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|--|------------------------------------|--|---|--|----------|--|------------------------------|-----------------------------------|
| SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, AND 30 | | | | 1. REQUISITION NUMBER F9WFD P7164A003 | | PAGE 1 OF 11 | | |
| 2. CONTRACT NO. GS-06F-0128Z | | 3. AWARD/EFFECTIVE DATE 19-Jun-2007 | | 4. ORDER NUMBER W9133L-07-F-0130 | | 5. SOLICITATION NUMBER | | |
| 7. FOR SOLICITATION INFORMATION CALL: | | a. NAME | | | | b. TELEPHONE NUMBER (No Collect Calls) | 8. OFFER DUE DATE/LOCAL TIME | |
| 9. ISSUED BY NGB-ZC-AQ - W9133L 1411 JEFFERSON DAVIS HWY ARLINGTON VA 22202-3231 TEL: FAX: 703-607-1742 | | CODE W9133L | 10. THIS ACQUISITION IS <input checked="" type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET ASIDE: % FOR <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> 8(A) NAICS: SIZE STANDARD: | | | 11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700) 13b. RATING | | 12. DISCOUNT TERMS NET 30 DAYS |
| 15. DELIVER TO F9WFD P-A1/A1FR (b) (6) CMSGT 1411 JEFFERSON DAVIS HWY ARLINGTON VA 22202-3231 | | CODE F9WFD P | 16. ADMINISTERED BY SEE ITEM 9 | | | | | |
| 17a. CONTRACTOR/OFFEROR REAL SOLUTIONS/MACROSYSTEMS MARC POLLARD DBA: MACROSYSTEMS 42 PROSPECT AVE, PO BOX 586 PORT TOWNSEND WA 98368-9536 TEL. 360-379-3900 EXT 106 | | CODE 1JMU2 | FACILITY CODE | 18a. PAYMENT WILL BE MADE BY DFAS/LIMESTONE - F67100 ATTN: VENDOR PAY P.O. BOX 369020 COLUMBUS OH 43236-9020 | | | CODE F67100 | |
| <input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER | | | 18b. SUBMIT INVOICES TO A ADDRESS SHOWN IN BLOCK 18a. UNLESS BLOCK BELOW IS CHECKED <input checked="" type="checkbox"/> SEE ADDENDUM | | | | | |
| 19. ITEM NO. | 20. SCHEDULE OF SUPPLIES/ SERVICES | | | 21. QUANTITY | 22. UNIT | 23. UNIT PRICE | 24. AMOUNT | |
| SEE SCHEDULE | | | | | | | | |
| 25. ACCOUNTING AND APPROPRIATION DATA See Schedule | | | | | | 26. TOTAL AWARD AMOUNT (For Govt. Use Only) \$726,451.00 | | |
| <input type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1. 52.212-4. FAR 52.212-3. 52.212-5 ARE ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED | | | | | | | | |
| <input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4. FAR 52.212-5 IS ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED | | | | | | | | |
| 28. CONTRACTOR IS REQUIRED TO SIGN THIS DOCUMENT AND RETURN <u>0</u> COPIES TO ISSUING OFFICE. CONTRACTOR AGREES TO FURNISH AND DELIVER ALL ITEMS SET FORTH OR OTHERWISE IDENTIFIED ABOVE AND ON ANY ADDITIONAL SHEETS SUBJECT TO THE TERMS AND CONDITIONS SPECIFIED HEREIN. | | | | 29. AWARD OF CONTRACT: REFERENCE <input checked="" type="checkbox"/> OFFER DATED . YOUR OFFER ON SOLICITATION (BLOCK 5), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS: SEE SCHEDULE | | | | |
| 30a. SIGNATURE OF OFFEROR/CONTRACTOR | | | | 31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER) (b) (6) | | 31c. DATE SIGNED 19-Jun-2007 | | |
| 30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT) | | 30c. DATE SIGNED | | 31b. NAME OF CONTRACTING OFFICER (TYPE OR PRINT) (b) (6) CONTRACTING OFFICER TEL: 703 607-1226 EMAIL: (b) (6) | | | | |

**SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS
(CONTINUED)**

| 19. ITEM NO. | 20. SCHEDULE OF SUPPLIES/ SERVICES | 21. QUANTITY | 22. UNIT | 23. UNIT PRICE | 24. AMOUNT |
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| <p>SEE SCHEDULE</p> | | | | | |

32a. QUANTITY IN COLUMN 21 HAS BEEN
 RECEIVED INSPECTED ACCEPTED, AND CONFORMS TO THE CONTRACT, EXCEPT AS NOTED: _____

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| 32b. SIGNATURE OF AUTHORIZED GOVERNMENT REPRESENTATIVE | 32c. DATE | 32d. PRINTED NAME AND TITLE OF AUTHORIZED GOVERNMENT REPRESENTATIVE |
|--|-----------|---|

| | |
|--|---|
| 32e. MAILING ADDRESS OF AUTHORIZED GOVERNMENT REPRESENTATIVE | 32f. TELEPHONE NUMBER OF AUTHORIZED GOVERNMENT REPRESENTATIVE |
| | 32g. E-MAIL OF AUTHORIZED GOVERNMENT REPRESENTATIVE |

| | | | | |
|--|--------------------|---------------------------------|--|------------------|
| 33. SHIP NUMBER <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL | 34. VOUCHER NUMBER | 35. AMOUNT VERIFIED CORRECT FOR | 36. PAYMENT <input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL | 37. CHECK NUMBER |
|--|--------------------|---------------------------------|--|------------------|

| | | |
|------------------------|------------------------|-------------|
| 38. S/R ACCOUNT NUMBER | 39. S/R VOUCHER NUMBER | 40. PAID BY |
|------------------------|------------------------|-------------|

| | | | |
|---|--------------------------------------|-----------------------------------|--|
| 41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT 41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER | 41c. DATE | 42a. RECEIVED BY (<i>Print</i>) | |
| | 42b. RECEIVED AT (<i>Location</i>) | | |
| | 42c. DATE REC'D (YY/MM/DD) | 42d. TOTAL CONTAINERS | |

Section SF 1449 - CONTINUATION SHEET

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|------------|--------|
| 0001 | ANG ONLINE LIVE CHAT FY 07-08 FFP NONPERSONNEL SERVICES: Contractor shall continue to provide online chat on the Air National Guard Recruiting and Retention Website, GoANG.com FOB: Destination PURCHASE REQUEST NUMBER: F9WFDP7164A003 SIGNAL CODE: A | | Lot | | |
| NET AMT | | | | | \$0.00 |

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|--------------------------|--|----------|------|--------------|--------------|
| 0001AA | LABOR FFP PROGRAM MANAGER, LIVE CHAT OPERATOR (6) AND ADMINISTRATIVE HR FOB: Destination MILSTRIP: F9WFDP7164A002 PURCHASE REQUEST NUMBER: F9WFDP7164A003 SIGNAL CODE: A | 1 | Lot | \$640,651.00 | \$640,651.00 |
| NET AMT | | | | | \$640,651.00 |
| ACRN AA | | | | | \$640,651.00 |
| CIN: F9WFDP716A0030001AA | | | | | |

