

The Federal Supply Schedule program is a source customers may use to achieve what the System has outlined for Acquisition Teams to follow.

Each member of the "Acquisition Team" is to exercise personal initiative and sound business judgment and is responsible for making acquisition decisions that deliver the best value product or service to meet the customers' needs. FAR 1.102-4 further empowers Government Team members to make acquisition decisions within their areas of responsibility including selection, negotiation and administration. The contracting officer has the authority to the maximum extent practical, to determine the applications of rules, regulations, and policies.

In light of these changes, Federal Supply Schedule customers may refer to FAR 9.6 - Contractors Team Arrangements. The policy and procedures outlined in this part will provide more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules. Customers are encouraged to review this section and should note this is permissible after contract award. Team Arrangements combined with the Federal Supply Schedule Program provide Federal customers a powerful commercial acquisition strategy.

## **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 customer agency requirements.

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

Orders under a Team Arrangement are subject to terms and conditions of 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 customers needs, or -
- Federal Supply Schedule contractors may submit a Schedules "Team Solution" to meet the customer's requirement.
- Customers make a best value selection.

For more information contact:

E-MAIL ADDRESS - [kathy.iocoy@gsa.gov](mailto:kathy.iocoy@gsa.gov) or [russell.hanson@gsa.gov](mailto:russell.hanson@gsa.gov)  
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## ***SUGGESTED BPA FORMAT***

### **BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE (Insert Customer Name)**

In the spirit of the Federal Acquisition Streamlining Act \_\_\_\_\_ (Agency) and *Marine Acoustics, Inc.* 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) GS-10F-0164N.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: the search for sources; the development of technical documents and solicitations; and the evaluation of bids and offers. Contractor Team Arrangements are permitted with Federal Supply Schedule contractors in accordance with Federal Acquisition Regulation (FAR) Subpart 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 **Government that works better and costs less.**

Signatures:

\_\_\_\_\_

AGENCY

\_\_\_\_\_

DATE

\_\_\_\_\_

CONTRACTOR

\_\_\_\_\_

DATE

**VICTORY OVER RED TAPE**

**Revised 6/2000**

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

(CUSTOMER NAME)  
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) GS-10F-0164N, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

- (1) The following contract services/products 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:

<u>ITEM (Model/Part Number or Type of Service)</u>		<u>SPECIAL BPA DISCOUNT/PRICE</u>
PS1	Principal Scientist/Engineer	
SS3	Supervisory Scientist/Engineer 3	
SS2	Supervisory Scientist/Engineer 2	
SS1	Supervisory Scientist/Engineer 1	
SR3	Senior Scientist/Engineer 3	
SR2	Senior Scientist/Engineer 2	
SR1	Senior Scientist/Engineer 1	
ST5	Staff Scientist/Engineer 5	
ST4	Staff Scientist/Engineer 4	
ST3	Staff Scientist/Engineer 3	
ST2	Staff Scientist/Engineer 2	
ST1	Staff Scientist/Engineer 1	
AS5	Administrative Specialist 5	
AS4	Administrative Specialist 4	
AS3	Administrative Specialist 3	
AS2	Administrative Specialist 2	
AS1	Administrative Specialist 1	
VA2	Visual/Acoustic Observer 2	
VA1	Visual/Acoustic Observer 1	

- (2) Delivery:

DESTINATION

\_\_\_\_\_  
\_\_\_\_\_

DELIVERY SCHEDULE/DATES

\_\_\_\_\_  
\_\_\_\_\_

- (3) The Government 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, paper, or oral communications.
- (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) Task/Delivery 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 as specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the task/delivery 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.

**\*IMPORTANT -- A new feature to the Federal Supply Schedules Program permits contractors to offer price reductions in accordance with commercial practice. Contractor Team Arrangements are permitted with Federal Supply Schedule contractors in accordance with FAR Subpart 9.6.**

Revised 6/2000