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

Schedule for Multiple Award Schedule (MAS 99)
Federal Supply Group: Class:

Contract Number: 47QRAA19D002H

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at http://www.gsa.gov/schedules-ordering

Contract Period: December 20, 2018 through December 19, 2023
Price List Valid Through Modification # PS-0006 Dated June 24, 2020

Contractor: JCS SOLUTIONS LLC
4114 Legato Rd, Suite 710
Fairfax, VA 22033-4002

Business Size: SB, SDB, WOSB, EDWOSB

Telephone: 571-429-4670
Extension: 
FAX Number: 703-596-1014
Web Site: 
E-mail: raji.bezwada@jcssolutions.com
Contract Administration: Rajkumari Bezwada
CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

<table>
<thead>
<tr>
<th>SIN</th>
<th>Recovery</th>
<th>Lowest Priced Labor Category Per SIN</th>
<th>Lowest NET GSA Rate (Year 1)</th>
</tr>
</thead>
<tbody>
<tr>
<td>541611</td>
<td>541611/RC</td>
<td>PSS Program Integrator</td>
<td>128.99</td>
</tr>
<tr>
<td>54151S</td>
<td>54151S/RC</td>
<td>PSS Functional Analyst</td>
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</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

1c. If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. Please refer to page 5 of this document.

2. Maximum Order: SIN 541611 = $1,000,000.00; and SIN 54151S = $ 500,000.00

3. Minimum Order: $100.00

4. Geographic Coverage (delivery Area): Domestic; 48 States, DC

5. Point(s) of production (city, county, and state or foreign country): Same as company address

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).

7. Quantity discounts: 5% for orders equal to or greater than $200,000.00

8. Prompt payment terms: Net 30 days

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will accept

10. Foreign items (list items by country of origin): None

11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order

11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor

11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery: Contact Contractor

12. F.O.B Points(s): Destination

13a. Ordering Address(es): Same as Contractor

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).

14. Payment address(es): Same as company address

15. Warranty provision.: Contractor’s standard commercial warranty.

16. Export Packing Charges (if applicable): N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor

18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

19. Terms and conditions of installation (if applicable): N/A

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A

20a. Terms and conditions for any other services (if applicable): N/A

21. List of service and distribution points (if applicable): N/A

22. List of participating dealers (if applicable): N/A

23. Preventive maintenance (if applicable): N/A

24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: N/A

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g., contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/

25. Data Universal Numbering System (DUNS) number: 079553120

26. Notification regarding registration in Central Contractor Registration (CCR) database:

27. Final Pricing:
The rates shown below include the Industrial Funding Fee (IFF) of 0.75%.

<table>
<thead>
<tr>
<th>SINs</th>
<th>Labor Category</th>
<th>Min Edu</th>
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</table>
JCS Solutions LLC accepts “equivalent” experience in lieu of minimum education levels. The chart below shows the acceptable minimum equivalents where applicable:

<table>
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<tr>
<th>Labor Category</th>
<th>Min Edu</th>
<th>Min Exp</th>
<th>PhD</th>
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<th>Bachelors</th>
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<td>Bachelors</td>
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<td>Bachelors</td>
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<td>Bachelors</td>
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<td>4</td>
<td>Bachelors</td>
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<td>Bachelors</td>
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** Refers to SCLS Applicable Labor Categories – Please see SCLS Matrix on Page 15

**PSS Project Manager**

**Minimum Education**: Bachelors or Equivalent experience and Program Management Professional (PMP) or equivalent certification

**Minimum Years Experience**: 8

**Functional Responsibilities**: Oversee all aspects of the project, leading a team on projects and experienced in lifecycle and project management methodologies. Analyzes project-related problems and creates innovative solutions that normally involve the schedule, costs, technology, methodology, tools, performance progress of the project. Provide applications systems analysis and long and short-range plans for application selection, systems development, systems maintenance, and production activities for necessary support resources. Identifies and mitigates risks.

**PSS Subject Matter Expert – Level 1**

**Minimum Education**: Bachelors or Equivalent experience and Program Management Professional (PMP) or equivalent certification

**Minimum Years Experience**: 5

**Functional Responsibilities**: Provide technical knowledge and analysis of highly specialized applications and operational environment, high-level functional systems analysis, design, integration, documentation and implementation advice on moderately complex problems that require an appropriate level of knowledge of the subject matter for effective implementation. Provide technical, managerial, and administrative direction for problem definition, analysis, requirements development, and implementation for complex to extremely complex systems in the subject matter area. Make recommendations and advise on organization-wide system improvements, optimization or maintenance efforts in the following specialties: information systems architecture; networking; telecommunications; automation; communications protocols; risk management/electronic analysis; software; lifecycle management; software development methodologies; and modeling and simulation. Commensurate experience in IT and in new and related older technology that directly relates to the required area of expertise.