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|----------------|-------------|
| 0001AB | TRAVEL COST FOB: Destination MILSTRIP: F9WFDP7164A009 PURCHASE REQUEST NUMBER: F9WFDP7164A003 SIGNAL CODE: A | | Lot | | |
| | | | | ESTIMATED COST | \$23,000.00 |
| | ACRN AA CIN: F9WFDP7164A0030001AB | | | | \$23,000.00 |

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 0001AC | OTHER DIRECT COST FFP ODC'S Consist of the following - live person chat software, lan high speed bandwidth, computers, internet access coverage and live chat license. FOB: Destination MILSTRIP: F9WFDP7164A004 PURCHASE REQUEST NUMBER: F9WFDP7164A003 SIGNAL CODE: A | 1 | Lot | \$62,800.00 | \$62,800.00 |
| | | | | NET AMT | \$62,800.00 |
| | ACRN AA CIN: F9WFDP7164A0030001AC | | | | \$62,800.00 |

INSPECTION AND ACCEPTANCE TERMS

Supplies/services will be inspected/accepted at:

| CLIN | INSPECT AT | INSPECT BY | ACCEPT AT | ACCEPT BY |
|--------|-------------|------------|-------------|------------|
| 0001 | Destination | Government | Destination | Government |
| 0001AA | Destination | Government | Destination | Government |
| 0001AB | Destination | Government | Destination | Government |
| 0001AC | Destination | Government | Destination | Government |

DELIVERY INFORMATION

| CLIN | DELIVERY DATE | QUANTITY | SHIP TO ADDRESS | UIC |
|--------|-----------------------------------|----------|--|--------|
| 0001 | POP 19-JUN-2007 TO 18-JUN-2008 | N/A | F9WFDP-A1/A1FR (b) (6) CMSGT 1411 JEFFERSON DAVIS HWY ARLINGTON VA 22202-3231 703-607-2913 FOB: Destination | F9WFDP |
| 0001AA | POP 19-JUN-2007 TO 18-JUN-2008 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | F9WFDP |
| 0001AB | POP 19-JUN-2007 TO 18-JUN-2008 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | F9WFDP |
| 0001AC | POP 19-JUN-2007 TO 18-JUN-2008 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | F9WFDP |

ACCOUNTING AND APPROPRIATION DATA

AA: 5773840 587 41TH 074990 040000 59260 58154F 667100 F67100
 AMOUNT: \$726,451.00
 CIN F9WFDP7164A0030001AB: \$23,000.00
 CIN F9WFDP7164A0030001AC: \$62,800.00
 CIN F9WFDP716A0030001AA: \$640,651.00

CLAUSES INCORPORATED BY REFERENCE

252.232-7003 Electronic Submission of Payment Requests MAR 2007

CLAUSES INCORPORATED BY FULL TEXT

52.232-33 PAYMENT BY ELECTRONIC FUNDS TRANSFER—CENTRAL CONTRACTOR
 REGISTRATION (OCT 2003)

(a) Method of payment. (1) All payments by the Government under this contract shall be made by electronic funds transfer (EFT), except as provided in paragraph (a)(2) of this clause. As used in this clause, the term "EFT" refers to the funds transfer and may also include the payment information transfer.

(2) In the event the Government is unable to release one or more payments by EFT, the Contractor agrees to either--

(i) Accept payment by check or some other mutually agreeable method of payment; or

(ii) Request the Government to extend the payment due date until such time as the Government can make payment by EFT (but see paragraph (d) of this clause).

(b) Contractor's EFT information. The Government shall make payment to the Contractor using the EFT information contained in the Central Contractor Registration (CCR) database. In the event that the EFT information changes, the Contractor shall be responsible for providing the updated information to the CCR database.

(c) Mechanisms for EFT payment. The Government may make payment by EFT through either the Automated Clearing House (ACH) network, subject to the rules of the National Automated Clearing House Association, or the Fedwire Transfer System. The rules governing Federal payments through the ACH are contained in 31 CFR part 210.

(d) Suspension of payment. If the Contractor's EFT information in the CCR database is incorrect, then the Government need not make payment to the Contractor under this contract until correct EFT information is entered into the CCR database; and any invoice or contract financing request shall be deemed not to be a proper invoice for the purpose of prompt payment under this contract. The prompt payment terms of the contract regarding notice of an improper invoice and delays in accrual of interest penalties apply.

(e) Liability for uncompleted or erroneous transfers. (1) If an uncompleted or erroneous transfer occurs because the Government used the Contractor's EFT information incorrectly, the Government remains responsible for--

(i) Making a correct payment;

(ii) Paying any prompt payment penalty due; and

(iii) Recovering any erroneously directed funds.

(2) If an uncompleted or erroneous transfer occurs because the Contractor's EFT information was incorrect, or was revised within 30 days of Government release of the EFT payment transaction instruction to the Federal Reserve System, and--

(i) If the funds are no longer under the control of the payment office, the Government is deemed to have made payment and the Contractor is responsible for recovery of any erroneously directed funds; or

(ii) If the funds remain under the control of the payment office, the Government shall not make payment, and the provisions of paragraph (d) of this clause shall apply.

(f) EFT and prompt payment. A payment shall be deemed to have been made in a timely manner in accordance with the prompt payment terms of this contract if, in the EFT payment transaction instruction released to the Federal Reserve System, the date specified for settlement of the payment is on or before the prompt payment due date, provided the specified payment date is a valid date under the rules of the Federal Reserve System.

(g) EFT and assignment of claims. If the Contractor assigns the proceeds of this contract as provided for in the assignment of claims terms of this contract, the Contractor shall require as a condition of any such assignment, that the assignee shall register separately in the CCR database and shall be paid by EFT in accordance with the terms of this clause. Notwithstanding any other requirement of this contract, payment to an ultimate recipient other than the Contractor, or a financial institution properly recognized under an assignment of claims pursuant to subpart 32.8, is not permitted. In all respects, the requirements of this clause shall apply to the assignee as if it were the Contractor. EFT information that shows the ultimate recipient of the transfer to be other than the Contractor, in the absence of a

proper assignment of claims acceptable to the Government, is incorrect EFT information within the meaning of paragraph (d) of this clause.

(h) Liability for change of EFT information by financial agent. The Government is not liable for errors resulting from changes to EFT information made by the Contractor's financial agent.

(i) Payment information. The payment or disbursing office shall forward to the Contractor available payment information that is suitable for transmission as of the date of release of the EFT instruction to the Federal Reserve System. The Government may request the Contractor to designate a desired format and method(s) for delivery of payment information from a list of formats and methods the payment office is capable of executing. However, the Government does not guarantee that any particular format or method of delivery is available at any particular payment office and retains the latitude to use the format and delivery method most convenient to the Government. If the Government makes payment by check in accordance with paragraph (a) of this clause, the Government shall mail the payment information to the remittance address contained in the CCR database.

