



**AUTHORIZED FEDERAL ACQUISITION SERVICE
INFORMATION TECHNOLOGY SCHEDULE PRICELIST
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE AND SERVICES**

**Special Item No. 132-32 Term Software Licenses
Special Item No. 132-40 Cloud Computing Services
Special Item No. 132-51 Information Technology Professional Services**

Note: Contractor has been awarded all Special Item Numbers under the Cooperative Purchasing and Disaster Recovery Programs.

FlyoverWorks, Inc. dba Cultivate Labs

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Contract Number: **47QTCA18D00F5**

Period Covered by Contract: **July 9, 2018 through July 8, 2023**

General Services Administration
Federal Acquisition Service

Products and ordering information in this Authorized FAS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Acquisition Service's Home Page via the Internet at <http://www.gsa.gov/fas/>

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**INFORMATION FOR ORDERING ACTIVITIES
APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

- 1a. Authorized Special Item Numbers (SINs):
Special Item No. 132-32 Term Software License
Special Item No. 132-40 Cloud Computing Services
Special Item No. 132-51 Information Technology Professional Services
- 1b. Lowest priced model number and lowest unit price for that model for each SIN awarded in the contract: *See pricing page 22*
- 1c. Description of all corresponding commercial job titles, experience, functional responsibility and education for the labor categories that perform services: *Page 21*
2. Maximum order:
The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000
Special Item No. 132-32 Term Software License
Special Item No. 132-40 Cloud Computing Services
Special Item No. 132-51 Information Technology Professional Services
3. Minimum order: *\$100*
4. Geographic coverage (delivery area): *48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington DC, and U.S. Territories*
5. Points of production: *Chicago, IL*
6. Discount from list prices or statement of net price: *Government net prices*
7. Quantity discounts: *None*
8. Prompt payment terms: *0% - Net 30 days*
- 9a. Government purchase cards are accepted below the micropurchase threshold.
- 9b. Government purchase cards are accepted above the micropurchase threshold.
10. Foreign items (list items by country of origin): *None*
- 11a. Time of delivery:
- | SPECIAL ITEM NUMBER | DELIVERY TIME (Days ARO) |
|---------------------|---|
| <u>132-32</u> | <u>30 Days</u> |
| <u>132-40</u> | <u>30 Days</u> |
| <u>132-51</u> | <u>As negotiated between the contractor and the ordering agency</u> |
- 11b. Items available for expedited delivery: *Contact Contractor*
- 11c. Overnight and 2-day delivery: *Contact Contractor*
- 11d. Urgent Requirements: *Contact Contractor*
12. F.O.B. Point: *Destination*

13a. Ordering address:

***Cultivate Labs
415 N La Salle Dr., Ste 304
Chicago, IL 60654***

13b. Ordering Procedures: For supplies and services, the ordering procedures, and information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address:

***Cultivate Labs
415 N La Salle Dr., Ste 304
Chicago, IL 60654***

15. Warranty provision: *Standard Commercial Warranty*

16. Export packing charges: *Not Applicable*

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

18. Terms and conditions of rental, maintenance, and repair: *Not Applicable*

19. Terms and conditions of installation: *Not Applicable*

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices: *Not Applicable*

20a. Terms and conditions for any other services: *Not Applicable*

21. List of service and distribution points: *Not Applicable*

22. List of participating dealers: *Not Applicable*

23. Preventive maintenance: *Not Applicable*

24. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: *Not Applicable*

25. Data Universal Number System (DUNS) number: *079787432*

26. Cultivate Labs is registered in the System for Award Management database. CAGE Code: *7FLW2*

TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 132-32) OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY SOFTWARE

1. INSPECTION/ACCEPTANCE

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any software that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming software at no increase in contract price. The ordering activity must exercise its post acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the software, unless the change is due to the defect in the software.

2. ENTERPRISE USER LICENSE AGREEMENTS REQUIREMENTS (EULA)

The Contractor shall provide all Enterprise User License Agreements in an editable Microsoft Office (Word) format.

3. GUARANTEE/WARRANTY

- a. Unless specified otherwise in this contract, the Contractor's standard commercial guarantee/warranty as stated in the contract's commercial pricelist will apply to this contract.
- b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract. If no implied warranties are given, an express warranty of at least 60 days must be given in accordance with FAR 12.404(b)(2)
- c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

4. TECHNICAL SERVICES

The Contractor, without additional charge to the ordering activity, shall provide a hot line technical support number (773) 383-8686 for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available from 8am to 5pm CST.

