



**General Services Administration  
FEDERAL SUPPLY SERVICE**

**AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICELIST  
ENVIRONMENTAL SERVICES  
FSC GROUP: 899**



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**Other than Small Business  
[www.fugroearthdata.com](http://www.fugroearthdata.com)**

**Contract #GS-10F-0444P  
Contract Period: July 28, 2009 through July 27, 2014**

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For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).

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 database system. The INTERNET address of GSA Advantage! is: [GSAAvantage.gov](http://GSAAvantage.gov).

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**CUSTOMER INFORMATION:**

1a. Table of awarded special item numbers:

SINs	Pages
899-1 / 899-1RC Environmental Planning Services & Documentation	19 to 20
899-7 / 899-7RC Geographic Information Systems (GIS)	

1b. Lowest priced Model: Not Applicable

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. See pages 8 through 20 for a description and pricing of all items.

2. Maximum order:

SINs	Max. Order
899-1 / 899-1RC Environmental Planning Services & Documentation	\$5,000,000
899-7 / 899-7RC Geographic Information Systems (GIS)	

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

4. Geographic coverage: **Worldwide**

5. Point(s) of production: **Not applicable**

6. Discount from list prices or statement of net price: **Prices shown are net**

7. Quantity discounts: **None**

8. Prompt payment terms: **Net 30 Days**

9. The Government purchase cards are acceptable for all orders

10. Foreign items: **Not Applicable**

11a. Time of delivery: **As mutually agreed to by ordering agency and EarthData**

11b. Expedited Delivery/Urgent Requirements/2-Day Delivery

12. F.O.B point: **Destination**

13. Ordering address:

**Fugro EarthData, Inc.  
7320 Executive Way  
Frederick, MD 21704**

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).

14. Payment address:  
**Fugro EarthData, Inc.**  
**7320 Executive Way**  
**Frederick, MD 21704**
15. Warranty provision: **Standard Commercial Warranty**
16. Export packing charges: **Not Applicable**
17. Contractor will accept Government purchase cards above the micro purchase level
18. Terms and Conditions applicable to maintenance and repair: **Not Applicable**
19. Terms and conditions for installation: **Not Applicable**
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). **Not Applicable**
- 20a. Terms and conditions for any other services: **Not Applicable**
21. List of service and distribution points: **Not Applicable**
22. List of participating dealers (if applicable). **Not Applicable**
23. Preventive maintenance (if applicable). **Not Applicable**
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants. **Not Applicable**
25. Data Universal Number System (DUNS) number. **06-842-6845**
26. Notification regarding registration in Central Contractor Registration (CCR) database. **Fugro EarthData is registered with CCR**

## CORPORATE PROFILE

Fugro EarthData (EarthData) is a remote sensing, mapping, and GIS services company that provides clients with customized solutions to support a wide range of land-use and natural resource management activities. Equipped with state-of-the-art technologies, EarthData collects and transforms information about the earth's surface into spatially correct mapping products for use in either GIS or design and engineering environments.



This color infrared digital orthophoto of the Chesapeake Bay surrounding Annapolis, Maryland, was created by EarthData for the Maryland Department of Natural Resources under its statewide mapping program.

EarthData's strategic focus is to develop, integrate, and operate technologies that provide data where none existed before; to update data with faster production times and reduced costs; and to adapt or develop software that expands data applications for the mapping and GIS communities. This commitment to innovation has enabled EarthData to steadily supply public- and private-sector clients with cost-effective, diverse, and accurate geospatial information.

Together with its affiliates, EarthData is one of the world's largest spatial data organizations, employing more than 140 professionals and operating a unique suite of airborne sensors and technical processes designed for GIS and mapping applications.

- EarthData owns seven aircraft equipped with cameras and other airborne sensors. Working throughout the United States, as well as internationally, EarthData takes full advantage of GPS and inertial measurement technologies in every phase of its operation. EarthData operates the GeoSAR system, two Leica LiDAR systems (ALS50-II and ALS60), three Leica ADS40 digital aerial camera systems, and one Wild RC-30 aerial camera system.
- EarthData specializes in customized mapping solutions with data derived from aerial cameras and airborne laser, thermal, and multispectral sensors. EarthData's state-of-the-art production facility also houses two exclusive technologies: GeoSAR radar mapping and Pixel Factory processing for digital imagery.
  - GeoSAR Mapping Services uses a dual-band airborne radar-mapping technology, which penetrates foliage and clouds to create an accurate model of the earth's surface.



EarthData's fleet of aircraft include three Piper Navajo, one Helio Courier, one Cessna Conquest (above), and one Gulfstream II.

