

**GENERAL SERVICES ADMINISTRATION
FEDERAL ACQUISITION SERVICE
Authorized Federal Supply Schedule (FSS) Price List
and Multiple Award Schedule
Federal Supply Group: Professional Services
CONTRACT NUMBER: 47QRAA18D00EZ**



CSM Solutions Inc.

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Business Size: Small Business

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 for GSA Advantage!™ is <http://gsaadvantage.gov>. For more information on ordering from Federal Supply Schedules go to the following website: <https://www.gsa.gov/schedules>.

Period Covered by Contract: September 4, 2018 to September 3, 2028

***Price list current as of Modification Number: PA-0013 effective**

February 22, 2023 and #PO-0012 effective September 4, 2023

Prices Shown Herein are Net (discount deducted)



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INTRODUCTION

ABOUT US:

Since 2004, we have provided staff augmentation to our clients to include, program management, operational planners, analytics (including security, business, acquisition, logistics, and supply chain management studies), full spectrum logistics, physical security and risk assessments, professional and management development training: Battlefield Staff Rides (BSRs for the military) and Leadership Development Seminars (LDSs for commercial and non-military groups), training and training support, and comprehensive language services.

CURRENT CONTRACT MECHANISMS:

CSM is the largest vendor for the Battlefields Staff Ride (BSR) for USAREUR, EUCOM, USAFE, and all other commands in Europe.

CSM Solutions provides BSR programs through GSA to government originations throughout the United States and Europe.

CSM currently provides Leadership Development Seminars (LDS) for corporate and non-military governmental groups at battlefields located throughout the United States.

CSM currently provides support to DLA under the IBEX program conducting regional analysis and analytical report writing for the agency and their clients.

CSM is a prime vendor on the Army Contracting Command, EAGLE II contract, providing maintenance, logistics, and transportation support to installations worldwide.

CSM has a General Services Administration Schedule to allow our clients more options for the direct purchase of our language services.

LANGUAGE SERVICES:

CSM is a leading provider of language support services with the capacity to meet client requirements on a global scale.

CSM maintains an international network of linguistic experts supporting our customers with:

- Professional linguist services
- Bi-lingual, bi-cultural, subject matter expert staffing
- Regional and country specific immersion programs
- Regional, country, and area study assessment training
- Cultural awareness training
- Language enabled training and exercise support
- Language Training

CSM Solutions has successfully completed projects in 15 countries spanning North America, Europe, and the Middle East. CSM Solutions agility, flexibility, commitment, expertise and experience delivers exceptional results for our clients.

GSA LANGUAGE SERVICES:

Translation and Interpretation Services. Comprehensive Language Services in support of local, national, or global requirements that support the missions of military, law enforcement, homeland and national security organizations among others. Services include but are not limited to: Collecting, translating/interpreting and delivering mission related data; performing data analysis; cultural consulting;

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role-playing; Title III monitoring, transcriptions, and intercepts; interview support, preparing related reports and assessments; forensic processing; screening/gisting; related project/program management and control for linguist screening and, recruitment; logistical coordination; site supervision and quality control of all related services. Linguists with security clearances are included in the above-mentioned services. Services provided under this SIN include communication from a source language to a target language.

GSA PROFESSIONAL DEVELOPMENT TRAINING:

CSM offers an array of short duration Battle Staff Ride (BSR) courses and Leadership Development Seminars (LDS) for management and professional development. Leader training, provided directly to small groups through unit leadership development programs, with the intent of enhancing leadership and improving the participants understanding of their units Mission Essential Task List (METL) and leadership requirements unique to their activities mission requirements, customized to meet the special needs of customers. Instruction may be provided in diverse settings, including battlefield sites, commercial classrooms and meeting halls, or client's training facilities, other government facilities, and through diverse means, such as correspondence, video recording, television, audio recording, the Internet, or other electronic methods. The training provided includes the use of Battlefield Terrain walks, unit specific planning exercises and simulation methods.

