

TITLE:	GAO GRAPHIC SERVICES												
TERM:	DATE OF AWARD thru NOVEMBER 30, 2003												
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	GENERAL ACCOUNTING OFFICE (GAO)			AOR, INC. Denver, Colorado		BETA PRESS Hyattsville, Maryland		CLB CREATIONS Temple Hills, Maryland		CORPORATE VISIONS Washington, DC		DE VAL GRAFIK, LLC Washington, DC	
	PROGRAM B002-M			BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I	PRESENTATION MATERIALS:												
A.	Board (40 x 60"):												
(1)	Labor.....per hour-----	150	35.00	5,250.00	-----	0.00	-----	0.00	40.00	6,000.00	19.10	2,865.00	
	Per Item:												
(2)	(1/4") Foam Core-----	35	87.00	3,045.00	-----	0.00	-----	0.00	35.00	1,225.00	100.29	3,510.15	
(3)	(1/4") Gator Board-----	10	97.50	975.00	-----	0.00	-----	0.00	45.00	450.00	129.80	1,298.00	
(4)	B/W Digital Photographic Print Continuous Tone--	10	110.00	1,100.00	-----	0.00	-----	0.00	75.00	750.00	318.60	3,186.00	
(5)	B/W Nondigital Photographic Print Continuous Tone-----	10	-----	0.00	-----	0.00	-----	0.00	NB	0.00	318.60	3,186.00	
(6)	B/W Ink Jet Print-----	10	120.00	1,200.00	-----	0.00	-----	0.00	50.00	500.00	240.70	2,407.00	
(7)	Photo Blue Background-----	5	97.50	487.50	-----	0.00	-----	0.00	65.00	325.00	240.60	1,203.00	
(8)	Color Ink Jet Print-----	20	165.00	3,300.00	-----	0.00	-----	0.00	80.00	1,600.00	240.70	4,814.00	
(9)	Color Digital Photographic Print Continuous Tone-----	20	115.00	2,300.00	-----	0.00	-----	0.00	80.00	1,600.00	477.90	9,558.00	
(10)	Color Nondigital Photographic Print Continuous Tone-----	20	-----	0.00	-----	0.00	-----	0.00	NB	0.00	477.90	9,558.00	
(11)	Double-Sided Laminate, 3/10 Mil-----	10	50.00	500.00	-----	0.00	-----	0.00	30.00	300.00	160.48	1,604.80	
(12)	Hinging-----	5	-----	0.00	-----	0.00	-----	0.00	35.00	175.00	12.90	64.50	
B	Board (30 x 40"):												
(1)	Labor.....per hour-----	200	35.00	7,000.00	NB	0.00	-----	0.00	40.00	8,000.00	19.10	3,820.00	
	Per Item:												
(2)	(1/4") Foam Core-----	90	43.50	3,915.00	NB	0.00	-----	0.00	22.00	1,980.00	53.10	4,779.00	
(3)	(1/4") Gator Board-----	20	52.50	1,050.00	NB	0.00	-----	0.00	27.00	540.00	68.45	1,369.00	
(4)	B/W Digital Photographic Print Continuous Tone--	10	55.00	550.00	NB	0.00	-----	0.00	45.00	450.00	200.60	2,006.00	
(5)	B/W Nondigital Photographic Print Continuous Tone-----	10	-----	0.00	NB	0.00	-----	0.00	NB	0.00	200.60	2,006.00	
(6)	B/W Ink Jet Print-----	10	60.00	600.00	NB	0.00	-----	0.00	30.00	300.00	127.40	1,274.00	
(7)	Photo Blue Background-----	40	52.50	2,100.00	NB	0.00	-----	0.00	40.00	1,600.00	127.43	5,097.20	
(8)	Color Ink Jet Print-----	5	99.00	495.00	NB	0.00	-----	0.00	48.00	240.00	159.40	797.00	
(9)	Color Digital Photographic Print Continuous Tone-----	10	65.00	650.00	NB	0.00	-----	0.00	48.00	480.00	200.60	2,006.00	
(10)	Color Nondigital Photographic Print Continuous Tone-----	5	-----	0.00	NB	0.00	-----	0.00	NB	0.00	200.60	1,003.00	
(11)	Double-Sided Laminate, 3/10 Mil-----	10	25.00	250.00	NB	0.00	-----	0.00	18.00	180.00	84.70	847.00	
C.	Poster (20 x 30"):												
(1)	Labor.....per hour-----	150	35.00	5,250.00	NB	0.00	-----	0.00	40.00	6,000.00	19.10	2,865.00	
	Per Item:												
(2)	(1/4") Foam Core-----	80	22.50	1,800.00	NB	0.00	-----	0.00	15.00	1,200.00	29.50	2,360.00	
(3)	(1/4") Gator Board-----	10	27.00	270.00	NB	0.00	-----	0.00	19.00	190.00	38.40	384.00	
(4)	B/W Digital Photographic Print Continuous Tone--	30	35.00	1,050.00	NB	0.00	-----	0.00	28.00	840.00	118.00	3,540.00	