- Pixel Factory Mapping Services orthorectifies every pixel in a digital image to eliminate all terrain and feature displacement, making it the fastest and most economical approach to high-accuracy, high-resolution base mapping for GIS development.
- EarthData provides a full-range of GIS services, including project consulting, geodatabase design, application development, web-based solutions, and spatial analyses.
- EarthData develops, enhances, and integrates airborne cameras, sensors, and processing technologies to provide EarthData's clients with the most useful geographic data possible.

### ADDITIONAL CORPORATE HIGHLIGHTS

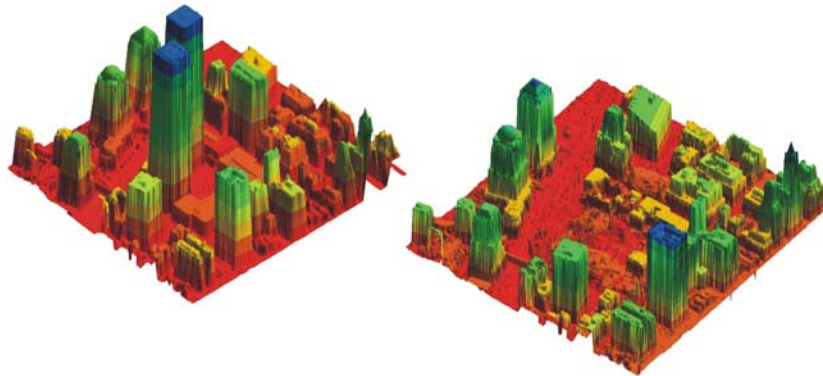
- EarthData provides a unique range and depth of experience for undertaking and successfully accomplishing federal and international mapping and GIS tasks within the framework of an Environmental Services contract with GSA.
- EarthData has 54 years of experience providing a complete range of aerial mapping and GIS services to federal, state, and local governments, domestically and internationally.
- As the first company to develop and offer digital orthoimagery services (starting in 1988), EarthData, in conjunction with Maryland's Department of Natural Resources, undertook the first statewide color infrared digital orthophotography program for wetland mapping using the National Wetland Inventory (NWI) standards.



EarthData participated on a team to provide updated orthophoto and planimetric mapping and a new GIS to be used by the city of Washington, DC, and the National Capital Planning Commission.

- EarthData has completed multiple statewide mapping programs:
  - Delaware (digital orthophotography, land use/land cover mapping)
  - Florida (digital color and color-infrared orthophotography);
  - Indiana (digital orthophotography, DEMs);
  - Maryland (digital orthophotography, land use, wetland mapping),
  - Massachusetts (digital orthophotography);
  - Michigan (digital orthophotography);
  - Mississippi (digital orthophotography, planimetric/topographic mapping);

- North Carolina (LiDAR for floodplain mapping);
  - Tennessee (digital orthophotography, planimetric/GIS mapping);
  - Texas (digital orthophotography);
  - Virginia (digital orthophotography); and
  - Vermont (digital orthophoto base mapping).
- EarthData is the prime contractor for end-to-end mapping services under indefinite delivery contracts for various federal agencies, including the US Geological Survey (USGS), the US Army Corps of Engineers (USACE), and the National Geospatial Intelligence Agency (NGA).
  - EarthData's rapid response mapping services have been employed at the World Trade Center immediately following the terrorist attacks of September 11, 2001; in post-hurricane assessment and clean-up following Hurricanes Floyd, Isabel, Katrina, Rita, Ike, and Wilma; in post-tornado assessment in La Plata, MD and Rutherford County, TN; in industrial disaster assessments such as the fly-ash pond spills in Tennessee; and, in wartime conditions in Bosnia.



These 3D LiDAR models show the World Trade Center site before and after 9/11. As part of the rapid response team following the attacks, EarthData performed LiDAR data collection, and Carsi Lab at Hunter College performed the 3D modeling.

- EarthData is an ISO9001:2008 quality system certified organization. The internationally recognized ISO standard covers all production, management, and administrative functions providing EarthData clients an added level of assurance in the quality and longevity of the products and services they receive.
- EarthData is committed to working in partnership with customers in planning, reporting, and providing the necessary quality control/quality assurance to ensure high performance and program success. EarthData has developed and refined project management to promote communication between program participants, monitor production, provide avenues for required or requested project or process modifications, mandate regular progress reporting, and include a web-based project tracking system that allows 24-hour client access to project status reporting.

## DESCRIPTION OF SERVICE CATEGORIES

Following is the list of proposed labor categories and descriptions, including minimum required education and minimum years of experience:

### 4.1.1.1 Administrative Support

Administrative support provides general office support to the administrative section and to all other departments. Accomplishes accurate and timely data entry. Responsible for scheduling, preparation of meeting materials, human resource support, follow-up on action items, organization of travel, and other general administrative duties.

- High school diploma
- 5 to 7 years of experience in administrative support

### 4.1.1.2 Flight Operations Manager

The flight operations manager supervises all flight operations, safety, and readiness of all aircraft. Responsibilities include flight crew management, safety programs, crew and aircraft scheduling, standardization, aircraft maintenance management, project management, and budget preparation and management for the flight operations department.