CUSTOMER INFORMATION:

1. TABLE OF AWARDS

1A. TABLE OF AWARDED SPECIAL ITEM NUMBER(S) WITH APPROPRIATE CROSS-REFERENCE TO ITEM DESCRIPTIONS AND AWARDED PRICE(S):

SIN	Recovery	SIN Description
541930	541930RC	Translation and Interpretation Services
611430	611430RC	Professional and Management Development Training
OLM	OLMRC and OLMSTLOC	Order-Level Materials (OLM)

1B. LOWEST PRICED MODEL NUMBER AND LOWEST UNIT PRICE FOR EACH SIN:

Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

PRICING IS FOR OPTION PERIOD 1 (9/4/2023-9/3/2028)

		Year 6 09-04-2023 - 09-03-2024	Year 7 09-04-2024 - 09-03-2025	Year 8 09-04-2025 - 09-03-2026	Year 9 09-04-2026 - 09-03-2027	Year 10 09-04-2027 - 09-03-2028
SIN	Labor Category	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF
611430	1 Day Battle-Staff-Ride/Leadership Development Seminar	\$9,365.92	\$9,553.24	\$9,744.30	\$9,939.19	\$10,137.97

611430	2 Day Battle-Staff-Ride/Leadership Development Seminar	\$18,526.48	\$18,897.01	\$19,274.95	\$19,660.45	\$20,053.66
611430	3 Day Battle-Staff-Ride/Leadership Development Seminar	\$25,218.54	\$25,722.91	\$26,237.37	\$26,762.11	\$27,297.35
611430	4 Day Battle-Staff-Ride/Leadership Development Seminar	\$31,717.94	\$32,352.30	\$32,999.35	\$33,659.33	\$34,332.52
611430	5 Day Battle-Staff-Ride/Leadership Development Seminar	\$35,381.53	\$36,089.16	\$36,810.94	\$37,547.16	\$38,298.11
611430	1 Day Battle-Staff-Ride, additional participant	\$103.74	\$105.81	\$107.93	\$110.09	\$112.29
611430	2 Day Battle-Staff-Ride, additional participant	\$303.80	\$309.88	\$316.07	\$322.39	\$328.84
611430	3 Day Battle-Staff-Ride, additional participant	\$483.75	\$493.43	\$503.29	\$513.36	\$523.63
611430	4 Day Battle-Staff-Ride, additional participant	\$644.65	\$657.54	\$670.69	\$684.11	\$697.79
611430	5 Day Battle-Staff-Ride, additional participant	\$776.96	\$792.50	\$808.35	\$824.52	\$841.01
541930	CAT I Albanian Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Albanian Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Albanian Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Albanian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Albanian Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT III Albanian Linguist	\$1,021.20	\$1,041.63	\$1,062.46	\$1,083.71	\$1,105.38
541930	CAT I Arabic (modern Standard) Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Arabic (modern Standard) Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Arabic (modern Standard) Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Arabic (modern Standard) Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Arabic (modern Standard) Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT III Arabic (modern Standard) Linguist	\$1,021.20	\$1,041.63	\$1,062.46	\$1,083.71	\$1,105.38
541930	CAT I Arabic (Classical) Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Arabic (Classical) Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Arabic (Classical) Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Arabic (Classical) Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Arabic (Classical) Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT III Arabic (Classical) Linguist	\$1,021.20	\$1,041.63	\$1,062.46	\$1,083.71	\$1,105.38
541930	CAT I Arabic (Yemeni) Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Arabic (Yemeni) Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Arabic (Yemeni) Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Arabic (Yemeni) Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT II Arabic (Yemeni) Linguist	\$964.47	\$983.76	\$1,003.44	\$1,023.51	\$1,043.98
541930	CAT III Arabic (Yemeni) Linguist	\$1,134.68	\$1,157.37	\$1,180.52	\$1,204.13	\$1,228.21
541930	CAT I Armenian Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Armenian Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70

