

Authorized FSS Schedule Pricelist

*GSA Federal Supply Schedule 58-I
Professional Audio/Video, Telecommunications and Security Solutions*

*Federal Supply Group 58 I
Audio Components*

*FSC Class 6350
Small Business under SIC Code 3669*

*GSA Contract Number: GS-07F-0362N
Contract Period: May 1, 2004 through April 30, 2009
Contract Modification Number: PO-0022 effective February 6, 2008*

SIGCOM, Inc.
4230 Beechwood Drive
Greensboro, NC 27410
www.sigcom.net



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Customer Information

General Terms and Conditions

- 1a. Awarded Special Item Numbers:
- 219-11 Audio Components
 - 219-12 Television and Audio Accessories
 - 58-1 Recording & Reproducing Video & Audio Equipment, Including Spare & Repair Parts & Accessories
 - 58-4 Audio Equipment, Including Spare & Repair Parts, and Accessories
 - 58-5 Closed Circuit/Surveillance Equipment including Spare & Repair Parts & Accessories
 - 58-6 Telecommunications Equipment, Including Spare and Repair Parts and Accessories
 - 58-7 Ancillary Services
 - 58-8 Professional Audio/Video Assessment, Design and Integration

1b. Lowest Priced Model Number and Price:

<u>SIN</u>	<u>Model No.</u>	<u>GSA Net Price</u>
219-11	ACC-KEY	\$ 1.96
219-12	911-171-306	\$ 39.66
58-1	662-171-003	\$ 1.03
58-4	Passive Radiators	\$ 23.00
58-5	2110130	\$ 129.00
58-6	SIGC-MA0159-001	\$ 22.27
58-8	AVSSECROM100.1	\$ 9,502.63

2. Maximum Order:

<u>SIN</u>	<u>Maximum Order</u>
219-11	\$100,000
219-12	\$100,000
58-1	\$ 50,000
58-4	\$ 50,000
58-5	\$100,000
58-6	\$100,000
58-8	\$500,000

3. Minimum Order: The minimum dollar value of orders to be issued under this contract is \$50.00.

4. Geographic Coverage (delivery area): The 48 contiguous states, the District of Columbia, Alaska, Hawaii, Puerto Rico and U.S. Territories.

5. Points of Production:

<u>Manufacturers</u>	<u>Production Points</u>
ClearOne Communications, Inc.....	1825 Research Way Salt Lake City, UT 84119
	and

8900 109th Ave N, Ste 200
Champlin, MN 55316

and

Ascalade Communications LTD
Unit 10-11 35/F Cable TV Tower
No 9 Hoi Shing RD
Twuen Wan, NT Hong Kong

- Crestron Electronics, Inc..... 15 Volvo Dr
Rockleigh, NJ 07647
- Digital Infrared Imaging, Inc..... 515 Cooper Commerce Dr
Suite 150
Apopka, FL 32703
- KSI Professional, LLC 3500 Parkdale Avenue
Baltimore, MD 21211
- LifeSize Communications 901 South MoPac
Building 3, Suite 300
Austin, TX 78746
- Middle Atlantic Products, Inc. North Corporate Drive
Riverdale, NJ 07457
- Telesync, Inc 5555 Oakbrook Pkwy
Suite 110
Norcross, GA 30093

- 6. Discount From List Price: Prices shown are GSA net.
- 7. Quantity Discounts: See Equipment Pricelist in this Authorized FSS Schedule Pricelist for net Government prices.
- 8. Prompt Payment Terms: Net 30 days.
- 9a. Government Credit Cards: Government credit cards are acceptable for payments below the micropurchase threshold.
- 9b. Government Credit Cards: Government credit cards are acceptable for payments above the micropurchase threshold.
- 10. Foreign Items: ClearOne Communications, Inc., Hong Kong
- 11a. Time of Delivery:

<u>Manufacturers</u>	<u>Delivery</u>
ClearOne Communications, Inc.	2 weeks ARO or as agreed to by the Contractor and the Ordering Agency
Crestron Electronics, Inc.....	2 weeks ARO or as agreed to by the Contractor and the Ordering Agency