- Bachelor's degree in science, engineering, or business management desired
- 10 years of experience in aviation management
- Commercial pilot's license
- Experience as pilot in command of multi-engine aircraft
- Knowledge of foreign and domestic government/air carrier operations

### 4.1.1.3 Pilot (Conventional)

The pilot is in command of the aircraft and crew performing photogrammetric mapping and remote sensing missions. Ensures safe and efficient aircraft operation. Coordinates all missions with appropriate FBO's, FAA Flight Standard District Offices, military range control, and Air Traffic Controller facilities (military and civilian). Ensures all aircraft maintenance is properly accomplished and documented.

- High school diploma and 2 years of college
- 2500 hours minimum total flying hours
- 500 hours flying hours in aircraft type (or equivalent aircraft) as pilot in command
- Current FAA designation as a commercial or airline transport pilot with unlimited multi engine and instrument rating

### 4.1.1.4 Pilot (Jet)

Pilots EarthData Gulfstream G-II aircraft equipped with GeoSAR, an interferometric synthetic aperture radar system used for ground mapping. The pilot is in command of aircraft and a crew of four conducting airborne data acquisition missions worldwide.

Ensures safe and efficient aircraft operation. Coordinates all missions with appropriate FBO's, FAA Flight Standard District Offices, military range control, and Air Traffic Controller facilities (military and civilian). Ensures all aircraft maintenance is properly accomplished and documented.

- High school diploma and 2 years of college
- Minimum of 4,000 hours total flying hours with at least 2,000 hours as pilot in command of turbojet aircraft, of which at least 500 hours are in the G-II.
- FAA Airline Transport Pilot rating and G-II ground and flight simulator training within the past year required.

#### **4.1.1.5 Data Acquisition Coordinator**

The data acquisition coordinator serves as crew chief, responsible for overall mission planning and organization as well as management of acquisition activities in the field. Generates and/or reviews flight plans for data acquisition, ensuring adequacy for the mission. Ensures appropriate flight/mission logs and other required documentation is completed. Qualified to operate one or more airborne sensors used for mapping and remote sensing applications. Conducts or supervises data collection and performs field data processing for quality assessment. Supervises deployment and operation of ground GPS equipment and associated personnel. Ensures proper records are maintained.

- High school diploma and 2 years of college
- 3 to 5 years of experience in surveying, mapping, or GIS
- Knowledge of digital remote sensing equipment, GPS, camera systems, and basic computer software

#### **4.1.1.6 Survey Team Lead**

Provides technical expertise in establishing GPS base station and ground control requirements for aerial photography and remote sensing projects. When necessary, establishes geodetic control networks. Plans and coordinates logistics to support data acquisition. Schedules and supervises activities of field crew(s) to meet varying project needs.

Communicates status of projects in a timely manner to project management staff. Keeps apprised of upcoming projects as well as changes to ongoing projects, and develops appropriate plans to utilize existing resources in an efficient manner.

- Bachelor's degree
- Active/valid professional surveying license in at least one state
- 10 to 12 years of experience in surveying
- 5 years of experience managing staff
- Survey field experience in appropriate surveying applications including field-to-finish data collection techniques.
- Experience in computer software applications for processing survey data, including applicable CAD packages.
- Experience with administrative and budgetary procedures.

#### **4.1.1.7 Surveyor**

Coordinates activities of the members of a field crew. Conducts reconnaissance to locate existing control points and suitable photo identifiable (ID) points. Establishes new base station and photo ID points. Communicates status of fieldwork in a timely manner to Survey Team Leader. Keeps apprised of any changes in the requirements of the ongoing field project and reacts appropriately.

- High school diploma
- Active/valid professional surveying license in at least one state
- 5 to 7 years of experience in surveying
- Survey field experience in appropriate surveying applications including field-to-finish data collection techniques.
- Proficient with computer software applications for processing survey data.

#### **4.1.1.8 Survey Technician**

Locates and/or establishes control points and operates GPS base station equipment in support of aerial photography and airborne remote sensing missions.

- High school diploma.
- 2 to 3 years of experience in surveying
- Survey field experience in appropriate surveying applications.
- Familiarity with office software applications for processing survey data.

#### **4.1.1.9 Quality Manager**

The quality manager is responsible for the overall administration of the quality system and ensures the system is established, documented, understood, maintained, and continuously improved. Assists personnel in meeting quality standards through revision and improvement of processes and procedures within each department. Performs regular audits of the quality system, initiates action to prevent occurrence of any nonconformity, identifies and records any problems related to the quality system, and initiates and verifies corrective actions.