541930	CAT III Armenian Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Armenian Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Armenian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Armenian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Bengali Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Bengali Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Bengali Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Bengali Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Bengali Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Bengali Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Bulgarian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Bulgarian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Bulgarian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Bulgarian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Bulgarian Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Bulgarian Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Cambodian (Khmer) Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Cambodian (Khmer) Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Cambodian (Khmer) Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Cambodian (Khmer) Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Cambodian (Khmer) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Cambodian (Khmer) Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Chinese (Cantonese and Mandarin) Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Chinese (Cantonese and Mandarin) Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Chinese (Cantonese and Mandarin) Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Chinese (Cantonese and Mandarin) Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Chinese (Cantonese and Mandarin) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Chinese (Cantonese and Mandarin) Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Croatian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Croatian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Croatian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Croatian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Croatian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Croatian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Czech (Slovak) Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Czech (Slovak) Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Czech (Slovak) Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Czech (Slovak) Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Czech (Slovak) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Czech (Slovak) Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Danish Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Danish Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Danish Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98

541930	CAT I Danish Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Danish Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Danish Linguist	\$879.37	\$896.96	\$914.90	\$933.19	\$951.86
541930	CAT I Dutch Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Dutch Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Dutch Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Dutch Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Dutch Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Dutch Linguist	\$879.37	\$896.96	\$914.90	\$933.19	\$951.86
541930	CAT I Estonian Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Estonian Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Estonian Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Estonian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Estonian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Estonian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Farsi (Persian) Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Farsi (Persian) Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Farsi (Persian) Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Farsi (Persian) Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Farsi (Persian) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Farsi (Persian) Linguist	\$1,134.68	\$1,157.37	\$1,180.52	\$1,204.13	\$1,228.21
541930	CAT I Finnish Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Finnish Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Finnish Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Finnish Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Finnish Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Finnish Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I French (European) Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II French (European) Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III French (European) Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I French (European) Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II French (European) Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III French (European) Linguist	\$822.64	\$839.09	\$855.87	\$872.99	\$890.45
541930	CAT I French (African) Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II French (African) Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III French (African) Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I French (African) Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II French (African) Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III French (African) Linguist	\$822.64	\$839.09	\$855.87	\$872.99	\$890.45
541930	CAT I French (Canadian) Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II French (Canadian) Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III French (Canadian) Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I French (Canadian) Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II French (Canadian) Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III French (Canadian) Linguist	\$822.64	\$839.09	\$855.87	\$872.99	\$890.45
541930	CAT I German Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II German Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82

541930	CAT III German Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I German Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II German Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III German Linguist	\$822.64	\$839.09	\$855.87	\$872.99	\$890.45
541930	CAT I Greek Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Greek Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Greek Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Greek Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Greek Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Greek Linguist	\$879.37	\$896.96	\$914.90	\$933.19	\$951.86
541930	CAT I Hebrew Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Hebrew Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Hebrew Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Hebrew Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Hebrew Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT III Hebrew Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Hindi (Standard) Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Hindi (Standard) Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Hindi (Standard) Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Hindi (Standard) Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Hindi (Standard) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Hindi (Standard) Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Hungarian Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Hungarian Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Hungarian Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Hungarian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Hungarian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT III Hungarian Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Indonesian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Indonesian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Indonesian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Indonesian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Indonesian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Indonesian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Italian Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Italian Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Italian Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Italian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Italian Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III Italian Linguist	\$822.64	\$839.09	\$855.87	\$872.99	\$890.45
541930	CAT I Japanese Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Japanese Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Japanese Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Japanese Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Japanese Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Japanese Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Korean Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41

541930	CAT II Korean Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Korean Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Korean Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Korean Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Korean Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Kurdish Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Kurdish Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Kurdish Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Kurdish Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT II Kurdish Linguist	\$964.47	\$983.76	\$1,003.44	\$1,023.51	\$1,043.98
541930	CAT III Kurdish Linguist	\$1,134.68	\$1,157.37	\$1,180.52	\$1,204.13	\$1,228.21
541930	CAT I Lao Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Lao Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Lao Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Lao Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Lao Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Lao Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Lithuanian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Lithuanian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Lithuanian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Lithuanian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Lithuanian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Lithuanian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Macedonian Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Macedonian Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Macedonian Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Macedonian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Macedonian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Macedonian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Malay Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Malay Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Malay Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Malay Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Malay Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Malay Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Maltese Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Maltese Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Maltese Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Maltese Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Maltese Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Maltese Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Norwegian Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Norwegian Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Norwegian Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Norwegian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Norwegian Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III Norwegian Linguist	\$822.64	\$839.09	\$855.87	\$872.99	\$890.45