(End of Clause)

FUNCTIONAL AREA: FA1 – 541512 GSA NUMBER: GS-06F-0128Z

Email Copy of Delivery Order to: (b) (6)

ADDITIONAL INSTRUCTION AND PAYMENT INFORMATION:

- A. Contractor Tin: **91-1739222**
- B. Contractor Duns Number: **041663928**
- C. Contractor Representative: **(b) (6)** or **(b) (6)** **206-595-0202**
- D. Contracting Officer Representative: **(b) (6)** **703-607-2913**
- E. Contract Specialist: **(b) (6)** **703-607-1260**
- F. Contracting Officer: **(b) (6)**, **703-607-1226**
- G. **The Air National Guard Payment Office (DFAS-Limestone) Customer Services 1-800-756-4571, Option 2 and Option 3**

ALL INVOICING MUST GO THRU WIDE AREA WORK FLOW (WAWF)

INSPECTION BY DODAAC: F9WFDP
ADMINISTRATED BY: F9WFDP
PAYMENT OFFICIAL: F67100
ACRN: AA



ANG Live Chat Year 5

*Proposal
June 13, 2007*

ANG would like to continue offering potential recruits the opportunity to speak with a Live Chat Advisor who has over 25 years of experience in recruiting for the Air National Guard. This program offers ANG's target demographic the opportunity to learn more about opportunities available at ANG before committing to military service. In the past four years, the Live Chat program has delivered over 105,122 leads at an average of \$55 per lead. In the 1st quarter of 2007, the Live Chat program generated over 2,100 leads at \$53 per lead.

The proposal contents below break out the costs and deliverables for the "Live Chat Year 5" project. MACROsystems will hire two additional Live Chat operators. We have broken out the costs for the additional two operators in a section of the estimate at the end of this document. The reason we did this was to show the costs for the software licenses, a computers, phones, training, set-up, and other costs necessary to bring two additional operators online. We do not recommend any new computers or equipment for the existing chat operators.

MACROsystems will conservatively increase the annual salary of the recruiters by 5% to cover the cost of living increase (as we have done in prior years' contracts). Program Management labor estimates remain the same as in the previous contract year, based on an analysis of our internal time tracking data. The Live Chat Software License costs have slightly increased, requiring a 10% increase in those figures. The human resources overhead remains the same since Year 1 of the contract, and we will continue with the 401k Plan for the Live Chat Operators at no cost to ANG. The travel budget has been increased to accommodate two trips a year.

Deliverables:**Personnel:****Five Operators:**

- o MACROsystems will retain the four retired ANG recruiters to operate the Live Chat rooms, and recruit two additional chat operators who are retired ANG recruiters.
- o We propose to continue the 40-hour-per-week assignment.
- o Each will receive an annual salary of \$70,000. This is a 5% increase following the standard increase for military cost of living pay increase.
- o A 401k plan is now available to the Live Chat Operators.
- o Each recruiter receives three-weeks of personal time off per year.
- o Pay periods are twice a month.
- o MACROsystems will mark up the annual salaries an appropriate amount in order to cover federal and state taxes, unemployment taxes, benefits, and administrative costs.

Project/Support Manager:

- o MACROsystems will continue with a Project Manager specifically for the Live Chat management.
- o This includes 20 hours per week to support, maintain, manage, report and handle all logistical needs, and to support any overload work when filling in for an absent recruiter.
- o MACROsystems will recruit, set-up and train the two new Live Chat Operators over the necessary period of time to be up and generating leads.
- o The project manager will generate reports and analysis on a monthly basis and recommend strategic changes to improve performance and quality of leads.
- o The project manager will support the two new Live Chat Operator to train, support and measure the effectiveness and make adjustment as necessary.

Hours of Operation:

- o Monday through Thursday 11:00 am to 10:00 pm Eastern; Friday 8:00 am to 5:00 pm Eastern.
- o Operators - 4 weeks a month at 40 hours a week for 160 hours a month.
- o There is no Live Chat operation during U.S. Federal Holidays.

NOTE: By adding two additional Live Chat Operators, MACROsystems will be recommending a revised schedule in order to increase the coverage time. Research will need to be conducted using WebTrends, Chat Call Reports, etc. and a proposed schedule will be submitted to ANG Bureau for review, feedback and approval. With two new operators, we will be able to cover additional days of the week, such as weekends.

Locations:

- o Operators/Recruiters will work from their homes.
- o Program Manager will work from a MACROsystems Seattle location.

Hardware/Software/Bandwidth:

- o MACROsystems will not need to provide new hardware, as new Dell Lab Tops were procured in Year 4, with the exception of the two new Live Chat Operators.
- o MACROsystems has set up each recruiter's internet connectivity and wireless access so the operator can work throughout his home.
- o The Live Person chat software is a hosted solution and can be accessed by the recruiters via a web browser.
- o MACROsystems will procure serve Live Chat (LivePerson) renewal annual user licenses. One of those licenses is reserved for MACROsystems Live Chat Program Manager.

Reporting:

- o The project manager will gather reports on a monthly basis and provide a list of results and recommendations to improve or change current processes. The reports will be provided in a monthly status report and reviewed at a quarterly status meeting via con call.

Management/Support:

- o The project manager will be available for training, support, management and other logistics and operational requirements for the six operators.

Travel:

- o Recommend two trips for an in-person meeting with the team to review strategy, operations, improvements, etc, and one trip to the National Recruiters Workshop. Our objective would be to learn of the latest trends and direction from the recruiters and share our results and findings.

Staffing

We propose the following staffing plan for this project. Note that some of the roles may be filled by the same person, assuming that they have the appropriate skill set and that the roles do not overlap in time.

| Role | Responsibilities | Comments |
|-------------------------|--|---|
| Project/Support Manager | Manage project deliverables; communication; issue identification and resolution; risk management; schedules; budgets; documentation; training; progress tracking. Also, support, train, and manage the | Technical/Logistica I Project Manager. 20 hours a week. |

| | | |
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| | two new operators. Provide monthly status reports and recommendations. | |
| Operator Recruiters | Six operators who are formally ANG retired recruiters. | 40 hours a week |
| Administrator | Provides agreements, payroll and HR duties. | |