(5)	B/W Nondigital Photographic Print Continuous Tone-----	5	-----	0.00	NB	0.00	-----	0.00	NB	0.00	118.00	590.00	
(6)	B/W Ink Jet Print-----	5	31.50	157.50	NB	0.00	-----	0.00	18.00	90.00	70.80	354.00	
(7)	Photo Blue Background-----	5	30.00	150.00	NB	0.00	-----	0.00	24.00	120.00	70.80	354.00	
(8)	Color Ink Jet Print-----	5	52.50	262.50	NB	0.00	-----	0.00	29.00	145.00	88.60	443.00	
(9)	Color Digital Photographic Print Continuous Tone-----	10	35.00	350.00	NB	0.00	-----	0.00	29.00	290.00	118.00	1,180.00	
(10)	Color Nondigital Photographic Print Continuous Tone-----	5	-----	0.00	NB	0.00	-----	0.00	NB	0.00	118.00	590.00	
(11)	Double-Sided Laminate, 3/10 Mil-----	5	15.00	75.00	NB	0.00	-----	0.00	13.00	65.00	47.20	236.00	
D.	Flip Chart Pad (30 x 40"):												
(1)	Labor.....per hour-----	200	35.00	7,000.00	NB	0.00	-----	0.00	40.00	8,000.00	19.10	3,820.00	
	Per Item:												
(2)	Paper Inexpensive Newsprint Sheet (30 x 40")----	1000	-----	0.00	NB	0.00	-----	0.00	20.00	20,000.00	-----	0.00	
(3)	Backing Board/Grommets-----	150	-----	0.00	NB	0.00	-----	0.00	25.00	3,750.00	2.29	343.50	
E.	Signs/Posters:												
(1)	Labor.....per hour-----	100	35.00	3,500.00	NB	0.00	-----	0.00	40.00	4,000.00	19.10	1,910.00	
	Per Item:												
(2)	(1/4") Foam Core-----	30	5.25	157.50	NB	0.00	-----	0.00	5.00	150.00	35.40	1,062.00	
(3)	(1/4") Gator Board-----	10	6.00	60.00	NB	0.00	-----	0.00	6.00	60.00	45.90	459.00	
(4)	B/W Digital Print-----	20	6.00	120.00	NB	0.00	-----	0.00	5.00	100.00	84.95	1,699.00	
(5)	Gloss/Mate Laminate, 3/10 Mil-----	5	3.00	15.00	NB	0.00	-----	0.00	5.00	25.00	35.40	177.00	
(6)	Grommets-----	20	2.25	45.00	NB	0.00	-----	0.00	1.00	20.00	2.29	45.80	

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TERM:	DATE OF AWARD thru NOVEMBER 30, 2003												
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	GENERAL ACCOUNTING OFFICE (GAO)			AOR, INC. Denver, Colorado		BETA PRESS Hyattsville, Maryland		CLB CREATIONS Temple Hills, Maryland		CORPORATE VISIONS Washington, DC		DE VAL GRAFIK, LLC Washington, DC	
	PROGRAM B002-M			BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	
I	PRESENTATION MATERIALS: (cont'd)												
E.	Signs/Posters: (cont'd)												
(7)	Hangers-----	20	2.25	45.00	NB	0.00	-----	0.00	5.00	100.00	2.29	45.80	
(8)	(2") Vinyl Letters-----	5	-----	0.00	NB	0.00	-----	0.00	NB	0.00	7.90	39.50	
(9)	(1") Vinyl Letters-----	5	-----	0.00	NB	0.00	-----	0.00	NB	0.00	6.90	34.50	
II	PUBLICATION ART:												
A.	Illustration (8-1/2 x 11"):												
(1)	Labor.....per hour-----	100	35.00	3,500.00	28.00	2,800.00	75.00	7,500.00	40.00	4,000.00	19.10	1,910.00	
	Per Item:												
(2)	Per Illustration, incl., Hard Copy & 3-1/2" Disk-----	50	4.00	200.00	5.00	250.00	125.00	6,250.00	2.00	100.00	589.49	29,474.50	
(3)	Per Illustration, incl., Hard Copy & Recordable or Rewriteable CD-----	10	8.00	80.00	8.00	80.00	150.00	1,500.00	4.00	40.00	589.49	5,894.90	
(4)	Per Illustration, incl., Hard Copy & Zip-----	10	12.50	125.00	30.00	300.00	165.00	1,650.00	8.00	80.00	589.49	5,894.90	
(5)	8-1/2 x 11" B/W Laser-----	20	0.75	15.00	1.00	20.00	NB	0.00	1.00	20.00	3.00	60.00	
(6)	8-1/2 x 11" 4-Color Process Illustration-----	10	1.00	10.00	2.00	20.00	300.00	3,000.00	2.00	20.00	589.49	5,894.90	
B.	Map (8-1/2 x 11"):												
(1)	Labor.....per hour-----	50	35.00	1,750.00	28.00	1,400.00	50.00	2,500.00	40.00	2,000.00	19.10	955.00	
	Per Item:												
(2)	Per Map, incl., Hard Copy & 3-1/2" Disk-----	20	4.00	80.00	5.00	100.00	75.00	1,500.00	2.00	40.00	295.00	5,900.00	