541930	CAT I Polish Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Polish Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Polish Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Polish Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Polish Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Polish Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Portuguese Linguist	\$44.26	\$45.14	\$46.04	\$46.97	\$47.90
541930	CAT II Portuguese Linguist	\$46.53	\$47.46	\$48.41	\$49.38	\$50.36
541930	CAT III Portuguese Linguist	\$51.07	\$52.09	\$53.13	\$54.20	\$55.28
541930	CAT I Portuguese Linguist	\$510.60	\$520.81	\$531.23	\$541.85	\$552.69
541930	CAT II Portuguese Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT III Portuguese Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT I Romanian Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Romanian Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Romanian Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Romanian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Romanian Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Romanian Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Russian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Russian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Russian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Russian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Russian Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT III Russian Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT I Serbian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Serbian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Serbian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Serbian Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Serbian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Serbian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Slovak Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Slovak Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Slovak Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Slovak Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Slovak Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Slovak Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Slovene Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Slovene Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Slovene Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Slovene Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Slovene Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Slovene Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Spanish (Latin American) Linguist	\$44.26	\$45.14	\$46.04	\$46.97	\$47.90
541930	CAT II Spanish (Latin American) Linguist	\$46.53	\$47.46	\$48.41	\$49.38	\$50.36
541930	CAT III Spanish (Latin American) Linguist	\$51.07	\$52.09	\$53.13	\$54.20	\$55.28

541930	CAT I Spanish (Latin American) Linguist	\$510.60	\$520.81	\$531.23	\$541.85	\$552.69
541930	CAT II Spanish (Latin American) Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III Spanish (Latin American) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT I Spanish (European) Linguist	\$44.26	\$45.14	\$46.04	\$46.97	\$47.90
541930	CAT II Spanish (European) Linguist	\$46.53	\$47.46	\$48.41	\$49.38	\$50.36
541930	CAT III Spanish (European) Linguist	\$51.07	\$52.09	\$53.13	\$54.20	\$55.28
541930	CAT I Spanish (European) Linguist	\$510.60	\$520.81	\$531.23	\$541.85	\$552.69
541930	CAT II Spanish (European) Linguist	\$624.06	\$636.55	\$649.28	\$662.26	\$675.51
541930	CAT III Spanish (European) Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT I Swedish Linguist	\$47.66	\$48.61	\$49.58	\$50.57	\$51.59
541930	CAT II Swedish Linguist	\$48.80	\$49.77	\$50.77	\$51.79	\$52.82
541930	CAT III Swedish Linguist	\$62.41	\$63.66	\$64.94	\$66.23	\$67.56
541930	CAT I Swedish Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Swedish Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Swedish Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Tagalog Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Tagalog Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Tagalog Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Tagalog Linguist	\$567.33	\$578.68	\$590.25	\$602.06	\$614.10
541930	CAT II Tagalog Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Tagalog Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Thai Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Thai Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Thai Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Thai Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Thai Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Thai Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Turkish Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Turkish Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Turkish Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Turkish Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Turkish Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Turkish Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Ukrainian Linguist	\$52.19	\$53.23	\$54.30	\$55.38	\$56.49
541930	CAT II Ukrainian Linguist	\$61.27	\$62.50	\$63.75	\$65.02	\$66.32
541930	CAT III Ukrainian Linguist	\$79.43	\$81.02	\$82.64	\$84.29	\$85.98
541930	CAT I Ukrainian Linguist	\$680.81	\$694.42	\$708.31	\$722.48	\$736.93
541930	CAT II Ukrainian Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Ukrainian Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39
541930	CAT I Vietnamese Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Vietnamese Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Vietnamese Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Vietnamese Linguist	\$794.26	\$810.14	\$826.35	\$842.87	\$859.73
541930	CAT II Vietnamese Linguist	\$907.74	\$925.90	\$944.41	\$963.30	\$982.57
541930	CAT III Vietnamese Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39