Digital Infrared Imaging, Inc.	90 Days ARO or as agreed to by the Contractor and the Ordering Agency
KSI Professional, LLC	60 Days ARO or as agreed to by the Contractor and the Ordering Agency
LifeSize Communications.	10 Days ARO or as agreed to by the Contractor and the Ordering Agency
Middle Atlantic Products, Inc.	2 weeks ARO or as agreed to by the Contractor and the Ordering Agency
Telesync, Inc.	1-2 weeks ARO or as agreed to by the Contractor and the Ordering Agency

11b. Expedited Delivery:

<u>Manufacturers</u>	<u>Delivery</u>
ClearOne Communications, Inc.	Please consult SIGCOM for availability
Crestron Electronics, Inc.	Please consult SIGCOM for availability
Digital Infrared Imaging, Inc.	Please consult SIGCOM for availability
KSI Professional, LLC	Please consult SIGCOM for availability
LifeSize Communications.	Please consult SIGCOM for availability
Middle Atlantic Products, Inc.	10 days ARO or as available
Telesync, Inc.	Please consult SIGCOM for availability

11c. Overnight and 2-Day Delivery Times:

May be available at the time of order placement for an additional charge. Check with SIGCOM, Inc.

11d. Urgent Requirements:

When the FSS contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor. Accelerated delivery may be available at the time of order placement for an additional fee.

- 12. F.O.B Point: Destination for Alaska, Hawaii and Puerto Rico. In place of a delivery date, a shipping date shall be specified on the order. The Contractor shall pay for shipment to a CONUS APO/FPO. At the option of the Government, F.O.B. will be Point of Origin, with freight prepaid and invoiced. Authorization for all shipping exports, and other charges must be included on the Government order.

Middle Atlantic Products, Inc: FOB Point – Origin. Freight charges for products are not included with the purchase price. Consult with SIGCOM, Inc.
- 13a. Ordering Address: SIGCOM, Inc.
 Attn: Contracts Administrator
 4230 Beechwood Drive
 Greensboro, NC 27410
 Phone: 336-547-9700
 Fax: 336-547-1449
- 13b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule Homepage (www.fss.gsa.gov/schedules).
- 14. Payment Address: SIGCOM, Inc.
 Attn: Accounts Payable
 4230 Beechwood Drive
 Greensboro, NC 27410
- 15. Warranty Provisions:

<u>Manufacturers</u>	<u>Warranty</u>
ClearOne Communications, Inc.	2 Years
Crestron Electronics, Inc.	90 days - 3 Years, depending on product
Digital Infrared Imaging, Inc.	1 Year
KSI Professional, LLC	2 Years
LifeSize Communications.	1 Year
Middle Atlantic Products, Inc.	Lifetime
Telesync, Inc.	1 Year
- 16. Export Packing: May be available at the time of order placement for an additional charge. Check with SIGCOM, Inc.
- 17. Terms and Conditions of Government Purchase Card Acceptance: Government credit cards will be acceptable for payment.
- 18. Terms and Conditions Applicable to Rental, Maintenance and Repair: See Item Number 27 for Maintenance and Repair. Rental is not applicable.
- 19. Terms and Conditions Applicable to Installation: See Item Number 27.

20a.	Terms and Conditions Applicable to Repair Parts:	See Item Number 27.
20b.	Terms and Conditions Applicable for Any Other Services:	Not Applicable.
21.	List of Service and Distribution Points:	Not Applicable.
22.	List of Participating Resellers:	Not Applicable.
23.	Preventative Maintenance:	Not Applicable.
24a.	Environmental Attributes, e.g., recycled, content, energy efficiency, and/or reduced pollutants:	Not Applicable.
24b.	Section 508 Compliance Information:	Not Applicable.
25.	DUNs Number:	16-158-5260.
26.	Central Contractor Registration Database:	Registered.
27.	Ancillary Services (SIN 58-7):	A complete offering of services is available for all products covered under this contract. Services include design, set-up, assembly, installation, integration, start-up and training, if required at delivered location. Standard and emergency maintenance is available. Maintenance agreements must not exceed the term of the contract. The Contractor may offer these Special Item Numbers in conjunction with systems offered. All services are based on negotiated Statements of Work and are evaluated on a "Best Value" basis to be negotiated between the ordering office and SIGCOM, Inc. See detailed instructions in the GSA Schedule.

ANCILLARY SERVICES LABOR DESCRIPTIONS
SIN 58-7

Job Title: **Technical Director** **\$142.02 / Hour**

Minimum Education/General Experience: BSEE or BSCS, advanced degree desirable, experience in government projects, knowledge in communications and security systems, background in customer support and configuration management.