5. SOFTWARE MAINTENANCE

- a. Software maintenance as it is defined: (select software maintenance type) :

X 1. Software Maintenance as a Product (SIN 132-32)

Software maintenance as a product includes the publishing of bug/defect fixes via patches and updates/upgrades in function and technology to maintain the operability and usability of the software product. It may also include other no charge support that are included in the purchase price of the product in the commercial marketplace. No charge support includes items such as user blogs, discussion forums, on-line help libraries and FAQs (Frequently Asked Questions), hosted chat rooms, and limited telephone, email and/or web-based general technical support for user's self diagnostics.

Software maintenance as a product does NOT include the creation, design, implementation, integration, etc. of a software package. These examples are considered software maintenance as a service.

Software Maintenance as a product is billed at the time of purchase.

6. PERIODS OF TERM LICENSES (SIN 132-32)

- a. The Contractor shall honor orders for periods for the duration of the contract period or a lesser period of time.
- b. Term licenses and/or maintenance may be discontinued by the ordering activity on thirty (30) calendar days written notice to the Contractor.
- c. Annual Funding. When annually appropriated funds are cited on an order for term licenses and/or maintenance, the period of the term licenses and/or maintenance shall automatically expire on September 30 of the contract period, or at the end of the contract period, whichever occurs first. Renewal of the term licenses and/or maintenance orders citing the new appropriation shall be required, if the term licenses and/or maintenance is to be continued during any remainder of the contract period.
- d. Cross-Year Funding Within Contract Period. Where an ordering activity's specific appropriation authority provides for funds in excess of a 12 month (fiscal year) period, the ordering activity may place an order under this schedule contract for a period up to the expiration of the contract period, notwithstanding the intervening fiscal years.
- e. Ordering activities should notify the Contractor in writing thirty (30) calendar days prior to the expiration of an order, if the term licenses and/or maintenance is to be terminated at that time. Orders for the continuation of term licenses and/or maintenance will be required if the term licenses and/or maintenance is to be continued during the subsequent period.

7. UTILIZATION LIMITATIONS - SIN 132-32

- a. Software acquisition is limited to commercial computer software defined in FAR Part 2.101.
- b. When acquired by the ordering activity, commercial computer software and related documentation so legend shall be subject to the following:
 - (1) Title to and ownership of the software and documentation shall remain with the Contractor, unless otherwise specified.
 - (2) Software licenses are by site and by ordering activity. An ordering activity is defined as a cabinet level or independent ordering activity. The software may be used by any subdivision of the ordering activity (service, bureau, division, command, etc.) that has access to the site the software is placed at, even if the subdivision did not participate in the acquisition of the software. Further, the software may be used on a sharing basis where multiple agencies have joint projects that can be satisfied by the use of the software placed at one ordering activity's site. This would allow other agencies access to one ordering activity's database. For ordering activity public domain databases, user agencies and third parties may use the computer program to enter, retrieve, analyze and present data. The user ordering activity will take appropriate action by instruction, agreement, or otherwise, to protect the Contractor's proprietary property with any third parties that are permitted access to the computer programs and documentation in connection with the user ordering activity's permitted use of the computer programs and documentation. For purposes of this section, all such permitted third parties shall be deemed agents of the user ordering activity.
 - (3) Except as is provided in paragraph 8.b(2) above, the ordering activity shall not provide or otherwise make available the software or documentation, or any portion thereof, in any form, to any third party without the prior written approval of the Contractor. Third parties do not include prime Contractors, subcontractors and agents of the ordering activity who have the ordering activity's permission to use the licensed software and documentation at the facility, and who have agreed to use the licensed software and documentation only in accordance with these restrictions. This provision does not limit the right of the ordering activity to use software, documentation, or information therein, which the ordering activity may already have or obtains without restrictions.
 - (4) The ordering activity shall have the right to use the computer software and documentation with the computer for which it is acquired at any other facility to which that computer may be transferred, or in cases of Disaster Recovery, the ordering activity has the right to transfer the software to another site if the ordering activity site for which it is acquired is deemed to be unsafe for ordering activity personnel; to use the computer software and documentation with a backup computer when the

primary computer is inoperative; to copy computer programs for safekeeping (archives) or backup purposes; to transfer a copy of the software to another site for purposes of benchmarking new hardware and/or software; and to modify the software and documentation or combine it with other software, provided that the unmodified portions shall remain subject to these restrictions.

- (5) "Commercial Computer Software" may be marked with the Contractor's standard commercial restricted rights legend, but the schedule contract and schedule pricelist, including this clause, "Utilization Limitations" are the only governing terms and conditions, and shall take precedence and supersede any different or additional terms and conditions included in the standard commercial legend.