- BS/BA degree in Surveying, Engineering, Geography, or GIS.
- 10 years experience in engineering, surveying, or mapping/GIS field
- 3 years of management experience
- 2 years of demonstrated experience in a leadership role promoting quality improvement and conducting internal quality audits.
- Experience in the production or use of NGA and other standard DoD geospatial products
- In-depth knowledge of quality practices, tools, standards, and management systems, including the ISO 9000 series of standards.

#### **4.1.1.10 Quality Assurance Specialist**

The quality assurance specialist assists in management of the quality program. Assists the director and production manager in ensuring all production processes are documented and follow established ISO procedures. Serves as an independent QC reviewer of the department's products.

- BS degree in Surveying, Engineering, Geography, or related field.
- 4 to 6 years of experience in engineering, surveying, or mapping/GIS field
- Experience in the production or use of NGA and other standard DoD geospatial products
- Knowledge of ISO 9001 specifications and requirements

#### **4.1.1.11 Executive Manager**

The executive manager has overall responsibility for all the operations of the organization. Establishes business objectives, develops organizational policies to coordinate activities between departments, and establishes responsibilities and procedures for attaining objectives. Oversees budget development and management. Reviews activity reports and financial statements to determine progress and status in attaining objectives, and revises objectives and plans as necessary. Plans, directs, manages, and controls the strategic direction of business development, finance, human resource, production, and technical development.

- Master's degree
- 15 years of experience in engineering, surveying, or mapping/GIS field
- 10 years of management experience
- Basic technical understanding of mapping and GIS services
- Basic technical understanding of finance and accounting

#### **4.1.1.12 Program Manager**

The program manager shall ensure that all projects are completed on time, within budget, and to the required specifications. The program manager will coordinate with operations and business staff on all phases of project operations, including, but not limited to, proposal development, financial planning/budgeting, contract review, quality assurance, subcontract coordination, budget and schedule control, and client coordination.

- BS/BA degree in Surveying, Engineering, Geography, or related field.
- 5 to 10 years of experience as project or production manager
- Active professional registrations or certifications (e.g. project management, photogrammetry, GIS, or surveying)
- 1 to 5 years of experience in financial planning, budgeting, and reporting
- Supervisory experience of 4-8 staff

#### **4.1.1.13 Senior Project Manager**

Overall project-level management responsibility. Writes statements of work and proposals, develops estimates, and manages delivery and change orders. Ensures capacity is available for projected work by monitoring labor projections and surge capacity metrics, and by remaining in constant communication with all team members. Plans for crises and surge requirements. Monitors and, in some cases, approves key staff assigned by subcontractors to work on specific projects. Coordinates with and prepares presentations for the customer. Ensures prompt and accurate corrective action by company staff, partners, and subcontractors in response to reported problems.

- BS/BA degree in Surveying, Engineering, Geography, or related field.
- 8 years of experience as project or production manager
- Supervisory experience of 4 or more staff

#### **4.1.1.14 Project Manager**

Responsible for the detailed management of specific projects. Coordinates with program manager and other project managers as required. Provides guidance and direction to team members to ensure efficient use of resources. Uses web-based management system and other mechanisms for tracking hours, progress, quality control, and actual performance against estimates.

- BS/BA degree in Surveying, Engineering, Geography, or related field.
- 5 years of experience as project or production manager
- Supervisory experience of 4 or more staff

#### **4.1.1.15 Scheduler**

The scheduler serves as deputy manager to the program manager in the production of a variety of mapping and geospatial products, with the goal of delivering all projects on time and within budget, while meeting client requirements and ensuring the profitability of the company. The scheduler supports operations staff in all endeavors of production, including, but not limited to, scheduling, resource assignments and utilization, performance measurement, quality assurance and control, subcontracting management of team leads, reduction of cycle time and network, and implementation of new production processes.

- BS/BA in in Surveying, Engineering, Geography, or GIS
- 5 to 7 years experience in mapping, GIS, and/or photogrammetry
- 2 years minimum experience in supervisory/management role

#### **4.1.1.16 Chief Scientist**

Reports directly to executive management. Responsible for providing specialized advice and assistance on complex technical projects. Is widely known in his/her field of expertise. Independently performs a variety of system analysis, design and/or engineering tasks that are broad and innovative in nature. Participates in national level steering and advisory groups, panels and committees. Advises/mentors technical personnel at all levels and reviews work for technical accuracy. Guides the strategic growth of scientific programs.

- Master's or Ph.D. degree in engineering, scientific or technical fields
- Experience exceeds 20 years
- Active professional certification/registration in photogrammetry and surveying

#### **4.1.1.17 Principal Scientist**

Principal scientist reports directly to the program manager, serves as technical support, and assists other divisions as necessary. Responsible for the calibration and the adjustment of all production equipment. Responsible for evaluation of production hardware and software for accuracy and productivity. Ensures hardware and software used in production have been maintained and upgraded. Ensures that production processes proposed for a project will meet accuracy requirements.