Functional Responsibilities: Executive position responsible for the technical oversight of the described division or department and establishing engineering standards and operational guidelines. The primary responsibilities will include allocating technical staff to projects and supervise the execution of the assigned work; Develop and document the overall engineering process; establish engineering's configuration management process for all the engineering design materials and files; Review all technical solutions developed by technical staff to ensure sound engineering concept and design and ensure project profitability; Train and mentor technical staff to meet the needs of the company; Advise and guide the management team in identifying changes in technology and strategic business direction from a technology perspective; Produce corporate performance plan.

Job Title: **Principal Member of Technical Staff** **\$107.85 / Hour**

Minimum Education/General Experience: Bachelor's degree in Engineering or a related degree with 5 years engineering experience at least one of which must have included supervising engineering personnel; or Master's degree in Engineering or related field with 3 years experience one of which must have been supervising engineering personnel; or 10-12 years engineering experience with at least two of them supervising engineering personnel.

Functional Responsibilities: Mid level position responsible for completing assigned tasks involving projects or proposals. Additionally the Principal Member of Technical Staff is responsible for supervising the work of all Member of Technical Staff (MTS) that may be assigned to his/her projects. The supervision function includes training, assisting with project tasks, giving direction and guidance, and facilitating the MTS's assignments. The supervision function shall be limited to areas of engineering and tasking.

Job Title: Member of Technical Staff \$88.36 / Hour

Minimum Education/General Experience: Bachelor's degree in Engineering or a related degree with 2-4 years experience or Master's degree in Engineering with 0-2 years experience or 7-9 years of engineering experience.

Functional Responsibilities: Mid level position responsible for completing assigned tasks involving projects or proposals, including the development of engineered solutions from specifications, a scope of work, illustration or other communication from a customer or marketing and sales personnel. Additional responsibilities include supervising the work of all Associate member of Technical Staff that may be assigned to his/her projects. The supervision function includes training, assisting with project tasks, giving direction and guidance. The supervision function shall be limited to areas of engineering and tasking.

Job Title: Project Manager – Level 5 \$123.29 / Hour

Minimum Education/General Experience: Bachelor's degree with 9 years Project Management experience including at least 3 years in Project Management supervision; or a Master's degree and 7 years experience including 3 years of Project Management supervision; or 14 years Project Management experience including at least 4 years of Project Management supervision.

Functional Responsibilities: Responsible for cradle to grave management of assigned projects. He/she serves as Point of Contact with customers. Performs Site Surveys and develops Installation/Man Power Schedules. Oversee Operations of Video teleconference, Security and Construction Projects. Prepares and submits Purchase Requisitions, Material Inspection and Receiving Reports/DD250's. Supervises Engineering and Technician Teams. Prepares and Chairs Installations Kickoff Meetings with Engineering and Technician Teams, Purchasing and Quality Assurance Manager. Negotiates Scope and Contract Value with Subcontractors. Prepares and submits proposals for equipment and installation projects.

Job Title: Project Manager – Level 4 \$121.04 / Hour

Minimum Education/General Experience: Bachelor's degree with 7-8 years Project Management; or a Master's degree and 5-6 years experience at least 2 of which must have been supervising Project Management personnel; or 12-13 years Project Management experience at least 4 years of which must have been supervising Project Management Personnel.

Functional Responsibilities: Responsible for cradle to grave management of assigned projects. He/she serves as Point of Contact with customers. Performs Site Surveys and develops Installation/Man Power Schedules. Oversee Operations of Video teleconference, Security and Construction Projects. Prepares and submits Purchase Requisitions, Material Inspection and Receiving Reports/DD250's. Supervises Engineering and Technician Teams. Prepares and Chairs Installations Kickoff Meetings with Engineering and Technician Teams, Purchasing and Quality Assurance Manager. Negotiates Scope and Contract Value with Subcontractors. Prepares and submits proposals for equipment and installation projects.

Job Title: Project Manager – Level 3 \$107.64 / Hour

Minimum Education/General Experience: Bachelor's degree with 5-6 years Project Management; or a Master's degree and 3-4 years experience at least one of which must have been supervising Project Management personnel; or 10-11 years Project Management experience at least 3 years of which must have been supervising Project Management Personnel.

