



IGNEOUS CORPORATION

REQUEST FOR PROPOSAL (RFP): GSA SCHEDULE AGGREGATOR-DISTRIBUTOR

§ 1.1 INTRODUCTION & BACKGROUND

Igneous Corporation's Government Services division is soliciting proposals from qualified **GSA Schedule Aggregators** (also known as **Master Government Aggregators**, distributors, or resellers) to establish a partnership that enables **rapid entry into the public sector market**. Igneous Corporation, commonly known as Bedrock Information Systems, is a provider of managed services, IT consulting, cloud services, cybersecurity, and software solutions, with deep expertise in **Microsoft 365, Dynamics 365, Azure, Enterprise Mobility + Security**, and related domains. We seek an aggregator partner who can **immediately extend our reach to government clients** by leveraging the partner's existing GSA Multiple Award Schedule (MAS) contract.

Core Objective: Leverage the aggregator's GSA MAS contract as a **contract vehicle** to allow Igneous to **sell its services to U.S. government customers immediately**. The selected aggregator will serve as the **prime contract holder** for transactions, **enabling Igneous' offerings to be sold under the aggregator's GSA Schedule** while Igneous retains responsibility for service delivery and customer engagement. The ideal partnership allows **full pass-through of the customer relationship** – Igneous will interface with and deliver to the end clients, whereas the aggregator provides contracting and (if needed) invoicing support.

A scenario where Igneous can **invoice government customers directly** (with the aggregator solely as the contracting entity) is preferred if permissible, though we understand in most cases the aggregator will invoice the customer and remit payment to Igneous. In either case, Igneous must **"own" the customer relationship and project delivery** in all engagements, with the aggregator acting as a behind-the-scenes facilitator. Additionally, or alternatively, the availability of a distributor-financing option for end clients would also be highly desirable, as it could further streamline procurement and payment processes while enhancing flexibility for government customers.

We currently have multiple open opportunities with municipal governments in California, including **several late-stage deals that represent over \$1 Million** in potential contract value. To secure these deals and ensure timely execution, it is critical that we urgently enable a contract vehicle through a qualified aggregator partner. In addition to these late-stage opportunities, **our pipeline includes numerous early-stage prospects and leads of comparable size and scale**, highlighting the significant growth potential that a swift partnership would unlock.

§ 1.2 PROJECT SCOPE & SERVICE AREAS

The scope of this partnership covers the **broad range of IT services and solutions** that Igneous provides, which fall under **Information Technology and Cybersecurity** categories of GSA's MAS. The aggregator's schedule **must include (or be able to add)** the relevant **Special Item Numbers (SINs)** to cover these service areas. Igneous' offerings include, but are not limited to:

- **Assistive AI Solutions (Copilot, OpenAI, et.al.)** – deployment, customization, and integration of AI-powered productivity tools such as Microsoft Copilot to enhance user productivity, automate workflows, and support decision-making for government clients. Relevant SIN: **54151S – IT Professional Services** (covers AI solutions, automation, and related IT consulting services).
- **Cloud Productivity & Collaboration Services (Microsoft 365, et.al.)** – deployment, migration, and management of Microsoft 365 workloads (Exchange Online, Teams, SharePoint, etc.), end-user computing, and modern workplace solutions. Relevant SIN: **54151S – IT Professional Services** (covers IT consulting, systems integration, and managed services in cloud and collaboration domains).
- **Business Applications Consulting (Dynamics 365, Business Intelligence, et.al.)** – implementation and customization of Microsoft Dynamics 365 CRM/ERP solutions and related business process consulting. Relevant SIN: **54151S – IT Professional Services** (covers business application services and software integration).
- **Enterprise Mobility & Security, Cybersecurity (MDM, IAM, XDR/MDR, SIEM/SOAR, SASE, et.al.)** – design and deployment of enterprise mobility management, identity and access management, secure access service edge and global secure access, Endpoint and Managed Detection and Response, security information and event management, security orchestration and automated response, Microsoft Enterprise Mobility + Security (EMS) solutions, cloud and network security, and more. Relevant SIN: **54151S** (enterprise IT configuration and security services).
- **Cloud Infrastructure & Managed Services (Azure & Private Cloud)** – architecture, migration, and managed services for Azure and other cloud environments, hybrid cloud and on-premises infrastructure, including virtualization and storage solutions built on Hyper-V, VMware, and others. Relevant SINs: **54151S** for cloud consulting; **518210C – Cloud Computing and Cloud Related IT Services** for cloud infrastructure provisioning and management.
- **Software Development & DevOps** – custom application development, DevOps pipeline implementation, managed software development lifecycle (SDLC), AI-assisted code development, and software engineering services (e.g. developing secure web applications, automations, etc.). Relevant SIN: **54151S** (covers programming, software development, and related IT services).
- **Modern Desktop & Enterprise IT Support** – end-user desktop support, IT service management, and deployment/management of desktop and mobile infrastructure across Windows, macOS, iOS/iPadOS, Android, etc. Relevant SIN: **54151S** (covers IT helpdesk and support services).
- **Cybersecurity Engineering & Compliance** – security architecture design, cloud security, security operations (SOC) services, incident response, and governance/risk/compliance consulting (e.g. NIST CSF, CIS, HIPAA compliance projects). Relevant SIN: **54151HACS – Highly Adaptive Cybersecurity Services** (covers a wide range of cybersecurity services such as risk assessments, vulnerability management, incident response, penetration testing, etc.).
- **Other IT Professional Services** – any additional IT consulting or managed services in our portfolio (e.g. data analytics support, IT project management, training for technology solutions). Relevant SINs: **54151S** (general IT services); **611420 – Information Technology Training**; **OLM – Order-Level Materials** for ancillary support items, if applicable.

Note: The SINs listed above are indicative. Igneous expects the aggregator to hold **SIN 54151S (Information Technology Professional Services)** as a baseline, since it is broad enough to encompass most of our offerings. Inclusion of **SIN 54151HACS (Cybersecurity)** is strongly preferred to accommodate our cybersecurity services. The presence of **SIN 518210C (Cloud Computing)** on the Schedule is a plus, given our cloud focus, as well as **611420** (Information Technology Training) for our professional and organizational development services. Respondents should clearly confirm that their GSA contract covers these SINs (or can be modified to add them **quickly**). If there are any gaps, please propose how those offerings could be sold (e.g. via an alternate SIN or another contract vehicle).

§ 1.3 GEOGRAPHIC & CUSTOMER COVERAGE REQUIREMENTS

A critical selection factor is the aggregator's ability to facilitate sales **across the public sector landscape – not only to Federal agencies but also to state, local, tribal, and territorial (SLTT) government customers.** In particular, **strong coverage of California's public sector** is essential. Igneous has strategic focus on serving California government entities (state agencies, county and city governments, educational institutions, etc.), and the chosen aggregator must demonstrate the ability to **transact with California governmental customers.**

Minimum requirements in this area include:

- **Cooperative Purchasing Eligibility:** The aggregator's GSA Schedule contract should be **available for use by state and local governments**, especially under GSA's Cooperative Purchasing program. (SIN 54151S under the MAS IT category is open to state and local buyers through Cooperative Purchasing, so the aggregator should have opted into this program for relevant SINs.) This will enable California state and local agencies to procure Igneous services via the GSA contract vehicle.
- **California Presence and Experience:** Preferred candidates will have an **established presence or track record in California's public sector market** – for example, existing relationships with California state departments or major local jurisdictions, knowledge of California procurement processes, or inclusion on California-specific contracting vehicles (such as CMAS or statewide contracts), if applicable. While a separate California state contract is not mandatory, the aggregator **must not have any barriers to doing business with California SLTT clients.** We value partners who understand the nuances of California procurement and have experience facilitating deals in that region.
- **Broad Public Sector Reach:** Beyond California, the aggregator should enable sales to a wide range of public sector customers: federal civilian agencies including CJIS, DoD (if within scope of services), other state governments, municipalities, public educational institutions, and tribal governments. The proposal should confirm that **all levels of government (federal and SLTT)** are within the authorized scope of the aggregator's contract and that there are no geographic restrictions. Any particular strengths in **regional markets or specific verticals (e.g. education)** can be highlighted.