(3)	Per Map, incl., Hard Copy & Recordable or Rewriteable CD-----	10	8.00	80.00	8.00	80.00	85.00	850.00	4.00	40.00	295.50	2,955.00	
(4)	Per Map, incl., Hard Copy & Disk-----	10	12.50	125.00	30.00	300.00	100.00	1,000.00	8.00	80.00	295.50	2,955.00	
(5)	8-1/2 x 11" B/W Laser-----	10	0.75	7.50	1.00	10.00	0.40	4.00	1.00	10.00	113.30	1,133.00	
C.	Chart (8-1/2 x 11"):												
(1)	Labor.....per hour-----	100	35.00	3,500.00	28.00	2,800.00	40.00	4,000.00	40.00	4,000.00	19.10	1,910.00	
	Per Item:												
(2)	Per Chart, incl., Hard Copy & 3-1/2" Disk-----	50	4.00	200.00	5.00	250.00	50.00	2,500.00	2.00	100.00	47.10	2,355.00	
(3)	Per Chart, incl., Hard Copy & Recordable or Rewriteable CD-----	20	8.00	160.00	8.00	160.00	60.00	1,200.00	4.00	80.00	47.10	942.00	
(4)	Per Chart, incl., Hard Copy & Disk-----	10	12.50	125.00	30.00	300.00	75.00	750.00	8.00	80.00	47.10	471.00	
(5)	8-1/2 x 11" B/W Laser-----	20	0.75	15.00	1.00	20.00	0.40	8.00	1.00	20.00	3.00	60.00	
III	COMPUTER SERVICES:												
A.	Film Negative or Positive Output, 1200 DPI or Higher:												
	Per Item:												
(1)	8-1/2 x 11"-----	50	27.00	1,350.00	NB	0.00	12.00	600.00	NB	0.00	87.50	4,375.00	
(2)	11 x 17"-----	30	42.00	1,260.00	NB	0.00	19.00	570.00	NB	0.00	99.60	2,988.00	
(3)	12 x 18"-----	20	46.50	930.00	NB	0.00	21.00	420.00	NB	0.00	112.50	2,250.00	
B.	Color Laser or Color Copy Output:												
	Per Copy/Piece:												
(1)	8-1/2 x 11" First Copy-----	20	5.00	100.00	4.00	80.00	NB	0.00	0.40	8.00	0.89	17.80	
(a)	0 - 25 Multiple Copies-----	75	1.00	75.00	0.70	52.50	NB	0.00	0.40	30.00	0.84	63.00	
(b)	25 - 100 Multiple Copies-----	5	0.95	4.75	0.70	3.50	NB	0.00	0.40	2.00	0.79	3.95	
(c)	100 + Multiple Copies-----	5	0.90	4.50	0.60	3.00	NB	0.00	0.40	2.00	0.74	3.70	
(2)	11 x 17" First Copy-----	10	5.00	50.00	4.50	45.00	NB	0.00	0.60	6.00	0.98	9.80	
(a)	0 - 25 Multiple Copies-----	50	1.75	87.50	1.00	50.00	NB	0.00	0.60	30.00	0.94	47.00	
(b)	25 - 100 Multiple Copies-----	5	1.60	8.00	1.00	5.00	NB	0.00	0.60	3.00	0.89	4.45	
(c)	100 + Multiple Copies-----	5	1.45	7.25	0.60	3.00	NB	0.00	0.60	3.00	0.84	4.20	
(3)	12 x 18" First Copy-----	10	7.50	75.00	8.00	80.00	NB	0.00	1.00	10.00	1.04	10.40	
(a)	0 - 25 Multiple Copies-----	50	2.25	112.50	2.00	100.00	NB	0.00	1.00	50.00	0.98	49.00	
(b)	25 - 100 Multiple Copies-----	5	2.10	10.50	1.50	7.50	NB	0.00	1.00	5.00	0.94	4.70	
(c)	100 + Multiple Copies-----	5	2.05	10.25	1.00	5.00	NB	0.00	1.00	5.00	0.89	4.45	
C.	Black & White Laser 600 DPI Output:												
(1)	8-1/2 x 11"-----	50	0.75	37.50	4.00	200.00	NB	0.00	0.10	5.00	0.12	6.00	
(2)	11 x 17"-----	20	1.50	30.00	6.00	120.00	NB	0.00	0.20	4.00	0.15	3.00	
(3)	12 x 18"-----	20	2.00	40.00	6.50	130.00	NB	0.00	0.30	6.00	0.17	3.40	
D.	Color Ink Jet Digital Print Output Including Lamination 1-Sided:												
(1)	20 x 30"-----	50	45.00	2,250.00	NB	0.00	NB	0.00	42.00	2,100.00	83.40	4,170.00	
(2)	30 x 40"-----	25	80.00	2,000.00	NB	0.00	NB	0.00	66.00	1,650.00	148.40	3,710.00	
(3)	40 x 60"-----	20	150.00	3,000.00	NB	0.00	NB	0.00	110.00	2,200.00	238.10	4,762.00	
(4)	36 x 120"-----	20	275.00	5,500.00	NB	0.00	NB	0.00	180.00	3,600.00	495.60	9,912.00	

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	GENERAL ACCOUNTING OFFICE (GAO)		AOR, INC. Denver, Colorado		BETA PRESS Hyattsville, Maryland		CLB CREATIONS Temple Hills, Maryland		CORPORATE VISIONS Washington, DC		DE VAL GRAFIK, LLC Washington, DC		
	PROGRAM B002-M		BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
III	COMPUTER SERVICES: (cont'd).												