Cost Proposal

Labor Estimates:

| | | |
|---|---|------------------|
| Program/Support Manager | See above for detailed list of responsibilities | \$140,400 |
| Operator salaries and overhead costs for existing 4 live chat operators | Four existing live chat operators | \$320,551 |
| Administrative/HR | Administrative, contract, and HR support | \$16,200 |
| Live Person Chat Software | Per month per seat for six seats. | \$15,000 |
| LAN High-Speed Bandwidth; Wireless Bandwidth for 12 months | Six seats for home office LAN, internet connectivity, and wireless bandwidth | \$8,400 |
| Travel: two trips | Strategy and operational meeting; National Conference of Recruiters. | \$16,000 |
| Sub Total: | | \$516,551 |
| 2 Additional Chat Operators Salaries | Salary, FICA, Taxes, Benefits, Healthcare, 401, etc. | \$182,000 |
| 2- Computers | Dell LapTop, Software (Office), Keyboard, Headset, Mouse | \$6,000 |
| 2-Internet Access Coverage | 12 Months of Wireless DSL or Cable | \$2,400 |
| 2 Additional Live Chat License (Liveperson) | 12 Months of LivePerson Software Licensesx2 | \$8,000 |
| Training, Travel for set-up | Travel cost for in-person meeting and set-up of hardware, software, etc. at home office of Live Chat Operator | \$7,000 |
| Program Manager | Recruiting, Hiring, Training, Set-up | \$4,500 |
| Sub-Total: | | \$209,900 |
| Grand Total | | \$726,451 |

| SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, AND 30 | | | | 1. REQUISITION NUMBER FANGRS42050400 | | PAGE 1 OF 31 | | |
|--|------------------------------------|--|---|--|--|------------------|-----------------------------------|----------------|
| 2. CONTRACT NO. GS-06F-0128Z | | 3. AWARD/EFFECTIVE DATE 26-Aug-2004 | 4. ORDER NUMBER W9133N-04-F-0087 | | 5. SOLICITATION NUMBER | | 6. SOLICITATION ISSUE DATE | |
| 7. FOR SOLICITATION INFORMATION CALL: | | a. NAME | | | b. TELEPHONE NUMBER (No Collect Calls) | | 8. OFFER DUE DATE/LOCAL TIME | |
| 9. ISSUED BY NGB-ZC-AQ 1411 JEFFERSON DAVIS HIGHWAY ARLINGTON VA 22202-3231 TEL: FAX: | | CODE W9133N | 10. THIS ACQUISITION IS <input checked="" type="checkbox"/> UNRESTRICTED <input type="checkbox"/> SET ASIDE: % FOR <input type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> 8(A) NAICS: SIZE STANDARD: | | 11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input type="checkbox"/> SEE SCHEDULE 13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700) 13b. RATING | | 12. DISCOUNT TERMS NET 30 DAYS | |
| 15. DELIVER TO ANG/DFRS - FANGRS (b) (6) 1411 JEFFERSON DAMS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | | CODE FANGRS | 16. ADMINISTERED BY SEE ITEM 9 | | | | | CODE |
| 17a. CONTRACTOR/OFFEROR REAL SOLUTIONS / MACROSYSTEMS MARC POLLARD 42 PROSPECT AVE PORT TOWNSEND WA 98368-9536 TEL. 360-379-3900 EXT 106 | | CODE 1JMU2 | 18a. PAYMENT WILL BE MADE BY DFAS-OMAHA DFAS-BAASD/CC PO BOX 369027 ATTN: DCC-PAY OFFICE OMAHA COLUMBUS OH 43236-9027 | | | | | CODE HQ0131 |
| <input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER | | 18b. SUBMIT INVOICES TO A ADDRESS SHOWN IN BLOCK 18a. UNLESS BLOCK BELOW IS CHECKED <input checked="" type="checkbox"/> SEE ADDENDUM | | | | | | |
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| <input type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4, FAR 52.212-3, 52.212-5 ARE ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED | | | | | | | | |
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| | | | (b) (6) | | | 26-Aug-2004 | | |
| 30b. NAME AND TITLE OF SIGNER (TYPE OR PRINT) | | 30c. DATE SIGNED | 31b. NAME OF CONTRACTING OFFICER (TYPE OR PRINT) (b) (6) CONTRACTING OFFICER TEL: 703 601-1226 EMAIL: (b) (6) | | | | | |

**SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS
(CONTINUED)**

| 19. ITEM NO. | 20. SCHEDULE OF SUPPLIES/ SERVICES | 21. QUANTITY | 22. UNIT | 23. UNIT PRICE | 24. AMOUNT |
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| <p>SEE SCHEDULE</p> | | | | | |

32a. QUANTITY IN COLUMN 21 HAS BEEN
 RECEIVED INSPECTED ACCEPTED, AND CONFORMS TO THE CONTRACT, EXCEPT AS NOTED: _____

| | | |
|--|-----------|---|
| 32b. SIGNATURE OF AUTHORIZED GOVERNMENT REPRESENTATIVE | 32c. DATE | 32d. PRINTED NAME AND TITLE OF AUTHORIZED GOVERNMENT REPRESENTATIVE |
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| 32e. MAILING ADDRESS OF AUTHORIZED GOVERNMENT REPRESENTATIVE | 32f. TELEPHONE NUMBER OF AUTHORIZED GOVERNMENT REPRESENTATIVE |
| | 32g. E-MAIL OF AUTHORIZED GOVERNMENT REPRESENTATIVE |

| | | | | |
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| 33. SHIP NUMBER <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL | 34. VOUCHER NUMBER | 35. AMOUNT VERIFIED CORRECT FOR | 36. PAYMENT <input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL | 37. CHECK NUMBER |
|--|--------------------|---------------------------------|--|------------------|

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| 38. S/R ACCOUNT NUMBER | 39. S/R VOUCHER NUMBER | 40. PAID BY |
|------------------------|------------------------|-------------|

| | | |
|---|-----------------------------------|--------------------------------------|
| 41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT | 42a. RECEIVED BY (<i>Print</i>) | |
| 41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER | 41c. DATE | 42b. RECEIVED AT (<i>Location</i>) |
| | | 42c. DATE REC'D (<i>YY/MM/DD</i>) |

Section SF 1449 - CONTINUATION SHEET

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|-----------------------|--|----------|------|-------------|-------------|
| 0001 | BASE YEAR FFP MAIL APPLICATION UPDATE (160) MILSTRIP: FANGRS42050401 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$21,600.00 | \$21,600.00 |
| | | | | | NET AMT |
| | | | | | \$21,600.00 |
| ACRN AA Funded Amount | | | | | \$21,600.00 |
| FOB: Destination | | | | | |

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|-----------------------|---|----------|------|-------------|-------------|
| 0002 | BASE YEAR FFP SEARCH (120 HRS) MILSTRIP: FANGRS42050402 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$16,200.00 | \$16,200.00 |
| | | | | | NET AMT |
| | | | | | \$16,200.00 |
| ACRN AA Funded Amount | | | | | \$16,200.00 |
| FOB: Destination | | | | | |

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 0003 | | 1 | Lot | \$16,200.00 | \$16,200.00 |
| | BASE YEAR FFP 3 NEW RECRUITERS TEMPLATES (120) MILSTRIP: FANGRS42050403 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$16,200.00