**PSS Subject Matter Expert – Level 2**

**Minimum Education**: Bachelors or Equivalent experience

**Minimum Years Experience**: 10
**Functional Responsibilities:** Provide technical knowledge and analysis of highly specialized applications and operational environment, high-level functional systems analysis, design, integration, documentation and implementation advice on moderately complex problems that require an appropriate level of knowledge of the subject matter for effective implementation. Provide technical, managerial, and administrative direction for problem definition, analysis, requirements development, and implementation for complex to extremely complex systems in the subject matter area. Make recommendations and advise on organization-wide system improvements, optimization or maintenance efforts in the following specialties: information systems architecture; networking; telecommunications; automation; communications protocols; risk management/electronic analysis; software; lifecycle management; software development methodologies; and modeling and simulation. Commensurate experience in IT and in new and related older technology that directly relates to the required area of expertise.

**PSS Senior Software Developer**

**Minimum Education:** Bachelors or Equivalent experience

**Minimum Years Experience:** 5

**Functional Responsibilities:** Performs assigned portions of programming, and documentation for IT applications and systems. Participates in all phases of software development with emphasis on the programming, testing, documentation, and acceptance phases. Designs and prepares technical reports and related documentation and makes charts and graphs to record results. Participates in the implementation of the components accounting for the availability of multiple languages, resource limitations and maintainability.

**PSS Senior Systems Engineer**

**Minimum Education:** Bachelors or Equivalent experience

**Minimum Years Experience:** 5

**Functional Responsibilities:** Provides specialized expertise within multiple systems, software disciplines, and related general disciplines, applications implications, and customer areas. Responsible for performing in-depth analysis and technical support of systems software products, including problem resolution, design, development, testing, operational integration, and user support. Provides quality assurance review and the evaluation of new and existing software products.

**PSS Senior Architect**

**Minimum Education:** Bachelors or Equivalent experience

**Minimum Years Experience:** 4

**Functional Responsibilities** Designs architecture to include the software, hardware, and communications to support the total requirements. Defines system solutions based on user/client needs, cost, and required integration with existing applications, systems, or platforms. Ensures that the common operating environment is compliant. Evaluates analytically and systematically problems of work flows, organization and planning and develops appropriate corrective action.

**PSS Helpdesk Manager**

**Minimum Education:** Bachelors or Equivalent experience and IAT Certification
Minimum Years Experience: 8

Functional Responsibilities: Provide daily supervision and direction to staff who are responsible for phone and in-person support to users in the areas of e-mail, directories, computer operating systems, desktop applications for all types of computer systems, and applications developed or deployed under this contract. Serve as the first point of contact for troubleshooting hardware/software, all types of computer systems (PC and Mac), and printer problems.

PSS .Net Developer 1

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 3

Functional Responsibilities: Performs assigned portions of design, programming, documentation for IT systems. Participates in assigned phases of software development with emphasis on the programming, testing acceptance phases. Supports the preparation of technical reports and related documentation.

PSS Functional Analyst

Minimum Education: Bachelors or equivalent experience

Minimum Years Experience: 5

Functional Responsibilities: Analyze user needs to determine functional and cross-functional requirements. Perform functional allocation to identify required tasks and their interrelationships. Identify resources required for each task.

PSS IT Asset Management Coordinator

Minimum Education: Bachelors or Equivalent

Minimum Years Experience: 5

Functional Responsibilities: Performs IT asset management duties within the IT procurement and inventory management function. Maintains records and databases containing information regarding licenses, warranties, and service agreements for the organization's hardware and software.

PSS Deployment Program Manager

Minimum Education: Bachelors or Equivalent and Program Management Professional (PMP) or equivalent certification

Minimum Years Experience: 5

Functional Responsibilities: Serve as the program manager typically responsible for organizing, directing, and managing all aspects of contract operational support functions involving multiple complex and inter-related project tasks that often require managing teams of Contractor personnel at multiple locations. Provide overall direction of program activities. Manage and maintain Contractor interface with the senior levels of the customer’s organization. Consult with customer and Contractor personnel to formulate and review task plans and deliverables, ensuring conformance with program and project task schedules and costs and contractual obligations. Establish and maintain technical and financial reports to show progress of projects to management and customers, organize and assign responsibilities to
subordinates, oversee the successful completion of all assigned tasks, and assume the initiative and provide support to marketing personnel in identifying and acquiring potential business.