	Per Copy/Piece:												
E.	Optical Character Recognition Scan:												
(1)	8-1/2 x 11"-----	100	5.00	500.00	NB	0.00	NB	0.00	1.00	100.00	9.80	980.00	
F.	4- Color Separations:												
(1)	8-1/2 x 11" Film.....Regular-----	75	108.00	8,100.00	NB	0.00	NB	0.00	NB	0.00	94.40	7,080.00	
(2)	11 x 17" Film.....Regular-----	50	168.00	8,400.00	NB	0.00	NB	0.00	NB	0.00	165.10	8,255.00	
(3)	12 x 18" Film.....Regular-----	50	186.00	9,300.00	NB	0.00	NB	0.00	NB	0.00	188.80	9,440.00	
IV	PHOTOGRAPHIC SERVICES:												
A.	Custom Black & White Continuous Tone Print:												
(1)	3 x 5" Gloss or Matte-----	30	8.25	247.50	NB	0.00	NB	0.00	NB	0.00	8.10	243.00	
(2)	8 x 10" Gloss or Matte-----	20	12.00	240.00	NB	0.00	NB	0.00	NB	0.00	18.30	366.00	
(3)	5 x 7" Gloss or Matte-----	20	10.15	203.00	NB	0.00	NB	0.00	NB	0.00	9.30	186.00	
(4)	4 x 5" Inter Negative-----	20	16.50	330.00	NB	0.00	NB	0.00	NB	0.00	12.90	258.00	
B.	Half Tone Print, 100 Line Screen (8 x 10"):												
(1)	Per Print-----	20	-----	0.00	NB	0.00	NB	0.00	NB	0.00	17.10	342.00	
C.	Photo Retouching:												
(1)	Airbrushing.....per hour-----	20	-----	0.00	NB	0.00	NB	0.00	NB	0.00	19.10	382.00	
(2)	Computer Enhanced or Corrected.....per hour-----	20	35.00	700.00	NB	0.00	NB	0.00	50.00	1,000.00	19.10	382.00	
D.	Sepia Tone Prints (8 x 10"):												
(1)	Per Print-----	25	27.75	693.75	NB	0.00	NB	0.00	NB	0.00	23.10	577.50	
E.	35 mm Color Film C-41 Processing:												
(1)	24 Per Roll-----	30	8.25	247.50	NB	0.00	NB	0.00	NB	0.00	9.80	294.00	
(2)	36 Per Roll-----	20	8.25	165.00	NB	0.00	NB	0.00	NB	0.00	11.80	236.00	
V	SPECIAL PROJECTS:												
(1)	Labor.....per hour-----	50	60.00	3,000.00	NB	0.00	NB	0.00	20.00	1,000.00	19.10	955.00	
(2)	Basic Framing Wood.....per inch-----	10	1.00	10.00	NB	0.00	NB	0.00	NB	0.00	9.10	91.00	
(3)	Basic Matting.....per inch-----	20	0.30	6.00	NB	0.00	NB	0.00	NB	0.00	5.10	102.00	
VI	PREMIUM PAYMENTS: (SEE % INCREASES).												
(1)	Percentage Increase (Accelerated Schedule).												
(2)	Percentage Increase (Extended Accelerated Schedule).												
	CONTRACTOR SUBTOTALS			-----		-----		-----		-----		-----	
	ACCELERATED SCHEDULE		25.00%										
	PERCENTAGE INCREASE												
	EXTENDED ACCELERATED SCHEDULE		15.00%										
	PERCENTAGE INCREASE												
	CONTR SUBTOTALS PLUS PERCENTAGE INCREASES												
	DISCOUNT												
	DISCOUNTED TOTALS												

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	GENERAL ACCOUNTING OFFICE (GAO)		DIGITAL COLOR Washington, DC		GRAPHIC VISIONS Gaithersburg, Maryland		ILLUSTRATIONS UNLIM. Silver Spring, Maryland		LANGO'S GRPHC. DESIGN Frederick, Maryland		NORTHPOINT GRAPHIC Annapolis Junction, MD		
	PROGRAM B002-M		BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
III	COMPUTER SERVICES: (cont'd).												
	Per Copy/Piece:												
E.	Optical Character Recognition Scan:												
(1)	8-1/2 x 11"-----	100	10.00	1,000.00	31.00	3,100.00	2.00	200.00	5.00	500.00	3.50	350.00	
F.	4- Color Separations:												
(1)	8-1/2 x 11" Film.....Regular-----	75	40.00	3,000.00	45.00	3,375.00	12.00	900.00	70.00	5,250.00	16.00	1,200.00	
(2)	11 x 17" Film.....Regular-----	50	65.00	3,250.00	54.00	2,700.00	24.00	1,200.00	85.00	4,250.00	24.00	1,200.00	
(3)	12 x 18" Film.....Regular-----	50	85.00	4,250.00	63.00	3,150.00	28.00	1,400.00	100.00	5,000.00	28.00	1,400.00	
IV	PHOTOGRAPHIC SERVICES:												
A.	Custom Black & White Continuous Tone Print:												
(1)	3 x 5" Gloss or Matte-----	30	5.00	150.00	8.95	268.50	5.00	150.00	4.00	120.00	8.00	240.00	
(2)	8 x 10" Gloss or Matte-----	20	7.00	140.00	11.85	237.00	8.00	160.00	-----	0.00	17.00	340.00	
(3)	5 x 7" Gloss or Matte-----	20	6.00	120.00	8.95	179.00	5.00	100.00	-----	0.00	11.00	220.00	
(4)	4 x 5" Inter Negative-----	20	15.00	300.00	15.75	315.00	8.00	160.00	10.00	200.00	22.00	440.00	
B.	Half Tone Print, 100 Line Screen (8 x 10"):												
(1)	Per Print-----	20	12.00	240.00	21.33	426.60	12.00	240.00	12.00	240.00	19.00	380.00	
C.	Photo Retouching:												
(1)	Airbrushing.....per hour-----	20	50.00	1,000.00	76.50	1,530.00	60.00	1,200.00	-----	0.00	31.00	620.00	
(2)	Computer Enhanced or Corrected.....per hour-----	20	50.00	1,000.00	56.00	1,120.00	60.00	1,200.00	-----	0.00	31.00	620.00	
D.	Sepia Tone Prints (8 x 10"):												
(1)	Per Print-----	25	15.00	375.00	56.00	1,400.00	15.00	375.00	12.00	300.00	26.00	650.00	
E.	35 mm Color Film C-41 Processing:												
(1)	24 Per Roll-----	30	NB	0.00	8.00	240.00	6.50	195.00	5.00	150.00	15.00	450.00	
(2)	36 Per Roll-----	20	NB	0.00	8.00	160.00	8.50	170.00	6.00	120.00	18.00	360.00	
V	SPECIAL PROJECTS:												
(1)	Labor.....per hour-----	50	30.00	1,500.00	24.00	1,200.00	60.00	3,000.00	20.00	1,000.00	31.00	1,550.00	
(2)	Basic Framing Wood.....per inch-----	10	1.10	11.00	1.08	10.80	1.00	10.00	1.00	10.00	1.25	12.50	
(3)	Basic Matting.....per inch-----	20	0.15	3.00	0.90	18.00	0.50	10.00	0.10	2.00	0.75	15.00	
VI	PREMIUM PAYMENTS: (SEE % INCREASES).												