ACRN AA Funded Amount \$16,200.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 0004 | | 1 | Lot | \$21,600.00 | \$21,600.00 |
| | BASE YEAR FFP ADD NEW LEVEL TO AIR BATTLE (160) MILSTRIP: FANGRS42050404 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$21,600.00

ACRN AA Funded Amount \$21,600.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|------------|----------|
| 0005 | | 1 | Lot | \$675.00 | \$675.00 |
| | BASE YEAR FFP ASK GAME TO REQUEST INFO PAGE AND LINK TO CHAT (5 HRS) MILSTRIP: FANGRS42050405 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$675.00

ACRN AA Funded Amount \$675.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|------------|------------|
| 0006 | | 1 | Lot | \$2,700.00 | \$2,700.00 |
| | BASE YEAR FFP 3 MORE COMMERCIALS (20 HRS) MILSTRIP: FANGRS42050406 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$2,700.00

ACRN AA Funded Amount \$2,700.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 0007 | | 1 | Lot | \$27,000.00 | \$27,000.00 |
| | BASE YEAR FFP PROJECT MANAGEMENT (200 HRS) MILSTRIP: FANGRS42050407 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$27,000.00

ACRN AA Funded Amount \$27,000.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 0008 | | 1 | Lot | \$47,250.00 | \$47,250.00 |
| | BASE YEAR FFP GENERAL ADMINISTRATION (350 HRS) MILSTRIP: FANGRS42050408 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$47,250.00

ACRN AA Funded Amount \$47,250.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 0009 | | 1 | Lot | \$36,000.00 | \$36,000.00 |
| | BASE YEAR FFP HOSTING & IT SUPPORT (365 HRS) MILSTRIP: FANGRS42050409 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$36,000.00

ACRN AA Funded Amount \$36,000.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|------------|------------|
| 0010 | | 1 | Lot | \$6,000.00 | \$6,000.00 |
| | BASE YEAR FFP HARDWARE UPGRADE MILSTRIP: FANGRS42050410 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$6,000.00

ACRN AA Funded Amount \$6,000.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|------------|------------|
| 0011 | | 1 | Lot | \$6,000.00 | \$6,000.00 |
| | BASE YEAR FFP SEARCH ENGINE LISTING (365HRS) MILSTRIP: FANGRS42050411 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$6,000.00

ACRN AA Funded Amount \$6,000.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 0012 | | 1 | Lot | \$14,000.00 | \$14,000.00 |
| | BASE YEAR FFP WEB TRENDS (365 HRS) MILSTRIP: FANGRS42050412 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$14,000.00

ACRN AA Funded Amount \$14,000.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 0013 | | 1 | Lot | \$24,000.00 | \$24,000.00 |
| | BASE YEAR FFP MONTHLY NEWSLETTER (12) MILSTRIP: FANGRS42050413 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$24,000.00

ACRN AA Funded Amount \$24,000.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 0014 | | 1 | Lot | \$17,485.00 | \$17,485.00 |
| | BASE YEAR FFP ONLINE ADVERTISING (32 HRS) MILSTRIP: FANGRS42050414 PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$17,485.00

ACRN AA Funded Amount \$17,485.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 1001 | | 1 | Lot | \$21,600.00 | \$21,600.00 |
| OPTION | OPTION 1 FFP MAIL APPLICATION UPDATE 160 HRS PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$21,600.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 1002 | | 1 | Lot | \$16,200.00 | \$16,200.00 |
| OPTION | OPTION 1 FFP SEARCH 120 HRS PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$16,200.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 1003 | | 1 | Lot | \$16,200.00 | \$16,200.00 |
| OPTION | OPTION 1 FFP 3 NEW RECRUITERS TEMPLATES (120 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$16,200.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT | |
|---------------|---|----------|------|-------------|-------------|-------------|
| 1004 | | 1 | Lot | \$21,600.00 | \$21,600.00 | |
| OPTION | OPTION 1 FFP ADD NEW LEVEL TO AIR BATTLE (160) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | | |
| | | | | | NET AMT | \$21,600.00 |
| Funded Amount | | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT | |
|---------------|--|----------|------|------------|----------|----------|
| 1005 | | 1 | Lot | \$675.00 | \$675.00 | |
| OPTION | OPTION 1 FFP ASK GAME TO REQUEST INFO PAGE AND LINK TO CHAT (5 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | | |
| | | | | | NET AMT | \$675.00 |
| Funded Amount | | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|------------|------------|
| 1006 | | 1 | Lot | \$2,700.00 | \$2,700.00 |
| OPTION | OPTION 1 FFP 3 MORE COMMERCIALS (20 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$2,700.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 1007 | | 1 | Lot | \$27,000.00 | \$27,000.00 |
| OPTION | OPTION 1 FFP PROJECT MANAGEMENT (200 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$27,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 1008 | | 1 | Lot | \$47,250.00 | \$47,250.00 |
| OPTION | OPTION 1 FFP GENERAL ADMINISTRATION (350 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$47,250.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------------|--|----------|------|-------------|-------------|
| 1009 | | 1 | Lot | \$36,000.00 | \$36,000.00 |
| OPTION | OPTION 1 FFP HOSTING & IT SUPPORT (365) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |
| | | | | | NET AMT |
| | | | | | \$36,000.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------------|--|----------|------|------------|------------|
| 1010 | | 1 | Lot | \$6,000.00 | \$6,000.00 |
| OPTION | OPTION 1 FFP HARDWARE UPGRADE PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |
| | | | | | NET AMT |
| | | | | | \$6,000.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|------------|------------|
| 1011 | | 1 | Lot | \$6,000.00 | \$6,000.00 |
| OPTION | OPTION 1 FFP SEARCH ENGINE LISTING (365HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$6,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|--|----------|------|-------------|-------------|
| 1012 | | 1 | Lot | \$14,000.00 | \$14,000.00 |
| OPTION | OPTION 1 FFP WEB TRENDS (365 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$14,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------|---|----------|------|-------------|-------------|
| 1013 | | 1 | Lot | \$24,000.00 | \$24,000.00 |
| OPTION | OPTION 1 FFP MONTHLY NEWLETTERS (12 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |

NET AMT \$24,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------------|---|----------|------|-------------|-------------|
| 1014 | | 1 | Lot | \$17,485.00 | \$17,485.00 |
| OPTION | OPTION 1 FFP ONLINE ADVERTISING (32 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |
| | | | | | NET AMT |
| | | | | | \$17,485.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|---------------|--|----------|------|-------------|-------------|
| 2001 | | 1 | Lot | \$21,600.00 | \$21,600.00 |
| OPTION | 2ND OPTION YEAR FFP MAIL APPLICATION UPDATE (160 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | | | | |
| | | | | | NET AMT |
| | | | | | \$21,600.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|-------------|-------------|
| 2002 OPTION | 2ND OPTION YEAR FFP SEARCH (120 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$16,200.00 | \$16,200.00 |