8. DESCRIPTIONS AND EQUIPMENT COMPATIBILITY

The Contractor shall include, in the schedule pricelist, a complete description of each software product and a list of equipment on which the software can be used. Also, included shall be a brief, introductory explanation of the modules and documentation which are offered.

9. RIGHT-TO-COPY PRICING

Cultivate Lab does not offer Right-To-Copy pricing.

**TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF CLOUD COMPUTING SERVICES
(SPECIAL ITEM NUMBER 132 40)**

1. SCOPE

The prices, terms and conditions stated under Special Item Number (SIN) 132-40 Cloud Computing Services apply exclusively to Cloud Computing Services within the scope of this Information Technology Schedule.

This SIN provides ordering activities with access to technical services that run in cloud environments and meet the NIST Definition of Cloud Computing Essential Characteristics. Services relating to or impinging on cloud that do not meet all NIST essential characteristics should be listed in other SINs.

The scope of this SIN is limited to cloud capabilities provided entirely as a service. Hardware, software and other artifacts supporting the physical construction of a private or other cloud are out of scope for this SIN. Currently, an Ordering Activity can procure the hardware and software needed to build on premise cloud functionality, through combining different services on other IT Schedule 70 SINs (e.g. 132-51).

Sub-categories in scope for this SIN are the three NIST Service Models: Software as a Service (SaaS), Platform as a Service (PaaS), and Infrastructure as a Service (IaaS). Offerors may optionally select a single sub-category that best fits a proposed cloud service offering. Only one sub-category may be selected per each proposed cloud service offering. Offerors may elect to submit multiple cloud service offerings, each with its own single sub-category. The selection of one of three sub-categories does not prevent Offerors from competing for orders under the other two sub-categories.

See service model guidance for advice on sub-category selection.

Sub-category selection within this SIN is optional for any individual cloud service offering, and new cloud computing technologies that do not align with the aforementioned three sub-categories may be included without a sub-category selection so long as they comply with the essential characteristics of cloud computing as outlined by NIST.

See Table 1 for a representation of the scope and sub-categories.

Table 1: Cloud Computing Services SIN

SIN Description	Sub-Categories ¹
<ul style="list-style-type: none"> ● Commercially available cloud computing services ● Meets the National Institute for Standards and Technology (NIST) definition of Cloud Computing essential characteristics ● Open to all deployment models (private, public, community or hybrid), vendors specify deployment models 	<ol style="list-style-type: none"> 1. Software as a Service (SaaS): Consumer uses provider’s applications on cloud infrastructure. Does not manage/control platform or infrastructure. Limited application level configuration may be available. 2. Platform as a Service (PaaS): Consumer deploys applications onto cloud platform service using provider-supplied tools. Has control over deployed applications and some limited platform configuration but does not manage the platform or infrastructure. 3. Infrastructure as a Service (IaaS): Consumer provisions computing resources. Has control over OS, storage, platform, deployed applications and some limited infrastructure configuration, but does not manage the infrastructure

2. DESCRIPTION OF CLOUD COMPUTING SERVICES AND PRICING

a. Service Description Requirements for Listing Contractors

The description requirements below are in addition to the overall Schedule 70 evaluation criteria described in SCP-FSS-001-N Instructions Applicable to New Offerors (Alternate I – MAR 2016) or SCP-FSS-001-S Instructions Applicable to Successful FSS Program Contractors, as applicable, SCP-FSS-004 and other relevant publications.

Refer to overall Schedule 70 requirements for timelines related to description and other schedule updates, including but not limited to clauses 552.238-81 – section E and clause I-FSS-600.

Table 2 summarizes the additional Contractor-provided description requirements for services proposed under the Cloud Computing Services SIN. All mandatory description requirements must be complete, and adequate according to evaluation criteria.

In addition there is one “Optional” reporting descriptions which exists to provide convenient service selection by relevant criteria. Where provided, optional description requirements must be complete and adequate according to evaluation criteria:

- The NIST Service Model provides sub-categories for the Cloud SIN and is strongly encouraged, but not required. The Service Model based sub-categories provide this SIN with a structure to assist ordering activities in locating and comparing services of interest. Contractors may optionally select the single service model most closely corresponding to the specific service offering.
- If a sub-category is selected it will be evaluated with respect to the NIST Service Model definitions and guidelines in “Guidance for Contractors”.