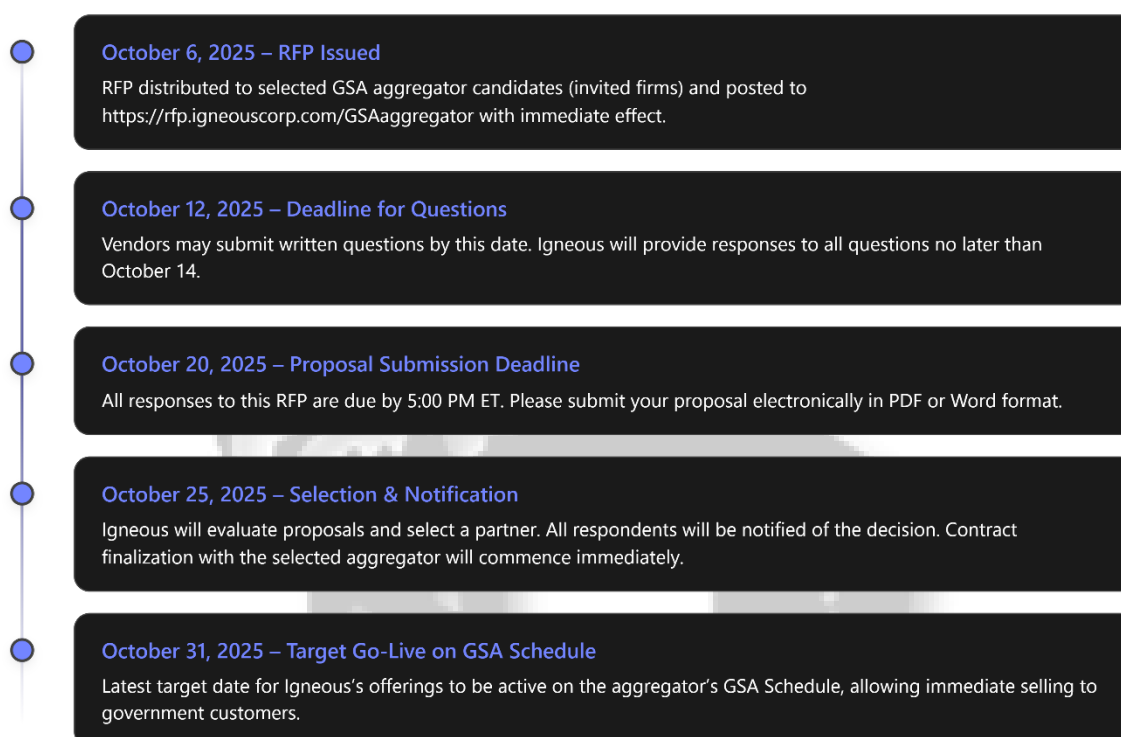
§ 1.4 KEY REQUIREMENTS & EXPECTATIONS

Responding firms must meet or exceed the following key requirements:

1. **Speed of Onboarding and Time-to-Market: Rapid onboarding is paramount.** Igneous needs to be **live on the aggregator's GSA Schedule by Q4 2025**, with an **ideal go-live by October 31, 2025**. *Fast-track onboarding programs* or expedited contract modifications are expected from the aggregator. The proposal **must detail the onboarding process and timeline**, including any required due diligence, information needed from Igneous, and typical duration. Preference will be given to partners who can **get Igneous' services listed on contract within a few weeks** of award. (We recognize GSA approval may impose some lead time; however, "fastest to market" is a key decision factor – **the faster, the better.**) Proposals should include a commitment to a go-live date and describe how you will achieve it.
2. **MAS Contract SIN Coverage:** As noted in the Scope, the aggregator must have **appropriate GSA MAS SIN coverage** for Igneous' service areas. At a minimum, **SIN 54151S** must be active on your contract. **SIN 54151HACS** (cybersecurity) should be active or you should have a clear pathway to add it quickly (including handling any required oral technical evaluations for HACS). Any SIN additions or contract modifications needed to accommodate Igneous **must be fast-tracked** alongside onboarding. Please confirm the SINs currently on your contract and your ability to add new SINs or labor categories rapidly.
3. **Pass-Through Customer Relationship:** The aggregator **must agree to a full pass-through model** for service delivery. Igneous will be the **subcontractor or teaming partner performing 100% of the work**, and will **maintain the primary relationship with the customer**. The aggregator's role is to **hold the contract and facilitate the sale (and optionally billing)** – not to interface with the client beyond what is contractually necessary. This means: (a) Igneous personnel can work directly with the government customer on scoping, delivery, and support, with the agency's awareness that Igneous is the service provider; (b) aside from contract administration and invoicing, the aggregator will not insert itself into project execution. We expect an arrangement akin to "Aggregator as prime contractor of record, Igneous as performing subcontractor," where the agency is effectively dealing with Igneous as if we are the prime, but uses the aggregator's contract vehicle for procurement. Proposals should explicitly acknowledge and accept this model. Any **value-added services** the aggregator provides (marketing to agencies, handling order processing, reporting to GSA, etc.) are appreciated, but **the end-client engagement must remain with Igneous**.
4. **Billing Structure:** Flexibility in billing is desired. In the standard model, the aggregator will bill the government customer and then remit payment to Igneous (minus any agreed fee). If available, **we strongly favor an arrangement allowing Igneous to bill the customer directly**, with the aggregator taking a back-end fee or commission. We understand not all programs support direct billing by the partner; therefore, this is a **secondary preference, not a requirement**. At minimum, the aggregator should facilitate a seamless billing process (timely payment to Igneous upon receipt from buyer, transparent reporting of the Industrial Funding Fee, etc.). In your response, please describe your billing approach: do you invoice the agency as the prime (most likely yes), and if so, confirm that you handle all GSA reporting and fee payment compliance. If you have a mechanism for Igneous to invoice the agency (e.g. as an authorized agent or manufacturer consulting agreement), outline how that works. This criterion will be considered a bonus – **an ability to enable or experiment with direct billing will be viewed favorably** but is not a deal-breaker. If you offer **financing options to end clients**, please note those and their general terms and requirements as well.
5. **Government Market Support & California Emphasis:** The aggregator should provide more than just a contract vehicle; we value a partner who can help navigate the government market. This includes guiding Igneous through any **GSA compliance and administration** hurdles (e.g. ensuring labor rates are on schedule, helping with any modifications), and potentially **marketing or channel support** to drive visibility of Igneous' offerings on the contract. In particular, as noted, a **strong capability in California** is crucial. The partner should be prepared to assist with or advise on selling to **California state and local agencies** via the GSA Schedule or other means. If the aggregator has sales teams or representatives focusing on state/local markets, especially in California, please highlight that. Any **California-specific contracting options** (such as the California Multiple Award Schedule, or existing NASPO ValuePoint participations that California entities use) that you can extend to Igneous would be a plus. Overall, demonstrate how you will help Igneous **accelerate its public sector growth** beyond just listing us on paper.

§ 1.5 TIMELINE AND SUBMISSION SCHEDULE

Time is of the essence for this RFP and the subsequent onboarding process. Below is the anticipated schedule for the RFP and onboarding process:



Timeline Notes: The dates above are aggressive by design, reflecting our priority on speed. If your internal onboarding process requires a slightly different timeline, you may propose adjustments, but **any significant delay beyond early November 2025 may disadvantage your proposal**. Our goal is operational readiness to transact in **Q4 2025**, capturing active, already late stage opportunities within this calendar year. We are prepared to provide all necessary documentation and support to facilitate an October onboarding (e.g. corporate information, pricing, labor category descriptions, etc.) as soon as an award is made. Your ability to meet the **October 31 go-live target** (or very shortly thereafter) is a key criterion.