541930	CAT I Wolof Linguist	\$56.73	\$57.87	\$59.02	\$60.20	\$61.41
541930	CAT II Wolof Linguist	\$68.09	\$69.45	\$70.84	\$72.25	\$73.70
541930	CAT III Wolof Linguist	\$90.77	\$92.59	\$94.44	\$96.33	\$98.26
541930	CAT I Wolof Linguist	\$737.54	\$752.29	\$767.33	\$782.68	\$798.33
541930	CAT II Wolof Linguist	\$851.00	\$868.02	\$885.38	\$903.09	\$921.15
541930	CAT III Wolof Linguist	\$1,021.21	\$1,041.64	\$1,062.47	\$1,083.72	\$1,105.39

1C. LABOR CATEGORIES:

1C1. LINGUIST CATEGORY I (CAT I):

CAT I linguists shall have a working proficiency (ILR level 2+) in English. CAT I linguists may be locally hired or from a region outside of the Area of Operations (AO) and will not require a security clearance. The Government may review each linguist’s background and determine if the linguist shall be allowed to work in that capacity.

1C2. LINGUIST CATEGORY II (CAT II):

CAT II linguists shall have a working proficiency in English (ILR level 2+). Unless otherwise authorized, CAT II linguists shall be U.S. citizens who have been screened by Government designated personnel. CAT II linguists may be granted interim access to SECRET by the DoD Clearance Adjudication Facility (CAF) or other designated U.S. Government Personnel Security authority for the specific purpose of providing support under this schedule. This interim access is not transferable to other Government contracts or agencies.

1C3. LINGUIST CATEGORY III (CAT III):

CAT III linguists shall meet at a minimum the criteria of ILR level 3 in English. CAT III linguists shall be able to understand the essentials of all speech in a standard dialect and have broad enough vocabulary that he/she rarely has to ask for paraphrasing or explanation. CAT III linguists shall be able to follow accurately the essentials of conversations between educated native speakers, reasonably make and answer telephone calls, understand radio broadcasts, news stories similar to wire service reports, oral reports, some oral technical reports and public addresses on non-technical subjects. Unless otherwise authorized, CAT III linguists shall be U.S. citizens.

1C4. GENERAL LINGUIST ATTRIBUTES:

1C4A. LINGUIST DUTIES:

Characterized by an individual’s whose combined foreign language proficiency, target cultural knowledge, and experience shall allow them to perform assigned tasks in support of government client mission objectives. The linguists have the linguistic proficiency and knowledge of the target culture, and skills necessary to identify essential elements of information from both voice and graphic materials. They work together with client personnel to compile and update working aids, databases, published material, etc. Linguists provide guidance to client personnel to integrate government mission requirements in an intercultural environment. The linguist and enhances command of the target language as well as good verbal and written English language capabilities (grammar, vocabulary, specialized, mission related technical terminology, idioms, spelling, etc.), utilizing all available research tools and resources.

All linguists are required to comply with client organization security requirements. In addition, the Category II and III linguists have specific training requirements and disclosure requirements that are regulations to maintain secret and top-secret clearances.

1C4B. INTERPRETATION:

Interpreters have a command of English and the target language. They must be able to (1) comprehend the target language as spoken and written, (2) speak both of the target required language and English, (3) choose an expression in English that fully conveys and best matches the meaning of the source language, (4) have familiarity with the cultural context of both the target language and English, (5) have knowledge of terminology in specialized fields, (6) observe protocols applicable to different settings, and (7) master the modes applicable to these settings. Interpreters must accurately convey a clear majority of the basic substance. Any omissions, additions, distortions, approximations, or unintended inconsistencies must be considered consistently accurate and not draw away from the element or substance. Interpreters must convey nuance to an extent that is clearly beyond the minimum necessary to unequivocally communicate the original intention. Language command must be comparable to that of an educated, fluent speaker of the language(s). The syntax of the renditions must be generally the same as that of the required language, language, and idiomatic expressions must generally be presented in their most usual form. Grammatical conventions of the required language(s) must be generally respected. Presentation must be generally confident and convincing. Pronunciation must be generally smooth and clear.