NET AMT \$16,200.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|-------------|-------------|
| 2003 OPTION | 2ND OPTION YEAR FFP 3 NEW RECRUITERS TEMPLATES (120 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$16,200.00 | \$16,200.00 |

NET AMT \$16,200.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|--|----------|------|-------------|-------------|
| 2004 OPTION | 2ND OPTION YEAR FFP ADD NEW LEVEL TO AIR BATTLE (160 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$21,600.00 | \$21,600.00 |

NET AMT \$21,600.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|------------|----------|
| 2005 OPTION | 2ND OPTION YEAR FFP ASK GAME TO REQUEST INFO PAGE AND LINK TO CHAT (5 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$675.00 | \$675.00 |
| NET AMT | | | | | \$675.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|--|----------|------|------------|------------|
| 2006 OPTION | 2ND OPTION YEAR FFP 3 MORE COMMERCIALS (20 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$2,700.00 | \$2,700.00 |
| NET AMT | | | | | \$2,700.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|-------------|-------------|
| 2007 OPTION | 2ND OPTION YEAR FFP PROJECT MANAGEMENT (200 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$27,000.00 | \$27,000.00 |

NET AMT \$27,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|--|----------|------|-------------|-------------|
| 2008 OPTION | 2ND OPTION YEAR FFP GENERAL ADMIISTRATION (350 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$47,250.00 | \$47,250.00 |

NET AMT \$47,250.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|-------------|-------------|
| 2009 OPTION | 2ND OPTION YEAR FFP HOSTING & IT SUPPORT (365 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$36,000.00 | \$36,000.00 |

NET AMT \$36,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|------------|------------|
| 2010 OPTION | 2ND OPTION YEAR FFP HARDWARE UPGRADE PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$6,000.00 | \$6,000.00 |
| NET AMT | | | | | \$6,000.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|--|----------|------|------------|------------|
| 2011 OPTION | 2ND OPTION YEAR FFP SEARCH ENGINE LISTING (365 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$6,000.00 | \$6,000.00 |
| NET AMT | | | | | \$6,000.00 |
| Funded Amount | | | | | \$0.00 |

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|---|----------|------|-------------|-------------|
| 2012 OPTION | 2ND OPTION YEAR FFP WEB TRENDS (365 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$14,000.00 | \$14,000.00 |

NET AMT \$14,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|--|----------|------|-------------|-------------|
| 2013 OPTION | 2ND OPTION YEAR FFP MONTHLY NEWSLETTER (12 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$24,000.00 | \$24,000.00 |

NET AMT \$24,000.00

Funded Amount \$0.00

FOB: Destination

| ITEM NO | SUPPLIES/SERVICES | QUANTITY | UNIT | UNIT PRICE | AMOUNT |
|----------------|--|----------|------|-------------|-------------|
| 2014 OPTION | 2ND OPTION YEAR FFP ONLINE ADVERTISING (32 HRS) PURCHASE REQUEST NUMBER: FANGRS42050400 SIGNAL CODE: A | 1 | Lot | \$17,485.00 | \$17,485.00 |

NET AMT \$17,485.00

Funded Amount \$0.00

FOB: Destination

INSPECTION AND ACCEPTANCE TERMS

Supplies/services will be inspected/accepted at:

| CLIN | INSPECT AT | INSPECT BY | ACCEPT AT | ACCEPT BY |
|------|--|------------|--|------------|
| 0001 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0002 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | N/A | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0003 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0004 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0005 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0006 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0007 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0008 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0009 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0010 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |

| | | | | |
|------|--|------------|--|------------|
| 0011 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0012 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0013 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |
| 0014 | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government | ANG/DPRS - FANGRS 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 | Government |

DELIVERY INFORMATION

| CLIN | DELIVERY DATE | QUANTITY | SHIP TO ADDRESS | UIC |
|------|-----------------------------------|----------|---|--------|
| 0001 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | ANG/DPRS - FANGRS (b) (6) 1411 JEFFERSON DAVIS HIGHWAY SUITE 10400 ARLINGTON VA 22202 703-607-2932 FOB: Destination | FANGRS |
| 0002 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0003 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0004 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0005 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0006 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0007 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0008 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |

| | | | | |
|------|-----------------------------------|-----|---|--------|
| 0009 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0010 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0011 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0012 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0013 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 0014 | POP 26-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1001 | POP 20-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1002 | POP 20-AUG-2004 TO 19-AUG-2005 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1003 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1004 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1005 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1006 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1007 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1008 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1009 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1010 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1011 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1012 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |

| | | | | |
|------|-----------------------------------|-----|---|--------|
| 1013 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 1014 | POP 19-AUG-2005 TO 18-AUG-2006 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2001 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2002 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2003 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2004 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2005 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2006 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2007 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2008 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2009 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2010 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2011 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2012 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2013 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |
| 2014 | POP 20-AUG-2006 TO 19-AUG-2007 | N/A | (SAME AS PREVIOUS LOCATION) FOB: Destination | FANGRS |