§ 1.6 PROPOSAL SUBMISSION INSTRUCTIONS

Proposal Format: Please include the following sections in your response:

- **Company Profile & Contract Overview:** Brief background of your firm, GSA Schedule contract number, and confirmation of the SINs and categories on your contract. Include the contract's scope with respect to IT services and any relevant contract vehicles besides GSA (if applicable, e.g. SEWP, state contracts).
- **Approach to Partnership:** Explain how you will fulfill the requirements outlined in this RFP. This should cover your **onboarding process and timeline**, steps to add Igneous' government services subsidiary to your schedule (and any recent examples of rapid onboarding of a partner), and how you ensure compliance with GSA rules during onboarding. Also describe how the **engagement model** will work day-to-day: e.g. contractual arrangement (reseller agreement or subcontract), how orders will be handled and passed to Igneous, how communication with customers is managed, etc. If you have a standard partnering agreement or program guide, you may attach it as an appendix.
- **SIN Coverage & Service Alignment:** Provide a table or description confirming that all **Igneous service areas can be covered under your schedule SINs**. Identify which SIN(s) would be used for each major area (cloud services, cybersecurity, etc. as listed in our Scope). Note any SIN additions or modifications required, and the expected time to accomplish them. Explicitly state if **SIN 54151S** and **54151HACS** are currently on contract (and if not, how you will address that gap).
- **Experience and Value-Added Services:** Highlight relevant experience working with companies similar to Igneous (IT services firms, especially those focusing on Microsoft cloud and cybersecurity). Emphasize any **success stories of fast onboarding** or successful subcontractor arrangements where the partner quickly started winning government business through your schedule. Also, outline any value-added support you provide – for example, marketing to government agencies, assisting with proposal responses (RFQs/RFIs on GSA eBuy, etc.), contract management services, or training on government sales. Particularly address how you could help Igneous target **California government customers**: do you have representatives in California or strategies for that market? If available, provide examples of public sector clients in California (or other states) that have procured through your schedule, or partnerships with California entities.
- **Pricing and Financial Terms:** Describe the financial model of the partnership. Typically, aggregators operate on a reseller discount or fee-based structure. Please specify **the percentage or fee** you would retain from Igneous' sales through your contract. Clarify if this is a flat percentage of revenue, tiered by volume, or includes any fixed program fees. We are looking for a **competitive margin** that reflects the fact that Igneous will handle the heavy lifting of sales and delivery. (For context, we understand industry norms are usually in the single-digit to low-teens percentage of sales, and we seek as low a fee as feasible to ensure our pricing to agencies remains competitive.) If your model has any annual minimums or onboarding fees, disclose them. Also confirm that aside from this margin, there are no other hidden costs (e.g. no additional GSA industrial funding fee beyond the standard 0.75%, which we assume you handle).
- **Terms and Conditions:** Attach any standard agreements (reseller or subcontractor agreements) that Igneous would need to sign, or note key terms (e.g. exclusivity clauses, termination rights, performance expectations). Igneous prefers non-exclusivity (we reserve the right to pursue our own GSA Schedule or other contracts in parallel, and potentially to work with other channels as well), so any exclusivity requirements should be clearly delineated. Also, indicate the **period of performance** for this partnership (e.g. do you require a minimum commitment period on your schedule, or is it open-ended).
- **References (Optional):** You may provide references or case studies of vendor partners who have worked with you in a similar capacity (if not restricted by confidentiality). This is optional but can help demonstrate credibility and performance. We may also use publicly available information to supplement our assessment.

§ 1.7 SUBMISSION

Submission: Please submit your proposal via email to **the Igneous Government Services Team, Attention: Brian Hornback** at usgovteam@igneouscorp.com (or reply to the email through which you received this RFP). Include **“RFP Response – GSA Aggregator Partnership”** in the subject line. All proposals must be received by the deadline stated in the Timeline above. Late submissions may not be considered.

Q&A: Questions regarding this RFP are welcome and should be submitted in writing by the questions deadline. We will circulate answers to all invited bidders to ensure a fair and transparent process. If needed, a brief conference call can be arranged to clarify requirements. Questions and Responses will be posted as soon as they are prepared to <https://rfp.igneouscorp.com/gsaaggregator>.

Validity: Proposals should remain valid for at least **60 days** from the submission deadline. The intent is to award and onboard quickly, but this validity period ensures that if slight delays occur, your terms remain applicable.



§ 1.8 EVALUATION CRITERIA

Proposals will be evaluated based on the criteria below. Igneous will use a weighted scoring model to rank proposals, giving higher importance to the most critical factors (as indicated). The goal is to select the partner that best meets our needs for speed, coverage, and alignment with our business model.