1C4C. TRANSLATION:

Translators provide written translations of source texts in one language into another with the meaning and intent of the original text. Translators must be able to (1) read and comprehend the target language, (2) write comprehensibly in one of the source target languages, and (3) choose the equivalent expression into the required language that both fully conveys and best matches the meaning intended in the source target language. Translators must prepare full and faithful translation, requiring little research and formatted in the manner prescribed by the client. Language quality must be appropriate to the complexity of the source material and require little editing for clarity, consistency and readability. Standard nouns of grammar, spelling and punctuation must be observed.

1C4D. TRANSCRIPTION:

Transcribers provide written translations of aural, videotape, and/or other sources from one language into another language, with the meaning and intent of the original source preserved. Services shall include transcription of aural sources in a target by technically qualified and experienced translators at the level of competency required. Transcribers must be able to (1) listen or view the material and comprehend the target language, (2) write comprehensibly in English and/or target language, and (3) choose the equivalent expression in English that both fully conveys and best matches the meaning intended in the target language. Transcribers must prepare full and faithful transcriptions in required language (s) of required language(s) of audiotapes of formal proceedings; television and/or radio broadcasts or intercepts of telephone or radio traffic. Transcriptions must follow conventional spelling and formatting although less formal materials should reflect the actual nature of the communication with respect to presentation, vocabulary, grammar and register whether or not it adheres to traditional grammatical and spelling conventions. The transcript must be a full and faithful rendition of the audio recording that reflects the register of the speaker and the context of the event that has been recorded without any significant additions or deletions of text.

1C4E. BASIC LINGUIST QUALIFICATIONS:

At a minimum, linguists shall possess: (1) an excellent command of the English language with the ability to provide clear and concise oral and written communication; (2) ability to understand basic elements of speech in a standard dialect; (3) standard dialect refers to the listening skill that is the ability to understand the essentials of all speech in a standard dialect including technical discussion within a special field; (4) skills necessary to listen and comprehend the required foreign languages with native or near-native ability; (5) ability to follow accurately the basic elements of conversations and telephone calls; (6) skills necessary to read and comprehend the required foreign language(s) with native or near-native ability, and to read and understand various text-types; (7) ability to comprehend slang and colloquial expressions in the required foreign language(s) and translate them into their English equivalent; (8) effective understanding of face-to-face speech with sufficiently broad vocabulary that paraphrasing or explanations are unnecessary; and (9) ability to work well under pressure to meet specific deadlines.

Glossary of terms

- Category I Represents an uncleared linguist
- Category II Represents a secret cleared linguist (US, or NATO)
- Category III Represents a top secret cleared linguist (US ONLY)
- CONUS Inside Contiguous United States
- OCONUS Outside Contiguous United States

A CONUS work day represents 8 hours and is priced by the hour

An OCONUS work day represents 12 hours and is priced by the day

The Interagency Language Roundtable (ILR) is an unfunded Federal interagency organization established for the coordination and sharing of information about language-related activities at the Federal level. It serves as the premier way for departments and agencies of the Federal government to keep abreast of the progress and implementation of techniques and technology for language learning, language use, language testing and other language related activities.

A detailed description of the qualifications provided by the language testing follows (these descriptions are taken verbatim from the IRL website <http://govtilr.org/>):

2. MAXIMUM ORDER:

SIN	Maximum Order
541930	\$350,000
611430	\$1,000,000
OLM	\$250,000

3. MINIMUM ORDER:

Minimum Order: \$100.00

4. GEOGRAPHIC COVERAGE:

Domestic and Worldwide

5. POINT OF PRODUCTION:

33 Hyacinth Drive, Nashua, Hillsborough County, New Hampshire

6. DISCOUNT FROM LIST PRICING OR STATEMENT OF NET PRICE:

Government Net Prices (discounts already deducted), No additional discounts are offered from list prices.

