

GSA Contract Holder

Federal Supply Service
Authorized Federal Supply Schedule Price List

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

Schedule Title- Multiple Award Schedule (MAS)
Federal Supply Group: Professional Services
PSC: R704 and U006

Contract Number: 47QSEA18D0004

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Contract period: Nov 8, 2017 through Nov 7, 2022
Pricelist current through Modification PO-0031 effective 01/20/21



BLUE AIR TRAINING LLC

Contractor Address: 11411 Southern Highlands Pkwy Ste 330
Las Vegas, NV 89141-3267
Telephone: (888) 258-3447 ext 103
Web Site: www.blueairtraining.com
E-mail: richard.douglas@blueairtraining.com
Contract Administration: Richard Douglas, AMIC PM
Business Size: Small business, Service-Disabled Veteran Owned Small business,
SBA Certified Small Disadvantaged business

Prices Shown Herein are Net (discount deducted)





CUSTOMER INFORMATION

1a. Table of Awarded Special Item Numbers:

SIN	Recovery	SIN Title
611430		Professional and Management Development Training
611512		Flight Training
OLM	OLMRC	Order-Level Materials (OLM's)

1b. Identification Lowest Priced Model Number and Price for Each SIN: [See page 4.](#)

1c. Hourly Rates: [See page 4.](#)

2. Maximum order:

SIN	Maximum Order
611430	\$1,000,000.00
611512	\$1,000,000.00
OLM	\$250,000.00

3. Minimum order: [\\$500.00](#)

4. Geographic coverage (delivery area): [Domestic](#)

5. Points of production: [Same as Contractor's address.](#)

6. Discount from list prices: [Government Net Prices \(discounts already deducted.\)](#)

7. Quantity discounts:

- [1% on orders of \\$250,000-\\$499,999](#)
- [1.5% on orders of \\$500,000-\\$999,999](#)
- [2% \(and additional discount if negotiated\) on orders of \\$1,000,000+](#)

8. Prompt payment terms:

- [00.5 % if Payment is made within 10 days](#)

"Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions."

9. Foreign Items: [Not Applicable](#)

10a. Time of Delivery: [To Be Determined at the Task Order level](#)

10b. Expedited Delivery: [To Be Determined at the Task Order level](#)

10c. Overnight and 2-day delivery: [To Be Determined at the Task Order level](#)



10d. Urgent Requirements: [To Be Determined at the Task Order level](#)

11. F.O.B. Point: [Destination](#)

12a. Ordering Address:

[11411 Southern Highlands Pkwy Ste 330](#)
[Las Vegas, NV 89141-3267](#)

12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address:

[11411 Southern Highlands Pkwy Ste 330](#)
[Las Vegas, NV 89141-3267](#)

14. Warranty provision: [Standard Commercial Warranty Terms & Conditions](#)

15. Export Packing Charges: [Not Applicable](#)

16. Terms and conditions of rental, maintenance, and repair: [Not Applicable](#)

17. Terms and conditions of installation: [Not Applicable](#)

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](#)

22a. Special attributes such as environmental attributes: [Not Applicable](#)

22b. Section 508 Compliance for EIT: [As Applicable](#)

23. Data Universal Number System (DUNS) number: [027273972](#)

24. Notification Regarding Registration in System for Award Management (SAM) Database:
[Contractor registered and active in SAM](#)



GSA AUTHORIZED PRICELIST

SIN	Labor Category	Price (including IFF)
611430	CAS SME Labor	\$97.55
611512	Flight Hour - Jet Aircraft, no Weapons (DRY CAS)	\$6,177.68
611512	Flight Hour - Jet Aircraft, with Weapons (LIVE CAS)	\$6,787.38
611512	Flight Hour - Prop Aircraft, no Weapons (DRY CAS)	\$2,229.05
611512	Flight Hour - Prop Aircraft, with Weapons (LIVE CAS)	\$2,838.75

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 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.

LABOR CATEGORY DESCRIPTIONS

Title: CAS SME

Functional Duties/Responsibilities: Recently current and qualified Close Air Support (CAS) pilot or Joint Terminal Attack Controller Instructor (JTAC-I) with combat experience. Must be highly proficient with the CAS mission and all governing joint doctrine. Conduct classroom instruction to JTACs in various levels of upgrade training. Instruction can cover the full spectrum of CAS operations from Pre-mission planning through Post mission debrief. SME's are expected to be well versed in all aspects of Intelligence Surveillance and Reconnaissance (ISR), Suppression of Enemy Air Defense (SEAD), aircraft capabilities, weaponeering, airspace deconfliction, sensor management and battlefield coordination to list a few key aspects. Be proficient in current joint and Air Force TTP's and standard brevity communication terms.

Minimum Education: Bachelor's degree and 6 years of experience as a CAS SME. Bachelor's degree may be substituted with 4 additional years of experience.

Minimum Experience Requirements: Must be experts in air to ground support operations and JPUB 3-09.3. Rated pilot from tactical airframe must have at least 1,000 flight hours or JTAC with Instructor designation. Must have post-9/11 combat experience. Must maintain valid FAA Class 2 physical.

Required/Supplemental Certifications: Pilot's license and/or JTAC-I, SECRET clearance.