- MS or Ph.D. in computer science, electrical engineering, remote sensing, geometric sciences, or related field
- 15 years of experience in engineering, surveying, or mapping/GIS field
- 3 to 5 years of experience in a supervisory management/leadership role

#### **4.1.1.18 Scientist**

- MS degree in surveying, engineering, geography, GIS, or related field
- 8 to 10 years of experience in engineering, surveying, or mapping/GIS field
- 3 to 5 years of experience in a supervisory management/leadership role

#### **4.1.1.19 Developer**

The developer will assist in developing and supporting creative production procedures and product for the division and in propagating knowledge and technical awareness of photogrammetry, remote sensing, and GIS sciences among production and marketing staff. The senior developer will report to the director of GeoDefense Solutions. Conduct basic and practical research of potential software/hardware solutions. Develop new product and procedure.

- BS/BA in computer science, electrical engineering, remote sensing, or geosciences
- 5 to 7 years of experience in engineering, surveying, or mapping/GIS field

#### **4.1.1.20 Specialist**

Technical support staff member responsible for developing and maintaining production processes. Responsible for hardware and software used in applications throughout the company. Promotes knowledge and technical awareness of all aspects of photogrammetry, remote sensing, and GIS sciences among staff.

- BS/BA in computer science, electrical engineering, remote sensing or geometric sciences
- 7 years of experience in engineering, surveying, or mapping/GIS field

#### **4.1.1.21 GIS Team Lead**

The GIS team lead assigns, directs, and leads the image interpretation team in the production of photo interpretation, vectorization, and field verification tasks to produce products for external clients, with the goal of delivering all products on time and within budget, while meeting client requirements and ensuring the profitability of the company. The GIS team lead is responsible for all phases of team operations, including, but not limited to, scheduling, team assignments, quality assurance and control, personnel management, team performance monitoring, budget and schedule performance monitoring, and coordination and communication with other departments, teams, and management personnel.

- BS/BA degree in surveying, engineering, geography, or GIS
- 7 to 10 years of experience in Imagery-based cartography, and other aspects of GIS concepts
- 3 years of management/leadership experience

#### **4.1.1.22 GIS Analyst**

The GIS analyst collects, organizes, edits, photo interprets, and does vectorization, to produce finished products that meet internal and/or external client requirements. Responsibilities also include coordinating project tasks, provide training and support team lead when needed.

- BS/AA degree in Surveying, Engineering, Geography, or GIS
- 3 to 5 years of experience in mapping or GIS

#### **4.1.1.23 GIS Technician**

The GIS technician becomes familiar with and develops a thorough understanding of the technical side of GIS and photogrammetry. This knowledge is then applied in the areas of edits, photo interprets, and vectorization to produce a variety of products that meet internal and/or external client requirements.

- BS/AAS degree in Surveying, Engineering, Geography, or GIS.
- 1 to 3 years of experience in GIS or mapping

#### **4.1.1.24 Geospatial Analysis Team Lead**

The geospatial analysis team lead leads a team of cartographers in the production of a variety of geospatial products in compliance with associated specifications and client supplied requirements. Product types include, but are not limited to, vector data, raster image data, raster map data, terrain/elevation data, hardcopy maps/charts and specialized analysis-based products. Assigns work to team members and assures all project related batch processes are scheduled and executed in a timely matter. Additional daily activities include creation and maintenance of project data, imagery manipulation (including generation of stereo pairs), ensuring that backups are made of all data on a daily basis, performing in-process quality checks (IQC) on own work and as well as others and generating plots of vector data/contours for QC and display purposes.

- BS/AAS degree in Surveying, Engineering, Geography, or GIS.
- 3 to 5 years of experience in imagery-based cartography, photo interpretation, photogrammetry and/or other geospatial applications
- Experience in production management (preferred)

#### **4.1.1.25 Geospatial Analyst**

A geospatial analyst ensures geospatial products are in compliance with applicable specifications. Products include, but are not limited to elevation data, image raster data, map raster data, hardcopy maps/charts and vector data. Activities also include creation and maintenance of project data, imagery manipulation (including generation of stereo pairs), performing In-Process Quality Checks. Generate plots of vector data/contours for QC and display purposes.

- BS/AAS degree in Surveying, Engineering, Geography, or GIS
- 3 to 5 years of experience in imagery-based cartography, photo interpretation and/or photogrammetry

#### **4.1.1.26 Geospatial Technician**

A geospatial technician produces a variety of geospatial products in compliance with associated specifications. Products include, but are not limited to, elevation data, image raster data, map raster data, hardcopy maps/charts and vector data.