Functional Responsibilities: Responsible for cradle to grave management of assigned projects. He/she serves as Point of Contact with customers. Performs Site Surveys and develops Installation/Man Power Schedules. Oversee Operations of Video teleconference, Security and Construction Projects. Prepares and submits Purchase Requisitions, Material Inspection and Receiving Reports/DD250's. Supervises Engineering and Technician Teams. Prepares and Chairs Installations Kickoff Meetings with Engineering and Technician Teams, Purchasing and Quality Assurance Manager. Negotiates Scope and Contract Value with Subcontractors. Prepares and submits proposals for equipment and installation projects.

Job Title Project Manager – Level 2 \$97.43 / Hour

Minimum Education/General Experience: Bachelor's degree with 2-4 years Project Management; or a Master's degree and 0-2 years experience; or 7-9 years Project Management experience.

Functional Responsibilities: Responsible for cradle to grave management of assigned projects. He/she serves as Point of Contact with customers. Performs Site Surveys and develops Installation/Man Power Schedules. Oversee Operations of Video teleconference, Security and Construction Projects. Prepares and submits Purchase Requisitions, Material Inspection and Receiving Reports/DD250's. Supervises Engineering and Technician Teams. Prepares and Chairs Installations Kickoff Meetings with Engineering and Technician Teams, Purchasing and Quality Assurance Manager. Negotiates Scope and Contract Value with Subcontractors. Prepares and submits proposals for equipment and installation projects.

Job Title: Project Manager – Level 1 \$83.94 / Hour

Minimum Education/General Experience: Bachelor's degree preferably in Management related discipline with 0-1 year Project Management; or 5-6 years Project Management experience.

Functional Responsibilities: Provide technical and administrative assistance to the Vice-President of Programs and Project Management staff. Perform a variety of tasks to assist the Project Management staff to include: Developing and maintaining budget and forecast information, Developing and maintaining a system for workload tracking/forecasting, Assisting with the development and submission of proposals, Performing special studies and assignments as directed, working with experienced Project Managers to learn project management processes and tools.

Job Title: Technician 3 \$83.44 / Hour

Minimum Education/General Experience: HS/Vocational School Diploma with 9-10 years of work related experience; or Technical school graduate in electronics or computers with 3-4 years of work related experience.

Functional Responsibilities: Responsible for installing, maintaining and repairing high-end video conferencing, audio, and other telecommunications and security equipment. This level employee will have the capability to supervise other technicians and serve as site superintendent.

Job Title: Technician 2 \$63.22 / Hour

Minimum Education/General Experience: HS/Vocational School Diploma with 3-7 years of work related experience; or Technical school graduate in electronics or computers with 1-2 years of work related experience.

Functional Responsibilities: Responsible for installing, maintaining and repairing high-end video conferencing, audio, and other telecommunications and security equipment. Installer. This level employee will have the capability to supervise other technicians.

Job Title: Technician 1 \$54.76 / Hour

Minimum Education/General Experience: HS/Vocational School Diploma with 0-1 year of work related experience.

Functional Responsibilities: Responsible for installing, maintaining and repairing high-end video conferencing, audio, and other telecommunications and security equipment.

Job Title: **Operations Manager** **\$88.94 / Hour**

Minimum Education/General Experience: HS/Voc school with 5 years work related experience at least one of which must have been supervising technical personnel.

Functional Responsibilities: The Operations Manager is an intermediate level operational and supervisory position. The Operations Manager has supervisory responsibility over technicians, installers, and apprentices. Responsible for scheduling technicians, installers and apprentices for various jobs. Management responsibility over project installation and maintenance coordination of installations. Maintenance of customer database with all pertinent data for each customer. Tracking usage and stock levels of spare components to support the customer base. Maintain the Help Desk and assist customers in their needs from operator education to troubleshooting problems. Assisting the VP Operations with the management of the technician work force. Diagnose and correct copper and optical fiber problems. Trouble shoot commonly installed AV and security systems.

Job Title: **CAD Operator** **\$55.66 / Hour**

Minimum Education/General Experience: Associates in Arts degree or technical school graduate with 1 year experience or 3 years experience.

Functional Responsibilities: Administrative and drafting duties including creation, modification, and maintenance/storage of CAD files for all jobs, also responsible for the development and maintenance of the CAD standards.