**PSS Deployment Project Manager**

**Minimum Education:** Bachelors or Equivalent and IAT Certification

**Minimum Years Experience:** 5

**Functional Responsibilities** Provides management of project activities, personnel and administrative functions related to specific tasks and insures that technical solutions and schedules are implemented in a timely manner. Directs and manages staff assignments and monitors product quality and insures project milestones meet deliverable schedules, and reports on project status to the project manager.

**PSS Program Analyst**

**Minimum Education:** Bachelors or equivalent experience

**Minimum Years Experience:** 5

**Functional Responsibilities:** Performs analytical services required to administer IT programs throughout all phases of business requirements analysis, software design, system and performance testing, and implementation. Analyze and review cost, schedule and performance and review the system, software, business and system integration requirements to ensure the requirements meet the program needs.

**PSS Business Process Consultant**

**Minimum Education:** Bachelors or equivalent experience

**Minimum Years Experience:** 5

**Functional Responsibilities:** Performs process and re-engineering, with an understanding of technical problems and solutions. Identifies new approaches and solutions to business issues identified through analysis of processes. Creates process change by integrating new processes with existing ones and recommends and facilitates quality improvement efforts.

**PSS Communications Analyst**

**Minimum Education:** Bachelors or equivalent experience

**Minimum Years Experience:** 5

**Functional Responsibilities:** Assists in the planning, design, and implementation of communications networks. Conducts feasibility studies for large projects, develops requests for proposal, evaluates vendor products, and makes recommendations on selection. Provides guidance and training to less experienced analysts.

**PSS Subject Matter Expert – Level 3**

**Minimum Education:** Masters or equivalent experience

**Minimum Years Experience:** 15
**Functional Responsibilities:** Provide expert leadership and support to agency directors and senior managers for organizational optimization, technological and business improvement services. Provides program management oversight for complex projects and offers specialized knowledge in technical area. Analyzes project requirements from inception to closeout, develops solutions to agencies requirements, and coordinates project resolution. May design, organize, lead, and conduct senior level workshops which require senior level experience in the strategy development and program management of enterprise-wide change efforts.

**PSS Expert Consultant**

- **Minimum Education:** Masters or equivalent experience
- **Minimum Years Experience:** 15

**Functional Responsibilities:** Provide executive coaching to executives and directors at organizational level on strategy development, implementation and quality improvement engagements. Bring senior level and extensive experience and recognized as an industry expert. They formulate innovative methodologies and techniques based on cutting edge technologies and organizational theories. They facilitate process improvement efforts and manage teams of senior consultants and analysts supporting strategy development, implementation and process improvement efforts which have extreme public visibility, operational criticality or potentially significant regulatory or financial impact on the mission of the organization. May design, organize, lead, and conduct senior level workshops which require senior level experience in the strategy development and program management of enterprise-wide change efforts.

**PSS Business Development Advisor**

- **Minimum Education:** Masters or equivalent experience
- **Minimum Years Experience:** 15

**Functional Responsibilities:** Experienced in advising senior executives on effective utilization of organizational processes to meet business objectives. Possesses unique experience and expert knowledge in technical, functional, and/or process areas. Applies best industry practices and standards and innovative solutions to intractable problems. Develops insightful solutions to meet fiscal, technological and schedule constraints. May design, organize, lead, and conduct senior level workshops which require senior level experience in the strategy development and program management of enterprise-wide change efforts.

**PSS Executive Advisor**

- **Minimum Education:** Masters or equivalent experience
- **Minimum Years Experience:** 10

**Functional Responsibilities:** Provides expert knowledge and analysis of highly complex project, programs and implementation advice on exceptionally complex problems that need extensive knowledge of the subject matter for effective implementation. May design, organize, lead, and conduct senior level workshops which require senior level experience in the strategy development and program management of enterprise-wide change efforts.

**PSS Requirements Analyst**

- **Minimum Education:** Bachelors or equivalent experience
- **Minimum Years Experience:** 5
**Functional Responsibilities**: Provides specialized support services in a functional area, or coordination of a business area or functional activity. Analyze user needs to determine functional and cross-functional requirements. Perform functional allocation to identify required tasks and their interrelationships. Identify resources required for each task.