- BS/AAS degree in Surveying, Engineering, Geography, or GIS
- 1 to 3 years of experience in compiling, organizing, analyzing and developing intelligence products from imagery and vector data

#### **4.1.1.27 Imagery Analysis Team Lead**

The digital imagery analysis team lead assigns, directs, and leads the digital orthophoto and finishing team in the production of orthophoto products for delivery to internal and external clients, with the goal of delivering all projects on time and within budget, while meeting client requirements and ensuring the profitability of the company. The imagery analysis team lead is responsible for all phases of team operations, including, but not limited to, administrative functions, scheduling, team assignments, quality assurance and control, personnel management, team performance monitoring, budget and schedule performance monitoring, and coordination and communication with other departments, teams, and management personnel.

- BS/AAS degree in geography or related field
- 5 to 7 years of experience producing and editing digital orthophotos
- Supervisory experience of 5 or more staff

#### **4.1.1.28 Imagery Analyst**

The digital imagery analyst edits and processes digital imagery from different sources to produce a variety of products that meets internal and/or external client requirements. The Digital Imaging Analyst will also provide training, perform independent quality review of other staff members work, provide technical support, and perform administrative duties as required.

- BS/AAS degree in in geography or related field
- 3 to 5 years of experience producing and editing digital orthophotos

#### **4.1.1.29 Imagery Technician**

Responsible for reviewing film and digital imagery to ensure product meets job specifications and customer requirements.

- BS/AAS degree in geography or related field.
- 1 to 3 years of experience producing and editing digital orthophotos

#### **4.1.1.30 Facility Security Officer**

The facility security officer will have two primary areas of responsibility and authority: government security functions and site management. Government security function will pertain to staff clearances, automated information systems (AIS), communications security (COMSEC), and visiting personnel.

- High school diploma
- 7 years of experience in Industrial/Physical/Government Security/COMSEC
- Facility Officer Security Certification
- Ability to obtain and maintain a security clearance

#### **4.1.1.31 Systems Administrator**

The systems administrator performs engineering tasks involving design, development, and modification of computer systems, is responsible for building repair and troubleshooting, and has some responsibilities as the assistant facility security officer. The systems administrator supervises all other systems and facility management personnel.

- College/university degree
- 10 to 12 years of experience PC's and Windows NT/Windows 95
- UNIX experience
- Ability to obtain and maintain a security clearance

#### **4.1.1.32 Systems Analyst**

The systems analyst performs hardware and software troubleshooting, installation, and modification of computer systems.

- College/university degree
- 3 to 5 years of experience with PC's and Windows NT/Windows 95
- 1 to 2 years of UNIX experience desirable
- Ability to obtain and maintain a security clearance

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### **DESCRIPTION OF OTHER DIRECT COST ITEMS**

#### **4.1.2.1 Piper Navajo Aircraft**

The Piper Navajo Chieftain aircraft is a twin-engine turbo-prop aircraft equipped with autopilot GPS tracking system and transponder. It is specially designed for the aerial photography missions, airborne GPS control surveys, thermal scanning, and microwave radiometers measurements. Its maximum operating altitude is 26,000 feet.

#### **4.1.2.2 Helio Courier Aircraft**

The Helio Courier is a slow flight, high load aircraft, specially designed to travel at 30 to 50 mph to acquire very-large-scale spatial data at altitudes between 500 and 1,000 feet or lower (with proper clearance).

#### **4.1.2.3 Cessna Conquest Aircraft**

The Cessna Conquest aircraft is a pressurized, turbo-prop aircraft, which can be used for both normal and high altitude, small-scale aerial image acquisition. This aircraft is normally mounted with the Leica ADS40 sensor in combination with airborne GPS.

#### **4.1.2.4 Gulfstream Aircraft (GeoSAR)**

The Gulfstream II is a jet aircraft mounted with the GeoSAR imaging radar system that uses radar to collect 160 square kilometers (62.5 square miles) of image data a minute.

#### **4.1.2.5 Geosar Imaging Radar**

The GeoSAR is an airborne interferometric Synthetic Aperture Radar system designed to collect radar images and interferometric data at 2 different radar frequencies: X-band and P-band for foliage penetration. From this data, EarthData can develop digital elevation models and orthorectified radar images of the observed terrain.

#### **4.1.2.6 ADS40 Digital Sensor**

The Leica ADS40 is a digital push-broom imaging sensor, designed to collect stereoscopic and multispectral aerial imagery. Its innovative three-line scanner principle (capturing imagery looking forwards, backwards and downwards from an aircraft) provides stereoscopic views for computing elevation data, in addition to 4 other spectral bands: red, green, blue and near-infrared.

#### **4.1.2.7 LiDAR**

The LiDAR (Light Detection And Ranging) is an airborne laser instrument designed to collect terrain elevation data. Data collected by a LiDAR is used to produce high-resolution elevation models. LiDAR data can be acquired from 1,500' – 30,000', with accuracies ranging from +/- 7-30cm.