(1)	Percentage Increase (Accelerated Schedule).												
(2)	Percentage Increase (Extended Accelerated Schedule).												
	CONTRACTOR SUBTOTALS			-----		\$129,157.30		\$98,124.50	-----			\$86,655.00	
	ACCELERATED SCHEDULE		25.00%			\$32,289.33		\$24,531.13				\$21,663.75	
	PERCENTAGE INCREASE				0.00%	\$0.00	35.00%	\$8,585.89			15.00%	\$3,249.56	
	EXTENDED ACCELERATED SCHEDULE		15.00%			\$0.00		\$1,287.88				\$487.43	
	PERCENTAGE INCREASE				0.00%	\$0.00	60.00%	\$58,874.70			50.00%	\$43,327.50	
	CONTR SUBTOTALS PLUS PERCENTAGE INCREASES					129,157.30		156,999.20				129,982.50	
	DISCOUNT					2.00%	\$2,583.15	1.00%	\$1,569.99		0.00%	\$0.00	
	DISCOUNTED TOTALS					126,574.15		155,429.21				129,982.50	
						AWARDED		AWARDED				AWARDED	

TITLE:	GAO GRAPHIC SERVICES										
TERM:	DATE OF AWARD thru NOVEMBER 30, 2003										
	Page 07 of 09			P R O G R A M B 0 0 2 - M							
	GENERAL ACCOUNTING OFFICE (GAO)		RUPPEL PRODUCTIONS Baltimore, Maryland		THE PERSPECTIVES GROUP Alexandria, Virginia		SEVERN GRAPHICS Glen Burnie, Maryland		CURRENT CONTRACTOR: SEVERN GRAPHICS		
	PROGRAM B002-M		BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I	PRESENTATION MATERIALS:										
A.	Board (40 x 60"):										
(1)	Labor.....per hour-----	150	30.00	4,500.00	60.00	9,000.00	20.00	3,000.00	30.00	4,500.00	
	Per Item:										
(2)	(1/4") Foam Core-----	35	27.00	945.00	20.88	730.80	35.00	1,225.00	38.00	1,330.00	
(3)	(1/4") Gator Board-----	10	59.00	590.00	62.50	625.00	50.00	500.00	50.00	500.00	
(4)	B/W Digital Photographic Print Continuous Tone--	10	103.00	1,030.00	250.00	2,500.00	108.00	1,080.00	136.00	1,360.00	
(5)	B/W Nondigital Photographic Print Continuous Tone-----	10	78.00	780.00	312.50	3,125.00	75.00	750.00	92.00	920.00	
(6)	B/W Ink Jet Print-----	10	54.00	540.00	125.00	1,250.00	35.00	350.00	38.00	380.00	
(7)	Photo Blue Background-----	5	35.00	175.00	250.00	1,250.00	108.00	540.00	60.00	300.00	
(8)	Color Ink Jet Print-----	20	65.00	1,300.00	144.00	2,880.00	35.00	700.00	84.00	1,680.00	
(9)	Color Digital Photographic Print Continuous Tone-----	20	110.00	2,200.00	262.50	5,250.00	108.00	2,160.00	136.00	2,720.00	
(10)	Color Nondigital Photographic Print Continuous Tone-----	20	120.00	2,400.00	312.50	6,250.00	100.00	2,000.00	170.00	3,400.00	
(11)	Double-Sided Laminate, 3/10 Mil-----	10	37.00	370.00	- - - -	0.00	80.00	800.00	84.00	840.00	
(12)	Hinging-----	5	15.00	75.00	62.50	312.50	NC	0.00	NC	0.00	
B.	Board (30 x 40"):										
(1)	Labor.....per hour-----	200	30.00	6,000.00	60.00	12,000.00	20.00	4,000.00	30.00	6,000.00	
	Per Item:										
(2)	(1/4") Foam Core-----	90	14.00	1,260.00	12.50	1,125.00	20.00	1,800.00	21.00	1,890.00	
(3)	(1/4") Gator Board-----	20	30.00	600.00	31.50	630.00	25.00	500.00	25.00	500.00	
(4)	B/W Digital Photographic Print Continuous Tone--	10	44.00	440.00	125.00	1,250.00	54.00	540.00	68.00	680.00	
(5)	B/W Nondigital Photographic Print Continuous Tone-----	10	41.00	410.00	208.75	2,087.50	30.00	300.00	49.60	496.00	
(6)	B/W Ink Jet Print-----	10	27.00	270.00	62.25	622.50	30.00	300.00	32.00	320.00	
(7)	Photo Blue Background-----	40	20.00	800.00	125.00	5,000.00	54.00	2,160.00	30.00	1,200.00	
(8)	Color Ink Jet Print-----	5	33.00	165.00	75.00	375.00	30.00	150.00	42.00	210.00	
(9)	Color Digital Photographic Print Continuous Tone-----	10	44.00	440.00	137.50	1,375.00	54.00	540.00	68.00	680.00	
(10)	Color Nondigital Photographic Print Continuous Tone-----	5	52.00	260.00	208.75	1,043.75	40.00	200.00	96.80	484.00	