**PSS Program Integrator**

**Minimum Education**: Bachelors or equivalent experience

**Minimum Years Experience**: 5

**Functional Responsibilities**: The Program Integrator works within the program management specialty with an emphasis on planning, organizing, monitoring and controlling programs comprising multiple related projects in support of the government program manager. The individual shall provide support in determining the overall strategy for major programs and communicating the resulting strategy. This work includes, but is not limited to, reviewing and analyzing program requirements and information, providing input into strategy options, researching available technologies or capabilities, documenting strategy decisions, providing support for linking the strategy to the funding, and developing briefings and other material necessary to communicate the strategy.

**PSS Senior Advisor**

**Minimum Education**: Masters or equivalent experience

**Minimum Years Experience**: 10

**Functional Responsibilities**: Provides expertise in technical and managerial leadership functions. Drives strategic objectives and content while providing thought leadership. Generates innovative approaches to address business problems and acquisition strategies. Manages the execution of comprehensive business efforts, while balancing potential themes and objectives. Develops knowledge and capabilities derived from a broad range of industry and functional experiences.

**PSS Senior Operations Research Systems Analyst**

**Minimum Education**: Masters or equivalent experience

**Minimum Years Experience**: 10

**Functional Responsibilities**: Use advanced analytical methods to help organizations investigate complex issues, identify and solve problems, and make better decisions.

**PSS Technical Writer / Editor**

**Minimum Education**: Bachelors Degree in a related field or equivalent experience

**Minimum Years Experience**: 5

**Functional Responsibilities**: Writes, edits, formats or creates IT policy and technical documents, strategies, special reports and plans. Utilizes experience drafting reports and documentation within a client setting including formatting, word choice, structure, and best practices. Develops outlines and drafts for review and approval by technical and project management specialists. Consult relevant information sources, including library resources, technical and financial documents, and client and project personnel, to obtain background information, and verify pertinent guidelines and regulations governing project deliverables.
PSS Customer Service Representative**

**Minimum Education:** Associates Degree or equivalent experience

**Minimum Years Experience:** 2

**Functional Responsibilities:** Directly interfaces with customers using multi-media channels including telephone, email, facsimile, and face-to-face. Documents interactions in a customer management system and communicates electronically and orally to assist customers. Ensures Work Instructions and Standard Operating Procedures are current and advises customers as appropriate. Applies various statues, regulations, and procedures. Utilizes skills in using internal databases and tracking systems. Assists customers in resolving errors, delays or other problems in fulfilling organizational obligations. Processes orders, forms, applications, and requests and provides feedback on the efficiency of the customer service process.

Analyst I

**Minimum Education:** Bachelors or Equivalent experience

**Minimum Year’s Experience:** 1

**Functional Responsibilities:** Provides analytical services, conducts needs and gap assessments, cost/price analyses, and requirement analyses required to administer programs to meet client needs. Prepares forecasts and analyzes trends, develops and analyzes metrics, and prepares and reports recommendations. Areas of focus include but are not limited to business performance and continuous process improvement, acquisition and budget support, project analysis, internal control, risk assessment, and support of project objectives.

Analyst II

**Minimum Education:** Bachelors or Equivalent experience

**Minimum Years Experience:** 3

**Functional Responsibilities:** Provides analytical services, conducts needs and gap assessments, cost/price analyses, and requirement analyses required to administer programs to meet client needs. Prepares forecasts and analyzes trends, develops and analyzes metrics, and prepares and reports recommendations. Areas of focus include but are not limited to business performance and continuous process improvement, acquisition and budget support, project analysis, internal control, risk assessment, and support of project objectives.

Analyst III

**Minimum Education:** Bachelors or Equivalent experience

**Minimum Years Experience:** 5

**Functional Responsibilities:** Provides analytical services, conducts needs and gap assessments, cost/price analyses, and requirement analyses required to administer programs to meet client needs. Prepares forecasts and analyzes trends, develops and analyzes metrics, and prepares and reports recommendations. Areas of focus include but are not limited to business performance and continuous process improvement, acquisition and budget support, project analysis, internal control, risk assessment, and support of project objectives.