DESCRIPTION OF SERVICES



1. Flight hour – Jet Aircraft (DRY CAS or LIVE)

Terms: Performed and invoiced on a FFP basis per flight hour

Specific Description of Services: Pre/Post Mission Coordination and Mission Execution

Pre/Post Mission Coordination: There is no substitute for face-to-face pre-mission coordination and briefing and post-mission debrief. Blue Air Training takes great pride in the skill of pre-mission planning and post-mission debriefing process. The process has been refined over the course of the careers for the Blue Air Training staff, who were highly trusted instructors during their Fighter Pilot and JTAC careers. During pre-mission planning, the Blue Air Training staff ensures all training objectives are identified and that the scenario is discussed, refined, and understood by all. Frequencies, airspace, timing, expectations, and TTPs must be coordinated internally to ensure the JTAC receives the most efficient and professional training possible. Post mission, Blue Air Training pilots will land and commute to the JTAC to deliver a Weapons School level debrief far exceeding AFI 11-214 guidelines. This ensures the JTAC receives the critical feedback that will help shape the growth and will sustain the positive skills already learned.

Mission Execution: All tactical aircraft are piloted by CAS Subject Matter Experts that have multiple combat deployments and are recognized experts in the CAS community. During Dry CAS, the pilot flies the same attack profile as a live mission. With proper coordination, we can utilize an onboard smoke generator to provide a visual representation of the simulated weapons release. This gives the JTAC and/or JTAC Instructor the immediate feedback to ensure clearance was given appropriately and it provides an increased level of realism to the training. For Live CAS, Blue Air Training aircraft employ BDU-33 practice munitions, and 7.62mm Strafe. With a Federal Firearms License (FFL), Blue Air Training can procure and utilize automatic weapons.

Digitally Aided Close Air Support: Blue Air Training aircraft have a variety of radios to support the mission. Some have a combination of ARC-164 UHF radios, as found in the A-10C and B-1B, and one VHF radio covering both civil and military VHF bands. Other aircraft are equipped with L3Harris AN/PRC-152A's which enable us to use secure communications when utilizing a crypto key. We also have the BATS-D AN/PRC-161 paired with a Tablet and ATAK software enabling us to be Link 16 capable. This is a program of record and it allows the aircraft communication suites to seamlessly interface on any tactical data network to conduct DACAS.

- **Communications Equipment:** Many operators train on the manual operation of their communications equipment in the classroom setting. Blue Air Training instructors provide a level of stress and fatigue on the operator, so that the training better simulates the conditions in which the operator will find themselves in combat. Additionally, Blue Air Training has strategic relationships with the manufacturers of these items to ensure the best possible methods are taught.
- **Challenging Exercises to ensure trainees grasp the skills taught:** Blue Air Training is known for the challenging, realistic, operationally relevant training that is provided. By executing a complex dynamic scenario, trainees are challenged to be operationally functional and efficient with management of the CAS tools available. This enables the warfighter to be tested, in a training environment, on the utilization of their equipment and tactics – before being deployed.

2. CAS Subject Matter Expert (SME)



Terms: Performed and invoiced on a FFP basis per labor hour

Specific Description of Services: Custom Academic Instruction

Using the “ADDIE” approach to curriculum development, Blue Air Training instructors promote a continuous improvement process to training.

Analysis Phase: In the analysis phase, Blue Air Training instructors work to clarify the instructional problem, the instructional goals and objectives are established, and the learning environment and learner's existing knowledge and skills are identified. Below are some of the questions that are addressed during the analysis phase:

- Who is the audience and their characteristics?
- What are the delivery options?
- What is the timeline for project completion?

Design Phase: During the design phase Blue Air Training instructors lay out the learning objectives, assessment instruments, exercises, content, subject matter analysis, lesson planning and media selection. The design phase should be systematic and specific. Systematic means a logical, orderly method of identifying, developing and evaluating a set of planned strategies targeted for attaining the project's goals. Specific means each element of the instructional design plan needs to be executed with attention to details. These are steps used for the design phase:

- Documentation of the project's instructional, visual and technical design strategy
- Apply instructional strategies according to the intended behavioral outcomes by domain (cognitive, affective, psychomotor).
- Create storyboards
- Draft products
- Apply visual design

Development Phase: During the development phase the Blue Air instructors create and assemble the content assets that were created in the design phase. Our programmers work to develop and/or integrate technologies and our testers perform debugging procedures. The project is reviewed and revised according to any feedback given.

Implementation Phase: During the implementation phase, procedures for training the Blue Air instructors and the trainees is developed. The instructor training covers the course curriculum, learning outcomes, method of delivery, and testing procedures. Preparation of the learners include training them on new tools (software or hardware), student registration.

Evaluation Phase: The evaluation phase consists of two parts: formative and summative. Formative evaluation is present in each stage of the ADDIE process. Summative evaluation consists of tests designed for domain specific criterion-related referenced items and providing opportunities for feedback from the trainees and instructors.

Continuous Feedback: The majority of Blue Air Training’s academic instructor team are graduates of Fighter Weapons School, or the service equivalent course. The feedback process that occurs is honest, open, informative, and complete.



Classroom Discussion: During academic training, communication is established so that all trainees are comfortable enough to interact with the instructor and questions are encouraged. This environment is conducive to learning and promotes student to student, and/or student to instructor engagement. During this process, the instructor is able to facilitate discussions while executing the syllabus. All classroom feedback is incorporated into academic reviews to ensure the training material is continuously improving. Additionally, Blue Air instructors coordinate with Department of Defense personnel to ensure all training material is accurate and relevant to current operations.

Simulator Support: Blue Air Training instructors provide support to many Close Air Support training simulators. In this environment, the instructor can operate the simulator while serving as an instructor as well. Blue Air Training leverages the relationships with the simulator manufacturer to ensure all personnel can freely communicate with the engineers to conduct basic maintenance on the system to prevent system down time. As former CAS pilots and SOF JTACs, the team can provide effective, realistic training in a simulator environment that properly prepares trainees for the actual operations on range, without wasting any sorties.