(11)	Double-Sided Laminate, 3/10 Mil-----	10	19.00	190.00	- - - -	0.00	40.00	400.00	42.00	420.00	
C.	Poster (20 x 30"):										
(1)	Labor.....per hour-----	150	30.00	4,500.00	60.00	9,000.00	20.00	3,000.00	30.00	4,500.00	
	Per Item:										
(2)	(1/4") Foam Core-----	80	7.00	560.00	6.25	500.00	14.00	1,120.00	15.00	1,200.00	
(3)	(1/4") Gator Board-----	10	15.00	150.00	15.75	157.50	20.00	200.00	20.00	200.00	
(4)	B/W Digital Photographic Print Continuous Tone--	30	26.00	780.00	68.75	2,062.50	24.00	720.00	35.00	1,050.00	
(5)	B/W Nondigital Photographic Print Continuous Tone-----	5	23.00	115.00	156.25	781.25	28.00	140.00	28.00	140.00	
(6)	B/W Ink Jet Print-----	5	14.00	70.00	32.25	161.25	16.00	80.00	16.00	80.00	
(7)	Photo Blue Background-----	5	31.00	155.00	68.75	343.75	24.00	120.00	15.00	75.00	
(8)	Color Ink Jet Print-----	5	16.00	80.00	37.50	187.50	16.00	80.00	21.00	105.00	
(9)	Color Digital Photographic Print Continuous Tone-----	10	26.00	260.00	87.50	875.00	24.00	240.00	35.00	350.00	
(10)	Color Nondigital Photographic Print Continuous Tone-----	5	38.00	190.00	156.25	781.25	30.00	150.00	45.00	225.00	
(11)	Double-Sided Laminate, 3/10 Mil-----	5	10.00	50.00	- - - -	0.00	18.00	90.00	21.00	105.00	
D.	Flip Chart Pad (30 x 40"):										
(1)	Labor.....per hour-----	200	30.00	6,000.00	NB	0.00	20.00	4,000.00	30.00	6,000.00	
	Per Item:										
(2)	Paper Inexpensive Newsprint Sheet (30 x 40")----	1000	1.70	1,700.00	NB	0.00	15.00	15,000.00	32.00	32,000.00	
(3)	Backing Board/Grommets-----	150	5.50	825.00	NB	0.00	23.00	3,450.00	28.00	4,200.00	
E.	Signs/Posters:										
(1)	Labor.....per hour-----	100	30.00	3,000.00	60.00	6,000.00	20.00	2,000.00	30.00	3,000.00	
	Per Item:										
(2)	(1/4") Foam Core-----	30	1.30	39.00	- - - -	0.00	2.50	75.00	2.50	75.00	
(3)	(1/4") Gator Board-----	10	3.00	30.00	- - - -	0.00	3.50	35.00	3.50	35.00	
(4)	B/W Digital Print-----	20	3.00	60.00	- - - -	0.00	2.65	53.00	2.65	53.00	
(5)	Gloss/Mate Laminate, 3/10 Mil-----	5	3.00	15.00	- - - -	0.00	3.34	16.70	3.85	19.25	
(6)	Grommets-----	20	3.00	60.00	0.45	9.00	3.00	60.00	5.00	100.00	

TITLE:	GAO GRAPHIC SERVICES										
TERM:	DATE OF AWARD thru NOVEMBER 30, 2003										
		Page 08 of 09			P R O G R A M B 0 0 2 - M						
	GENERAL ACCOUNTING OFFICE (GAO)		RUPPEL PRODUCTIONS Baltimore, Maryland		THE PERSPECTIVES GROUP Alexandria, Virginia		SEVERN GRAPHICS Glen Burnie, Maryland		CURRENT CONTRACTOR: SEVERN GRAPHICS		
	PROGRAM B002-M		BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
I	PRESENTATION MATERIALS: (cont'd).										
E.	Signs/Posters: (cont'd).										
(7)	Hangers-----	20	3.00	60.00	NC	0.00	3.00	60.00	5.00	100.00	
(8)	(2") Vinyl Letters-----	5	2.50	12.50	1.25	6.25	1.50	7.50	2.00	10.00	
(9)	(1") Vinyl Letters-----	5	2.50	12.50	0.63	3.15	1.00	5.00	1.50	7.50	
II	PUBLICATION ART:										
A.	Illustration (8-1/2 x 11"):										
(1)	Labor.....per hour-----	100	30.00	3,000.00	50.00	5,000.00	20.00	2,000.00	30.00	3,000.00	
	Per Item:										
(2)	Per Illustration, incl., Hard Copy & 3-1/2" Disk----	50	3.00	150.00	404.00	20,200.00	2.00	100.00	3.00	150.00	
(3)	Per Illustration, incl., Hard Copy & Recordable or Rewriteable CD-----	10	9.00	90.00	404.00	4,040.00	9.00	90.00	10.00	100.00	
(4)	Per Illustration, incl., Hard Copy & Zip-----	10	15.00	150.00	414.50	4,145.00	15.00	150.00	15.00	150.00	
(5)	8-1/2 x 11" B/W Laser-----	20	1.00	20.00	0.05	1.00	0.50	10.00	1.00	20.00	
(6)	8-1/2 x 11" 4-Color Process Illustration-----	10	3.50	35.00	1.00	10.00	6.00	60.00	6.00	60.00	
B.	Map (8-1/2 x 11"):										