Table 2: Cloud Service Description Requirements

#	Description Requirement	Reporting Type	Instructions
1	Provide a brief written description of how the proposed cloud computing services satisfies each individual essential NIST Characteristic	Mandatory	The cloud service must be capable of satisfying each of the five NIST essential Characteristics as outlined in NIST Special Publication 800-145. See ‘GUIDANCE FOR CONTRACTORS: NIST Essential Characteristics’ below in this document for detailed overall direction, as well as guidance on inheriting essential characteristics.
2	Select NIST deployment models for the cloud computing service proposed.	Mandatory	Contractors must select at least one NIST deployment model as outlined in NIST Special Publication 800-145 describing how the proposed cloud computing service is deployed. Select multiple deployment models if the service is offered in more than one deployment model. See ‘GUIDANCE FOR CONTRACTORS: NIST Deployment Model’ below in this document for detailed direction on how to best categorize a service for the NIST deployment models.

3	Optionally select the most appropriate NIST service model that will be the designated sub- category, or may select no sub- category.	Optional	Contractor may select a single NIST Service model to sub-categorize the service as outlined in NIST Special Publication 800-145. Sub-category selection is optional but recommended. See ‘GUIDANCE FOR CONTRACTORS: NIST Service Model’ below in this document for detailed direction on how to best categorize a service for the NIST IaaS, PaaS, and SaaS service models.
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b. Pricing of Cloud Computing Services

All current pricing requirements for Schedule 70, including provision SCP-FSS-001-N (Section III Price Proposal), SCP-FSS-001-S, SCP-FSS-004 (Section III Price Proposal), and clause I-FSS-600 Contract Price Lists, apply. At the current time there is no provision for reducing or eliminating standard price list posting requirements to accommodate rapid cloud price fluctuations.

In addition to standard pricing requirements, all pricing models must have the core capability to meet the NIST Essential Cloud Characteristics, particularly with respect to on-demand self-service, while allowing alternate variations at the task order level at agency discretion, pursuant to the guidance on NIST Essential Characteristics.

3. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character.

a. Acceptance Testing

Any required Acceptance Test Plans and Procedures shall be negotiated by the Ordering Activity at task order level. The Contractor shall perform acceptance testing of the systems for Ordering Activity approval in accordance with the approved test procedures.

b. Training

If training is provided commercially the Contractor shall provide normal commercial installation, operation, maintenance, and engineering interface training on the system. Contractor is responsible for indicating if there are separate training charges.

c. Information Assurance/Security Requirements

The contractor shall meet information assurance/security requirements in accordance with the Ordering Activity requirements at the Task Order level.

d. Related Professional Services

The Contractor is responsible for working with the Ordering Activity to identify related professional services and any other services available on other SINs that may be associated with deploying a complete cloud solution. Any additional substantial and ongoing professional services related to the offering such as integration, migration, and other cloud professional services are out of scope for this SIN.

e. Performance of Cloud Computing Services

The Contractor shall respond to Ordering Activity requirements at the Task Order level with proposed capabilities to Ordering Activity performance specifications or indicate that only standard specifications are offered. In all cases the Contractor shall clearly indicate standard service levels, performance and scale capabilities.

The Contractor shall provide appropriate cloud computing services on the date and to the extent and scope agreed to by the Contractor and the Ordering Activity.

f. Reporting

The Contractor shall respond to Ordering Activity requirements and specify general reporting capabilities available for the Ordering Activity to verify performance, cost and availability.

In accordance with commercial practices, the Contractor may furnish the Ordering Activity/user with a monthly summary Ordering Activity report.

4. RESPONSIBILITIES OF THE ORDERING ACTIVITY

The Ordering Activity is responsible for indicating the cloud computing services requirements unique to the Ordering Activity. Additional requirements should not contradict existing SIN or IT Schedule 70 Terms and Conditions. Ordering Activities should include (as applicable) Terms & Conditions to address Pricing, Security, Data Ownership, Geographic Restrictions, Privacy, SLAs, etc.