Functional Specialist I

**Minimum Education:** Bachelors or Equivalent experience
Minimum Years Experience: 2

Functional Responsibilities: Leverages knowledge in designated field or discipline; supports assessments of business processes and organizational challenges using specialized skills and knowledge; contributes to the execution of project or task plan; conducts activities in support of the project team’s objectives; research, analyze, and apply a wide range of qualitative and quantitative methods to improve effectiveness and efficiencies. May include specialized certifications and/or qualifications relevant to the project scope.

Functional Specialist II

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 4

Functional Responsibilities: Leverages knowledge in designated field or discipline; supports assessments of business processes and organizational challenges using specialized skills and knowledge; contributes to the execution of project or task plan; conducts activities in support of the project team’s objectives; research, analyze, and apply a wide range of qualitative and quantitative methods to improve effectiveness and efficiencies. May include specialized certifications and/or qualifications relevant to the project scope.

Functional Specialist III

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 6

Functional Responsibilities: Leverages knowledge in designated field or discipline; supports assessments of business processes and organizational challenges using specialized skills and knowledge; contributes to the execution of project or task plan; conducts activities in support of the project team’s objectives; research, analyze, and apply a wide range of qualitative and quantitative methods to improve effectiveness and efficiencies. May include specialized certifications and/or qualifications relevant to the project scope.

Consultant I

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 2

Functional Responsibilities: Leverages knowledge, experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Evaluates options to address organizational challenges, design and functional assessments. Develops performance metrics, policies and procedures, research and white papers, acquisition strategies and cost benefit analyses, and executive-level briefings.

Consultant II

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 4

Functional Responsibilities: Leverages knowledge, experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Evaluates options to address organizational challenges, design and functional assessments. Develops performance metrics,
policies and procedures, research and white papers, acquisition strategies and cost benefit analyses, and executive-level briefings.

Consultant III

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 6

Functional Responsibilities: Leverages knowledge, experience, and capabilities in the development of solutions, recommendations, or outcomes across multiple tasks and/or organizations. Evaluates options to address organizational challenges, design and functional assessments. Develops performance metrics, policies and procedures, research and white papers, acquisition strategies and cost benefit analyses, and executive-level briefings.

Project Lead I

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 3

Functional Responsibilities: Performs day-to-day management of contract support operations and leverages skill in the scope of work encompassed by the task order or assigned contract(s). Provides technical guidance to the project team in performance of the work and reviews the quality of work products. Organizes, directs, and coordinates the planning and successful completion of contract support activities. Responsible for project planning, project financials, and staff direction and management. Ensures adherence to task level quality and identifies necessary resources. Prepares written and oral reports as required.

Project Lead II

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 5

Functional Responsibilities: Performs day-to-day management of contract support operations and leverages skill in the scope of work encompassed by the task order or assigned contract(s). Provides technical guidance to the project team in performance of the work and reviews the quality of work products. Organizes, directs, and coordinates the planning and successful completion of contract support activities. Responsible for project planning, project financials, and staff direction and management. Ensures adherence to task level quality and identifies necessary resources. Prepares written and oral reports as required.

Project Lead III

Minimum Education: Bachelors or Equivalent experience

Minimum Years Experience: 7

Functional Responsibilities: Performs day-to-day management of contract support operations and leverages skill in the scope of work encompassed by the task order or assigned contract(s). Provides technical guidance to the project team in performance of the work and reviews the quality of work products. Organizes, directs, and coordinates the planning and successful completion of contract support activities. Responsible for project planning, project financials, and staff direction and management. Ensures
adherence to task level quality and identifies necessary resources. Prepares written and oral reports as required.

**Project Support Analyst:**

**Minimum Education:** Associate degree/Equivalent Experience

**Minimum Years Experience:** 1

**Functional Responsibility** - Provides direct support to the Program Lead and or the project as a whole. This includes monitoring programs to ensure programs are operated efficiently and effectively. Maintain reports and submit verbal, written and numerical information from databases when required. Track due dates and maintain suspense system. Provide administration, coordination, presentation support and preparation, office management and support other areas as required. Must be able to work independently or under general direction.

<table>
<thead>
<tr>
<th>SCA Eligible Contract Labor Category</th>
<th>SLCA (SCA) Equivalent Code - Title</th>
<th>WD Number</th>
</tr>
</thead>
<tbody>
<tr>
<td>PSS Customer Service Representative**</td>
<td>01111-General Clerk I</td>
<td>2015-4281</td>
</tr>
</tbody>
</table>

"The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide)."