(1)	Labor.....per hour-----	50	30.00	1,500.00	60.00	3,000.00	20.00	1,000.00	30.00	1,500.00	
	Per Item:										
(2)	Per Map, incl., Hard Copy & 3-1/2" Disk-----	20	3.00	60.00	242.00	4,840.00	2.00	40.00	3.00	60.00	
(3)	Per Map, incl., Hard Copy & Recordable or Rewriteable CD-----	10	5.00	50.00	242.00	2,420.00	9.00	90.00	10.00	100.00	
(4)	Per Map, incl., Hard Copy & Disk-----	10	15.00	150.00	254.50	2,545.00	15.00	150.00	15.00	150.00	
(5)	8-1/2 x 11" B/W Laser-----	10	1.00	10.00	0.05	0.50	0.50	5.00	1.00	10.00	
C.	Chart (8-1/2 x 11"):										
(1)	Labor.....per hour-----	100	30.00	3,000.00	60.00	6,000.00	20.00	2,000.00	30.00	3,000.00	
	Per Item:										
(2)	Per Chart, incl., Hard Copy & 3-1/2" Disk-----	50	5.00	250.00	242.00	12,100.00	2.00	100.00	3.00	150.00	
(3)	Per Chart, incl., Hard Copy & Recordable or Rewriteable CD-----	20	5.00	100.00	242.00	4,840.00	9.00	180.00	10.00	200.00	
(4)	Per Chart, incl., Hard Copy & Disk-----	10	20.00	200.00	254.50	2,545.00	15.00	150.00	15.00	150.00	
(5)	8-1/2 x 11" B/W Laser-----	20	1.00	20.00	0.05	1.00	0.50	10.00	1.00	20.00	
III	COMPUTER SERVICES:										
A.	Film Negative or Positive Output, 1200 DPI or Higher:										
	Per Item:										
(1)	8-1/2 x 11"-----	50	8.00	400.00	22.50	1,125.00	10.00	500.00	10.00	500.00	
(2)	11 x 17"-----	30	15.00	450.00	31.25	937.50	18.00	540.00	18.00	540.00	
(3)	12 x 18"-----	20	18.00	360.00	35.00	700.00	21.00	420.00	21.00	420.00	
B.	Color Laser or Color Copy Output:										
	Per Copy/Piece:										
(1)	8-1/2 x 11" First Copy-----	20	5.00	100.00	1.00	20.00	2.00	40.00	5.00	100.00	
(a)	0 - 25 Multiple Copies-----	75	0.80	60.00	1.00	75.00	0.60	45.00	0.80	60.00	
(b)	25 - 100 Multiple Copies-----	5	0.70	3.50	1.00	5.00	0.60	3.00	0.70	3.50	
(c)	100 + Multiple Copies-----	5	0.60	3.00	0.95	4.75	0.60	3.00	0.60	3.00	
(2)	11 x 17" First Copy-----	10	5.00	50.00	2.00	20.00	3.50	35.00	5.00	50.00	
(a)	0 - 25 Multiple Copies-----	50	0.85	42.50	2.00	100.00	0.70	35.00	0.85	42.50	
(b)	25 - 100 Multiple Copies-----	5	0.75	3.75	2.00	10.00	0.70	3.50	0.75	3.75	
(c)	100 + Multiple Copies-----	5	0.65	3.25	1.90	9.50	0.70	3.50	0.65	3.25	
(3)	12 x 18" First Copy-----	10	7.00	70.00	2.25	22.50	6.00	60.00	7.00	70.00	
(a)	0 - 25 Multiple Copies-----	50	2.00	100.00	2.25	112.50	0.80	40.00	2.00	100.00	
(b)	25 - 100 Multiple Copies-----	5	1.50	7.50	2.25	11.25	0.80	4.00	1.50	7.50	
(c)	100 + Multiple Copies-----	5	1.25	6.25	2.15	10.75	0.80	4.00	1.25	6.25	
C.	Black & White Laser 600 DPI Output:										
(1)	8-1/2 x 11"-----	50	1.00	50.00	0.05	2.50	0.50	25.00	1.00	50.00	
(2)	11 x 17"-----	20	1.00	20.00	0.15	3.00	0.60	12.00	2.00	40.00	
(3)	12 x 18"-----	20	1.00	20.00	1.00	20.00	0.70	14.00	2.00	40.00	
D.	Color Ink Jet Digital Print Output Including Lamination 1-Sided:										
(1)	20 x 30"-----	50	23.00	1,150.00	43.75	2,187.50	42.00	2,100.00	42.00	2,100.00	
(2)	30 x 40"-----	25	46.00	1,150.00	87.50	2,187.50	70.00	1,750.00	84.00	2,100.00	
(3)	40 x 60"-----	20	93.00	1,860.00	175.00	3,500.00	115.00	2,300.00	168.00	3,360.00	
(4)	36 x 120"-----	20	169.00	3,380.00	312.50	6,250.00	275.00	5,500.00	300.00	6,000.00	

TITLE:	GAO GRAPHIC SERVICES									
TERM:	DATE OF AWARD thru NOVEMBER 30, 2003									
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	GENERAL ACCOUNTING OFFICE (GAO)		RUPPEL PRODUCTIONS Baltimore, Maryland		THE PERSPECTIVES GROUP Alexandria, Virginia		SEVERN GRAPHICS Glen Burnie, Maryland		CURRENT CONTRACTOR: SEVERN GRAPHICS	
	PROGRAM B002-M	BASIS OF AWARD	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
III	COMPUTER SERVICES: (cont'd).									