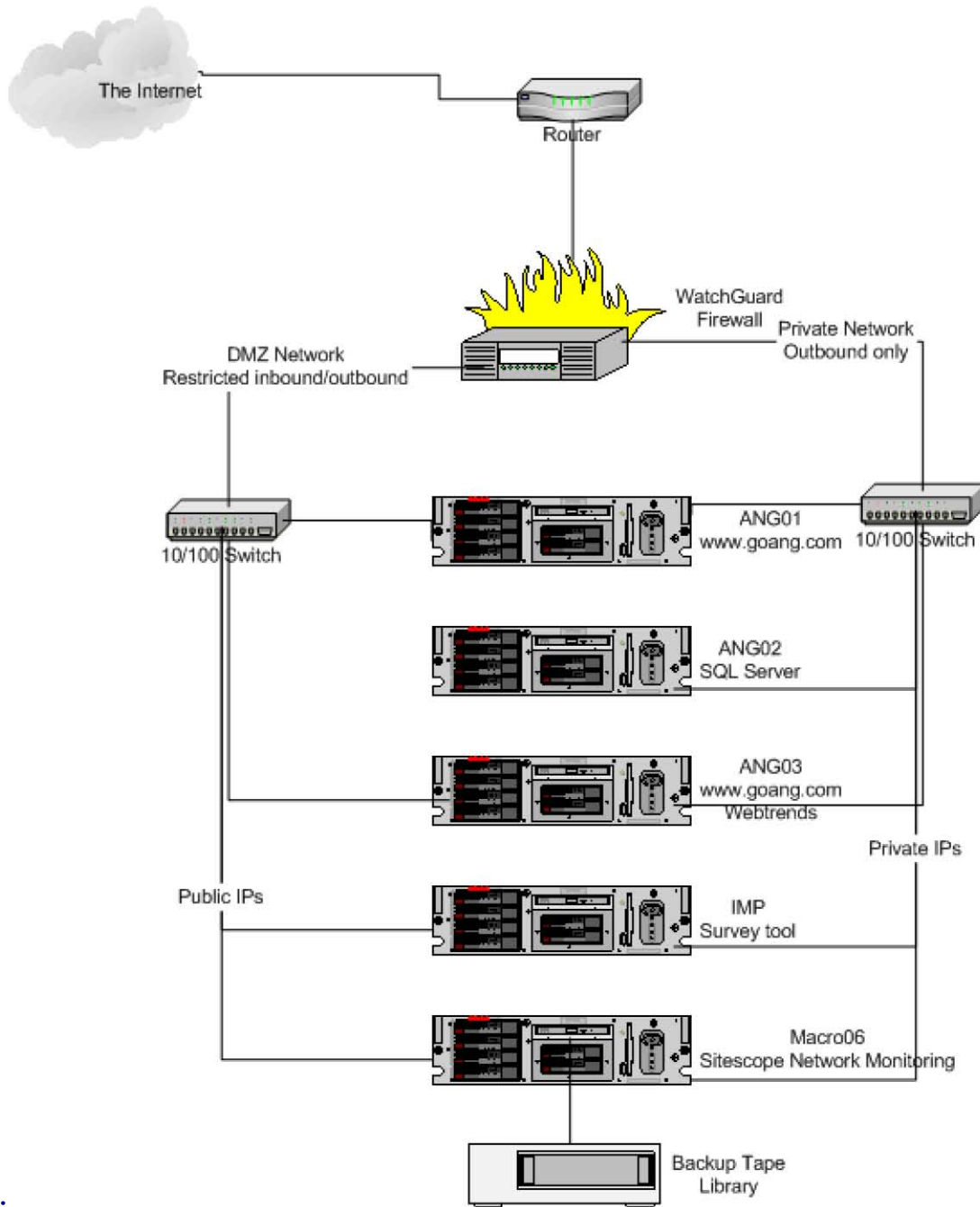
ACCOUNTING AND APPROPRIATION DATA

AA: 5743840 584 41TH 074990 040000 59260 58154F 525700 F25700
AMOUNT: \$256,710.00

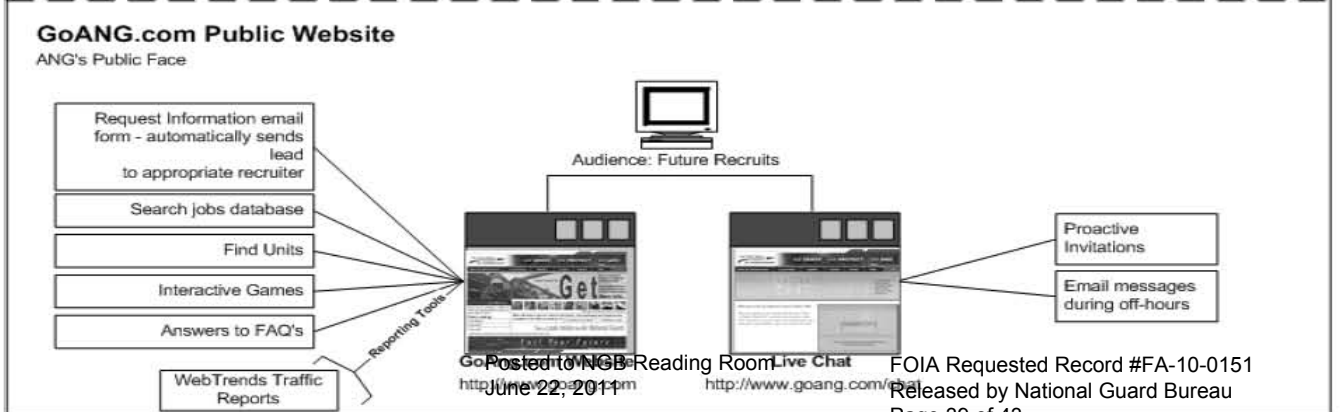
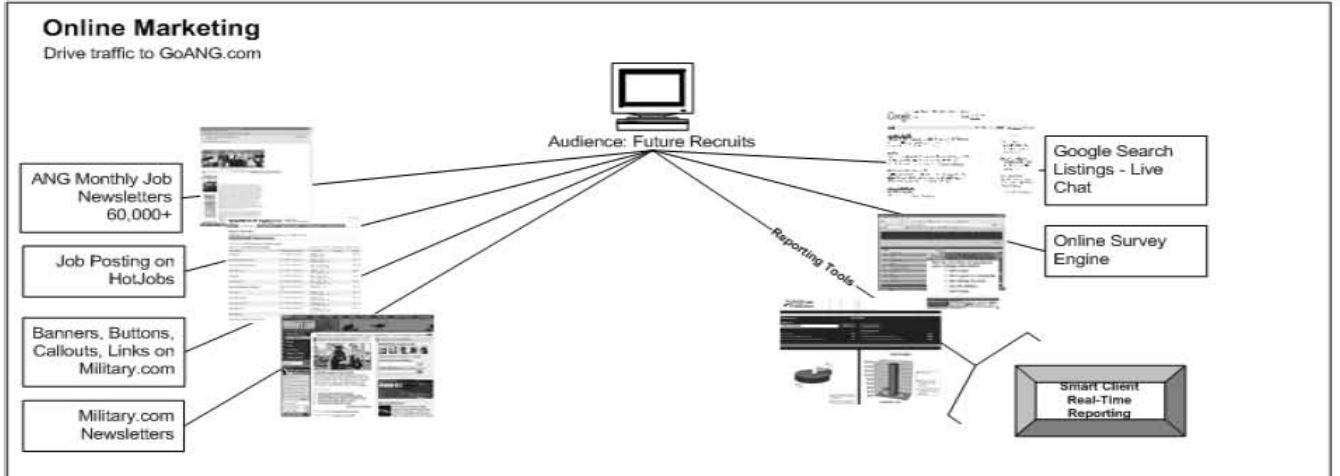
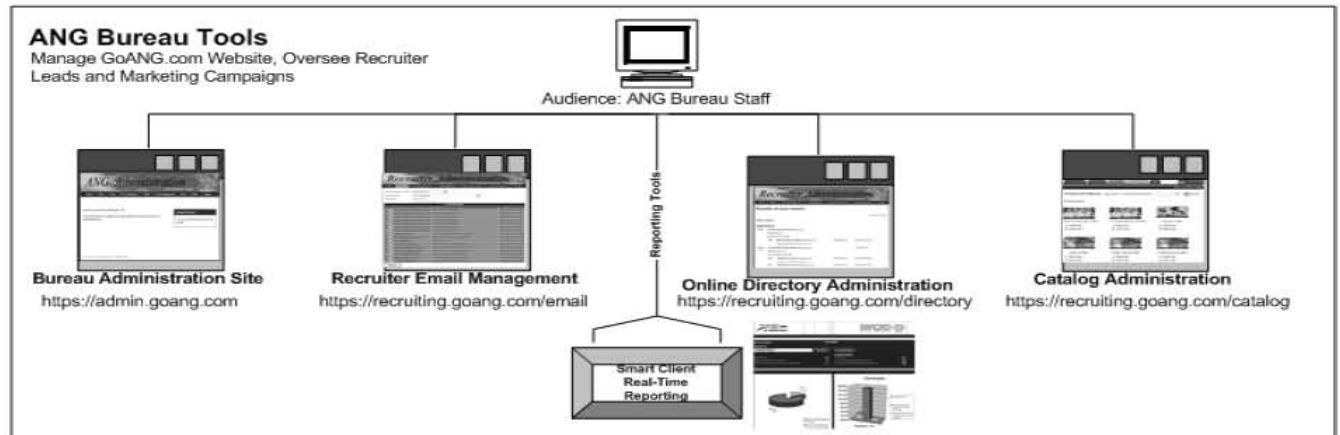
CLAUSES INCORPORATED BY REFERENCE