7. QUANTITY DISCOUNT:

None

8. PROMPT PAYMENT TERMS:

Net 30 Days, Information for Ordering Officers: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. FOREIGN ITEMS:

Not Applicable

10. TIME OF DELIVERY

10A. TIME OF DELIVERY:

Standard Delivery Terms, 30 days

10B. EXPEDITED DELIVERY:

As specified on task order and as mutually agreed upon. Please, contact Contractor's Representative.

10C. OVERNIGHT AND 2-DAY DEELIVERY:

As specified on task order and as mutually agreed upon. Contact the Contractor for rates.

10D. URGENT REQUIREMENTS:

In regards to the "Urgent Requirements" clause, agencies are advised to contact the contractor for Urgent delivery requirements.

11. F.O.B. POINT(S):

Destination

12. ORDERING:

12A. ORDERING ADDRESS:

**CSM Solutions Inc.
33 Hyacinth Drive
Nashua, NH 03062
POC: Dave Hansen
Phone: 910-257-6767
Email: dhansen@csmsolutionsinc.com
Website: www.csmsolutionsinc.com**

12B. ORDEERING PROCEDURES:

See Federal Acquisition Regulation (FAR) 8.405-3.

13. PAYMENT

Payment Address:

**CSM Solutions Inc.
33 Hyacinth Drive
Nashua, NH 03062
POC: Dave Hansen
Phone: 910-257-6767**

Email: dhansen@csmsolutionsinc.com

Website: www.csmsolutionsinc.com

14. WARRANTY PROVISION:

None

15. EXPORT PACKAGING CHARGES:

Not Applicable

16. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR:

Not Applicable

17. TERMS AND CONDITIONS OF INSTALLATION:

Not Applicable

18. TERMS AND CONDITIONS OF REPAIR PART:

18A. TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES:

Not Applicable

18B. TERMS AND CONDITIONS FOR ANY OTHER SERVICES:

Not Applicable

19. LIST OF SERVICE AND DISTRIBUTION POINTS:

Not Applicable

20. LIST OF PARTICIPATING DEALERS:

Not Applicable

21. PREVENTIVE MAINTENANCE:

Not Applicable

22. SPECIAL ATTRIBUTES:

22A. SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES:

Not Applicable

22B. IF APPLICABLE, INDICATE THAT SECTION 508 COMPLIANCE INFORMATION IS AVAILABLE ON INFORMATION AND COMMUNICATION TECHNOLOGY (ICT) SUPPLIES AND SERVICES AND SHOW WHERE FULL DETAILS CAN BE FOUND. THE ICT STANDARDS CAN BE FOUND AT WWW.SECTION508.GOV/:

Not Applicable

23. UNIQUE ENTITY IDENTIFIER (UEI) NUMBER:

GKN4FSBCU169

24. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE:

Registered

SERVICE CONTRACT LABOR STANDARDS:

The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services

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CSM Solutions Inc.

910-424-4200

CONTRACT NUMBER: 47QRAA18D00EZ

provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.

TRAINING COURSE DESCRIPTIONS:

Training Course Descriptions Battlefield-Staff-Rides (BSRs), including a Leadership Workshop (1.5 to 2-hour preparatory class), en-route Instruction, instructional materials, battlefield terrain walks, and all the logistical support required to conduct a successful training event. The Leadership Workshop will usually be provided at the unit's home station on the afternoon or evening prior to departure. Instructional materials include preparatory reading assignments, annotated bibliographies, campaign-specific battlebooks (aka workbooks), and suggested documentary videos. The battlebooks will include a description of the campaign / battle, orders of battle of the belligerents, an extensive set of maps, and key leader biographies. The battlefield / campaign of choice must be within a 12-hour bus ride from the unit's home station. Terrain walks will be interactive events. Leaders / commanders may choose to have their participants give specific briefings relative to the battle / campaign, or to modern doctrine. Under the base price, the standard number of participants is 25. Up to 20 additional students—for a maximum of 45 total—may be added at an additional per-participant rate.