##### **4.1.2.10.1 Wild RC-30 analog camera**

The Wild RC-30 is a conventional film-based camera with forward motion compensation, used to acquire aerial photography at various scales and from various altitudes. It can be equipped with either a 6" or a 12" lens.

##### **4.1.2.10.1 GPS Receivers**

Global Positioning System receivers used for airborne survey and ground control.

## GSA PRICING LABOR CATEGORIES

Item #	GSA Labor Category Title	GSA Price Per Hour				
		July 28, 2009 – July 27, 2010	July 28, 2010 – July 27, 2011	July 28, 2011 – July 27, 2012	July 28, 2012 – July 27, 2013	July 28, 2013 – July 27, 2014
1	Administrative Support	\$73.55	\$76.49	\$79.55	\$82.73	\$86.04
2	Flight Operations Manager	\$128.45	\$133.59	\$138.94	\$144.49	\$150.27
3	Pilot (Conventional)	\$109.44	\$113.82	\$118.37	\$123.10	\$128.03
4	Pilot (Jet)	\$201.12	\$209.17	\$217.54	\$226.24	\$235.29
5	Data Acquisition Coordinator	\$112.03	\$116.51	\$121.17	\$126.02	\$131.06
6	Survey Team Lead	\$159.48	\$165.86	\$172.49	\$179.39	\$186.57
7	Surveyor	\$159.48	\$165.86	\$172.49	\$179.39	\$186.57
8	Survey Technician	\$99.32	\$103.29	\$107.42	\$111.72	\$116.18
31	Systems Administrator	\$158.87	\$165.23	\$171.83	\$178.71	\$185.86
32	Systems Analyst	\$157.96	\$164.28	\$170.85	\$177.68	\$184.79
9	Quality Manager	\$125.43	\$130.45	\$135.67	\$141.09	\$146.74
10	Quality Assurance Specialist	\$71.75	\$74.62	\$77.60	\$80.70	\$83.93
11	Executive Manager	\$210.03	\$218.43	\$227.17	\$236.26	\$245.71
12	Program Manager	\$167.53	\$174.23	\$181.20	\$188.45	\$195.99
13	Senior Project Manager	\$130.57	\$135.79	\$141.23	\$146.87	\$152.75
14	Project Manager	\$113.50	\$118.04	\$122.76	\$127.67	\$132.78
15	Scheduler	\$117.26	\$121.95	\$126.83	\$131.90	\$137.18
16	Chief Scientist	\$226.77	\$235.84	\$245.28	\$255.09	\$265.29
17	Principal Scientist	\$175.84	\$182.88	\$190.19	\$197.80	\$205.71
18	Scientist	\$133.07	\$138.39	\$143.92	\$149.68	\$155.67
19	Developer	\$109.35	\$113.73	\$118.28	\$123.01	\$127.93
20	Specialist	\$103.18	\$107.31	\$111.60	\$116.07	\$120.71
21	GIS Team Lead	\$123.81	\$128.76	\$133.91	\$139.27	\$144.84
22	GIS Analyst	\$87.94	\$91.46	\$95.12	\$98.92	\$102.88
23	GIS Technician	\$74.84	\$77.83	\$80.94	\$84.18	\$87.55
24	Geospatial Analysis Team Lead	\$115.40	\$120.02	\$124.82	\$129.81	\$135.00
25	Geospatial Analyst	\$80.32	\$83.54	\$86.88	\$90.35	\$93.97

Item #	GSA Labor Category Title	GSA Price Per Hour				
		July 28, 2009 – July 27, 2010	July 28, 2010 – July 27, 2011	July 28, 2011 – July 27, 2012	July 28, 2012 – July 27, 2013	July 28, 2013 – July 27, 2014
26	Geospatial Technician	\$80.80	\$84.03	\$87.39	\$90.89	\$94.52
27	Imagery Analysis Team Lead	\$113.94	\$118.50	\$123.24	\$128.17	\$133.29
28	Imagery Analyst	\$78.34	\$81.47	\$84.73	\$88.12	\$91.65
29	Imagery Technician	\$70.61	\$73.44	\$76.38	\$79.43	\$82.61
30	Facility Security Officer	\$122.09	\$126.97	\$132.05	\$137.34	\$142.83