Evaluation Criteria	Priority Level	Description
Onboarding Speed & Time-to-Market	Critical (Highest)	Ability to onboard Igneous and have our offerings live on the GSA Schedule by the targeted date. Faster timelines will score highest. This includes evidence of streamlined processes and commitment to the October 2025 go-live.
Public Sector Coverage (Federal & SLTT)	Critical (Highest)	Strength of the aggregator's reach across government markets, especially California. Must enable sales to CA state/local agencies. Demonstrated experience or capabilities in California's public sector is a big advantage. Nationwide coverage for federal and other states is expected.
GSA SIN Alignment & Contract Fit	High	Extent to which the aggregator's GSA contract covers the required SINs and scope of Igneous' services. Proposals should show no major gaps in SIN coverage, or a quick remedy for any gaps (e.g. adding SIN 54151HACS). Full MAS IT Category coverage is preferred.
Customer Relationship Pass-Through Model	High	Willingness to allow Igneous to retain full customer relationship and perform all work. A clear understanding and acceptance of the subcontracting/teaming relationship described in this RFP. Minimal involvement in service delivery and customer management.
Billing & Administrative Flexibility	Medium (Preferred)	Willingness to accommodate a direct-billing arrangement, customer financing, or otherwise simplify the financial transactions. While not a make-or-break criterion, proposals offering innovative billing (e.g. Igneous billing the client directly, or very efficient payment cycles) will receive additional credit. Standard contract administration (handling GSA fees, reporting) is expected from all.
Value-Added Services & Partnership Support	Medium	Bonus consideration for any extra support: e.g. help with marketing on GSA Advantage or eBuy, lead generation in government accounts, proposal support, training, etc. Especially support that can accelerate California market penetration or leverage your government sales force to generate opportunities. While not as heavily weighted as core requirements, these factors can differentiate close proposals.
Cost/Margin to Igneous	Medium	The economic terms of the partnership (reseller fee). A lower margin taken by the aggregator is favorable as it allows more competitive pricing and profitability for Igneous. However, Igneous will assess this in balance with the value provided; a slightly higher margin might be acceptable if accompanied by superior speed or support. All else equal, a more cost-effective fee structure will score better.
Past Performance and Reputation	Medium	The aggregator's track record in the federal/public sector market and references. A strong reputation with government customers or successful partnerships with firms like ours will add confidence. We may consider the stability and longevity of your GSA contract, and any known issues (positive or negative) from industry sources.

Relative Importance: The first two criteria (Speed and Coverage) are deemed **most important**, essentially must-haves. The next two (SIN alignment and Relationship model) are also crucial – proposals meeting these will be considered qualified. The remaining factors (billing, value-add, cost, past performance) will serve to differentiate **among proposals that satisfy the core needs**. In summary, Igneous is likely to select the partner who **can onboard us fastest and enable the broadest public sector reach (especially in California), with a solid contract fit and a hands-off delivery model**, then among those, consider financial and ancillary benefits.

§ 1.9 CONCLUSION & CONTACTS

This RFP represents a strategic opportunity for both Igneous and the selected aggregator. Igneous is poised to rapidly expand into the government market with the right contract partnership, and we are looking for a **true enabling partner** who can provide the contractual vehicle **quickly** and **reliably**, while **sharing our commitment to customer success**. We value transparency, agility, and collaboration. The ideal partner will see this as a long-term relationship – helping Igneous establish a public sector footprint in the immediate term (Q4 2025) and potentially growing together on future endeavors (including the possibility of continuing the partnership even after Igneous obtains its own contract, as a channel partner).

Thank you for your interest in partnering with Igneous Corporation and Bedrock Information Systems. We look forward to your proposal.

Contact for RFP Submission and Questions:

Igneous/Bedrock US Government Services Team
ATTN: *Brain Hornback, Director of Sales & Alliances*
CC: *Jake Meyers, President & CEO*

Email: usgovteam@igneouscorp.com

Phone: (213) 712-5879

RFP with Posted Questions/Responses: <https://rfp.igneouscorp.com/gsaaggregator>

(All communications regarding this RFP should be directed to the email above. Please reference “GSA Aggregator RFP Response” in the subject line for any correspondence.)