	Per Copy/Piece:									
E.	Optical Character Recognition Scan:									
(1)	8-1/2 x 11"-----	100	7.00	700.00	5.00	500.00	10.00	1,000.00	10.00	1,000.00
F.	4- Color Separations:									
(1)	8-1/2 x 11" Film.....Regular-----	75	40.00	3,000.00	90.00	6,750.00	80.00	6,000.00	86.00	6,450.00
(2)	11 x 17" Film.....Regular-----	50	80.00	4,000.00	125.00	6,250.00	100.00	5,000.00	105.00	5,250.00
(3)	12 x 18" Film.....Regular-----	50	80.00	4,000.00	140.00	7,000.00	105.00	5,250.00	110.00	5,500.00
IV	PHOTOGRAPHIC SERVICES:									
A.	Custom Black & White Continuous Tone Print:									
(1)	3 x 5" Gloss or Matte-----	30	3.50	105.00	5.38	161.40	4.50	135.00	4.50	135.00
(2)	8 x 10" Gloss or Matte-----	20	4.50	90.00	11.19	223.80	6.50	130.00	6.75	135.00
(3)	5 x 7" Gloss or Matte-----	20	3.75	75.00	7.44	148.80	4.50	90.00	4.50	90.00
(4)	4 x 5" Inter Negative-----	20	9.00	180.00	31.25	625.00	15.00	300.00	15.00	300.00
B.	Half Tone Print, 100 Line Screen (8 x 10"):									
(1)	Per Print-----	20	10.00	200.00	1.00	20.00	12.50	250.00	12.50	250.00
C.	Photo Retouching:									
(1)	Airbrushing.....per hour-----	20	30.00	600.00	125.00	2,500.00	40.00	800.00	45.00	900.00
(2)	Computer Enhanced or Corrected.....per hour-----	20	30.00	600.00	60.00	1,200.00	20.00	400.00	45.00	900.00
D.	Sepia Tone Prints (8 x 10"):									
(1)	Per Print-----	25	10.00	250.00	29.95	748.75	12.00	300.00	12.50	312.50
E.	35 mm Color Film C-41 Processing:									
(1)	24 Per Roll-----	30	6.00	180.00	13.75	412.50	4.00	120.00	6.00	180.00
(2)	36 Per Roll-----	20	7.00	140.00	20.00	400.00	5.00	100.00	6.00	120.00
V	SPECIAL PROJECTS:									
(1)	Labor.....per hour-----	50	30.00	1,500.00	46.88	2,344.00	20.00	1,000.00	30.00	1,500.00
(2)	Basic Framing Wood.....per inch-----	10	1.00	10.00	1.07	10.70	1.05	10.50	1.05	10.50
(3)	Basic Matting.....per inch-----	20	0.25	5.00	0.25	5.00	0.12	2.40	0.12	2.40
VI	PREMIUM PAYMENTS: (SEE % INCREASES).									
(1)	Percentage Increase (Accelerated Schedule).									
(2)	Percentage Increase (Extended Accelerated Schedule).									
	CONTRACTOR SUBTOTALS			\$78,173.75	-----			\$95,157.10		\$131,894.90
	ACCELERATED SCHEDULE	25.00%		\$19,543.44				\$23,789.28		\$32,973.73
	PERCENTAGE INCREASE		50.00%	\$9,771.72			45.00%	\$10,705.17	50.00%	\$16,486.86
	EXTENDED ACCELERATED SCHEDULE	15.00%		\$1,465.76				\$1,605.78		
	PERCENTAGE INCREASE		100.00%	\$78,173.75			80.00%	\$76,125.68	100.00%	\$131,894.90
	CONTR SUBTOTALS PLUS PERCENTAGE INCREASES			156,347.50				171,282.78		263,789.80
	DISCOUNT		0.00%	\$0.00			0.00%	\$0.00	0.00%	\$0.00
	DISCOUNTED TOTALS			156,347.50				171,282.78		263,789.80
								AWARDED		

TITLE:	GAO GRAPHIC SERVICES												
TERM:	DATE OF AWARD thru NOVEMBER 30, 2003												
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	GENERAL ACCOUNTING OFFICE												
	(GAO)												
		<i>BASIS OF</i>											
	PROGRAM B002-M		<i>AWARD</i>	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST	UNIT RATE	COST
III	COMPUTER SERVICES: (cont'd).												
	Per Copy/Piece:												
E.	<u>Optical Character Recognition Scan:</u>												
(1)	8-1/2 x 11"-----	100											
F.	<u>4- Color Separations:</u>												
(1)	8-1/2 x 11" Film.....Regular-----	75											
(2)	11 x 17" Film.....Regular-----	50											
(3)	12 x 18" Film.....Regular-----	50											
IV	PHOTOGRAPHIC SERVICES:												
A.	<u>Custom Black & White Continuous Tone Print:</u>												
(1)	3 x 5" Gloss or Matte-----	30											
(2)	8 x 10" Gloss or Matte-----	20											
(3)	5 x 7" Gloss or Matte-----	20											
(4)	4 x 5" Inter Negative-----	20											
B.	<u>Half Tone Print, 100 Line Screen (8 x 10"):</u>												
(1)	Per Print-----	20											
C.	<u>Photo Retouching:</u>												
(1)	Airbrushing.....per hour-----	20											
(2)	Computer Enhanced or Corrected.....per hour-----	20											
D.	<u>Sepia Tone Prints (8 x 10"):</u>												
(1)	Per Print-----	25											
E.	<u>35 mm Color Film C-41 Processing:</u>												
(1)	24 Per Roll-----	30											
(2)	36 Per Roll-----	20											
V	SPECIAL PROJECTS:												
(1)	Labor.....per hour-----	50											
(2)	Basic Framing Wood.....per inch-----	10											
(3)	Basic Matting.....per inch-----	20											
VI	PREMIUM PAYMENTS: (SEE % INCREASES).												
(1)	Percentage Increase (Accelerated Schedule).												
(2)	Percentage Increase (Extended Accelerated Schedule).												
	CONTRACTOR TOTALS												
	DISCOUNT												
	DISCOUNTED TOTALS												