52.232-33 Payment by Electronic Funds Transfer--Central Contractor OCT 2003
 Registration

Current Hosting Environment for ANG and Applications Developed and Supported Under Contract
MACROsystems Hosted Servers



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Deliverables for AQ Basic:

| DEVELOPMENT | HOURS | DESCRIPTION | Costs |
|--|--------------|---|--------------|
| Mail Application Update | 160 | The email server for goang.com recruiter email is running on an older technology than the rest of the website. We will provide an architectural update to the .NET platform, allowing for fast updates to email routing rules to meet new business needs and compensate for ANG staff turnover. The core module of the recruiter email system is a mission-critical, high-performance piece of code. It is currently written in a pre-.NET language and does not fully integrate with the rest of the .NET systems, which will make updates gradually more difficult in future years. We recommend that this system be ported to the .NET platform to enable easy changes to core email routing features. | \$21,600 |
| Search | 120 | Most websites have a search engine allowing users to search quickly for specific keywords. We can add this functionality to goang.com. | \$16,200 |
| DESIGN | | | |
| 3 New Recruiters Templates | 120 | It has been 2 years since the addition of the new templates for the recruiter's personal sites. Here we propose to create some new templates to either replace the ones that have been there since we originally built the site 3 years ago or adding some new fresh looks to the template wizard. The functionality AQ Basic is to design three new templates for the recruiters, top and bottom bars for their online websites. New Photos Upload for Recruiter sites. | \$16,200 |
| Game Modifications/Updates | | | |
| Site Traffic for Games | | SkyTank-36,232 Visitors; Air Battle-16,382; Parachute-20,146; Arcade Home Page: 11,334; Total: 84,094 visitors or 1% | |
| Add new level to Air Battle | 160 | Adding a new level to existing Air Battle Game. | \$21,600 |
| Link the game to Request Info Page and link to chat. | 5 | Just to push users to request info or ask any questions they might have. | \$675 |
| Other | | | |
| 3 More Commercials | 20 | Adding 3 more commercials to our movie theater | \$2,700 |

| | | | |
|------------------|--|--|-----------------|
| Sub Total | | | \$78,975 |
|------------------|--|--|-----------------|

General Management and Administration

| | | |
|---|-----|----------|
| Project Management (project management- spec, estimate, timelines, requirements gathering, program management on all projects) | 200 | \$27,000 |
| General Administration (300 hours for the year technical support, help desk support, technical modifications on a ongoing basis, change requests on existing applications, 24x7 technical support, updates, changes, small development requests, etc.. items that add up over a years time, but can't be estimated or applied to specific project.) | 350 | \$47,250 |

Hosting/IT Support

| | | |
|----------------------|---------|---------------|
| Hosting & IT Support | \$3,000 | Monthly costs |
| | Yearly | \$36,000 |
| Hardware Upgrade | | \$6,000 |

Marketing

| | | |
|--|--------|----------|
| Search Engine Listing | 1-Year | \$6,000 |
| Web Trends | 1-Year | \$14,000 |
| Monthly Newsletter | 12 x | \$24,000 |
| Online Advertising (this would be for a sponsorship on monster, google, or military.com to support a promotion or campaign for one month. \$9k is not a lot of budget for online advertising.) | 1 mos. | \$17,485 |

Grand Total for Services and Features
\$256,710

ANG Renewal of AQ Web Contract:

Contractor shall provide web services, enhanced features, support, development and marketing for the ANG Retention and Recruiting Online efforts. There are over nine online applications that are hosted and supported by Microsystems, but managed by the Air National Guard.

1. Contractor shall do mail application updates. The email server for goang.com recruiter email is running on an older technology than the rest of the website and needs updating.
2. Contractor shall maintain search engine. Most websites have a search engine allowing users to search quickly for specific keywords and this will need to be maintain.
- 3 Contractor shall add three new recruiter sites. It has been 2 years since the addition of the new templates for the recruiter's personal sites and this addition is needed.
- 4 Contractor shall add a new level to the existing air battle game on goang.com and, link the game to request info page and link to chat.
- 5 Contractor shall add three more commercials to the movie theatre section on goang.com.
- 6 Contractor shall be the project manager (project management- spec, estimate, timelines, requirements gathering, program management on all projects)
- 8 Contractor shall provide 300 hours for the year's technical support, help desk support, technical modifications on a ongoing basis, change requests on existing applications, 24x7 technical support, updates, changes, small development requests, etc. to be applied to whatever project requires it.
- 9 Contractor shall provide hosting and IT support to host all nine ANG Bureau Retention and Recruiting applications, including hardware upgrades that may be needed.
10. Contractor shall provide basic online marketing support at the minimum level such as monthly newsletters (opted-in registers); search engine, WebTrends analytics, and a 30-day online ad buy on job posting board.
11. Delivery Date: One year (12 months) from time of contract award. If delivery date needs to be extended; contractor shall notify ANG/DPFR's POC within 72 hours in writing or by email requesting said extension. ANG/DPFR will approve or disapprove request for extension. If approval for extension is granted, a modification will be issued extending delivery date.

ADDITIONAL INSTRUCTIONS AND PAYMENT INFORMATION:

- A. Contractor Tin: 91-1739222
- B. Contractor Duns Number: 041663928
- C. Contractor Representative: (b) (6) 206-595-0202
- D. Contracting Officer's Representative (COR): (b) (6) (703) 607-2932
- E. Contracting Officer: (b) (6) 703-607-1226
- F. The Air National Guard Payment Office(DFAS-OMAHA)phone number is 800-756-4571, Option 2, option 3.
- G. Send Invoices To:

NGB-J8C
ATTN: (b) (6)
1411 Jefferson Davis Highway
Suite 8200
Arlington VA 22202-3231

ANG/DPFR
ATTN: (b) (6)
1411 Jefferson Davis Highway
Arlington VA 22202-3231