**GSA PRICING  
OTHER DIRECT COST ITEMS**

Item #	Other Direct Cost Items	GSA Price Per Hour				
		July 28, 2009 – July 27, 2010	July 28, 2010 – July 27, 2011	July 28, 2011 – July 27, 2012	July 28, 2012 – July 27, 2013	July 28, 2013 – July 27, 2014
1	Navajo	\$786.09	\$817.54	\$850.24	\$884.25	\$919.62
2	Helio	\$751.49	\$781.55	\$812.81	\$845.32	\$879.14
3	GeoSAR	\$10,956.50	\$11,394.76	\$11,850.55	\$12,324.57	\$12,817.56
4	GeoSAR Radar	\$8,665.89	\$9,012.53	\$9,373.03	\$9,747.95	\$10,137.87
5	Conquest	\$2,120.26	\$2,205.07	\$2,293.27	\$2,385.01	\$2,480.41
6	ADS40 (US)	\$1,697.75	\$1,765.66	\$1,836.29	\$1,909.74	\$1,986.13
7	LiDAR	\$604.90	\$629.10	\$654.26	\$680.43	\$707.65
8	RC-30	\$151.74	\$157.81	\$164.12	\$170.69	\$177.51
9	GPS Receivers	\$17.53	\$18.23	\$18.96	\$19.72	\$20.51

## ORDERING SERVICES REQUIRING A STATEMENT OF WORK (SOW)

The following is information on ordering procedures for services that require a Statement of Work (SOW) for individual Schedules.

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.

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 quote may be requested. The firm-fixed price shall be based on the prices 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 direct charges 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 of 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 qualifications of responses.

(2) Transmit the Request to Contractors:

Based upon an initial evaluation of catalogs and pricelists, 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 requests 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:

- (a) 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 timeframes, 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. 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 at (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 tradeoffs made in making the selection.

## 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 that 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 customer agency 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 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:

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



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 Agency):

(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 BPA DISCOUNT/PRICE	*SPECIAL
_____	_____
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULES / 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, 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;

## AUTHORIZED NEGOTIATORS

1. Name of new POC: Mr. Edward Saade
  2. Title of new POC: President
  3. Phone # and extension: 301-948-8550 ext. 143
  4. Fax #: 301-963-2064
  5. Address - same as Contract address (7320 Executive Way, Frederick, MD 21704)
  6. Email address: [esaade@fugroearthdata.com](mailto:esaade@fugroearthdata.com)
  7. Company website address: [www.fugroearthdata.com](http://www.fugroearthdata.com)
- 

1. Name of new POC: Mr. Brian Wegner
  2. Title of new POC: Senior Vice President
  3. Phone # and extension: 301-948-8550 ext. 120
  4. Fax #: 301-963-2064
  5. Address - same as Contract address (7320 Executive Way, Frederick, MD 21704)
  6. Email address: [bwegner@fugroearthdata.com](mailto:bwegner@fugroearthdata.com)
  7. Company website address: [www.fugroearthdata.com](http://www.fugroearthdata.com)
- 

1. Name of new POC: Mr. Jeremy Martin
  2. Title of new POC: Treasurer
  3. Phone # and extension: 301-948-8550 ext. 136
  4. Fax #: 301-963-2064
  5. Address - same as Contract address (7320 Executive Way, Frederick, MD 21704)
  6. Email address: [jmartin@fugroearthdata.com](mailto:jmartin@fugroearthdata.com)
  7. Company website address: [www.fugroearthdata.com](http://www.fugroearthdata.com)
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## **G-FSS-900-C      CONTACT FOR CONTRACT ADMINISTRATION (JUL 2009)**

Offerors should complete paragraphs (a) and (b) if providing both domestic and overseas delivery. Complete paragraph (a) if providing domestic delivery only. Complete paragraph (b) if providing overseas delivery only.

The Contractor shall designate a person to serve as the contract administrator for the contract both domestically and overseas. The contract administrator is responsible for overall compliance with contract terms and conditions. The contract administrator is also the responsible official for issues concerning 552.238-74, Industrial Funding Fee and Sales Reporting (JUL 2003), including reviews of contractor records. The Contractor's designation of representatives to handle certain functions under this contract does not relieve the contract administrator of responsibility for contract compliance. Any changes to the designated individual must be provided to the Contracting Officer in writing, with the proposed effective date of the change

(a) Domestic:

NAME -- Mr. Brian Wegner  
TITLE -- Senior Vice President  
ADDRESS -- 7320 Executive Way, Frederick, Maryland  
ZIP CODE -- 21704  
TELEPHONE NO. (301) 948-8550 ext. 120 FAX NO. (301) 963-2064  
E-MAIL ADDRESS -- bwegner@fugroearthdata.com

(b) Overseas: Overseas contact points are mandatory for local assistance with the resolution of any delivery, performance, or quality complaint from customer agencies. (Also, see the requirement in I-FSS-594, Parts and Service.) At a minimum, a contact point must be furnished for each area in which deliveries are contemplated, e.g., Europe, South America, Far East, etc.

NAME -- Mr. Brian Wegner  
TITLE -- Senior Vice President  
ADDRESS -- 7320 Executive Way, Frederick, Maryland  
ZIP CODE -- 21704  
TELEPHONE NO. (301) 948-8550 ext. 120 FAX NO. (301) 963-2064  
E-MAIL ADDRESS -- bwegner@fugroearthdata.com