Cloud services typically operate under a shared responsibility model, with some responsibilities assigned to the Cloud Service Provider (CSP), some assigned to the Ordering Activity, and others shared between the two. The distribution of responsibilities will vary between providers and across service models. Ordering activities should engage with CSPs to fully understand and evaluate the shared responsibility model proposed. Federal Risk and Authorization Management Program (FedRAMP) documentation will be helpful regarding the security aspects of shared responsibilities, but operational aspects may require additional discussion with the provider.

a. Ordering Activity Information Assurance/Security Requirements Guidance

- i. The Ordering Activity is responsible for ensuring to the maximum extent practicable that each requirement issued is in compliance with the Federal Information Security Management Act (FISMA) as applicable.
- ii. The Ordering Activity shall assign a required impact level for confidentiality, integrity and availability (CIA) prior to issuing the initial statement of work.² The Contractor must be capable of meeting at least the minimum security requirements assigned against a low-impact information system in each CIA assessment area (per FIPS 200) and must detail the FISMA capabilities of the system in each of CIA assessment area.
- iii. Agency level FISMA certification, accreditation, and evaluation activities are the responsibility of the Ordering Activity. The Ordering Activity reserves the right to independently evaluate, audit, and verify the FISMA compliance for any proposed or awarded Cloud Computing Services.
- iv. The Ordering Activity has final responsibility for assessing the FedRAMP status of the service, complying with and making a risk-based decision to grant an Authorization to Operate (ATO) for the cloud computing service, and continuous monitoring. A memorandum issued by the Office of Management and Budget (OMB) on Dec 8, 2011 outlines the responsibilities of Executive departments and agencies in the context of FedRAMP compliance.³
- v. Ordering activities are responsible for determining any additional information assurance and security related requirements based on the nature of the application and relevant mandates.

b. Deployment Model

If a particular deployment model (Private, Public, Community, or Hybrid) is desired, Ordering Activities are responsible for identifying the desired model(s). Alternately, Ordering Activities could identify requirements and assess Contractor responses to determine the most appropriate deployment model(s).

c. Delivery Schedule

The Ordering Activity shall specify the delivery schedule as part of the initial requirement. The Delivery Schedule options are found in Information for Ordering Activities Applicable to All Special Item Numbers.

d. Interoperability

Ordering Activities are responsible for identifying interoperability requirements. Ordering Activities should clearly delineate requirements for API implementation and standards conformance.

e. Performance of Cloud Computing Services

The Ordering Activity should clearly indicate any custom minimum service levels, performance and scale requirements

as part of the initial requirement.

f. Reporting

The Ordering Activity should clearly indicate any cost, performance or availability reporting as part of the initial requirement.

g. Privacy

The Ordering Activity should specify the privacy characteristics of their service and engage with the Contractor to determine if the cloud service is capable of meeting Ordering Activity requirements. For example, a requirement could be requiring assurance that the service is capable of safeguarding Personally Identifiable Information (PII), in accordance with NIST SP 800-122⁴ and OMB memos M-06-16⁵ and M-07-16⁶. An Ordering Activity will determine what data elements constitute PII according to OMB Policy, NIST Guidance and Ordering Activity policy.

h. Accessibility

The Ordering Activity should specify the accessibility characteristics of their service and engage with the Contractor to determine the cloud service is capable of meeting Ordering Activity requirements. For example, a requirement could require assurance that the service is capable of providing accessibility based on Section 508 of the Rehabilitation Act of 1973 (29 U.S.C. 794d).

i. Geographic Requirements

Ordering activities are responsible for specifying any geographic requirements and engaging with the Contractor to determine that the cloud services offered have the capabilities to meet geographic requirements for all anticipated task orders. Common geographic concerns could include whether service data, processes and related artifacts can be confined on request to the United States and its territories, or the continental United States (CONUS).

j. Data Ownership and Retrieval and Intellectual Property

Intellectual property rights are not typically transferred in a cloud model. In general, CSPs retain ownership of the Intellectual Property (IP) underlying their services and the customer retains ownership of its intellectual property. The CSP gives the customer a license to use the cloud services for the duration of the contract without transferring rights. The government retains ownership of the IP and data they bring to the customized use of the service as spelled out in the FAR and related materials.

General considerations of data ownership and retrieval are covered under the terms of Schedule 70 and the FAR and other laws, ordinances, and regulations (Federal, State, City, or otherwise). Because of considerations arising from cloud shared responsibility models, ordering activities should engage with the Contractor to develop more cloud-specific understandings of the boundaries between data owned by the government and that owned by the cloud service provider, and the specific terms of data retrieval.

In all cases, the Ordering Activity should enter into an agreement with a clear and enforceable understanding of the boundaries between government and cloud service provider data, and the form, format and mode of delivery for each kind of data belonging to the government.

The Ordering Activity should expect that the Contractor shall transfer data to the government at the government's request at any time, and in all cases when the service or order is terminated for any reason, by means, in formats and within a scope clearly understood at the initiation of the service. Example cases that might require clarification include status and mode of delivery for:

- Configuration information created by the government and affecting the government's use of the cloud provider's service.
- Virtual machine configurations created by the government but operating on the cloud provider's service.
- Profile, configuration and other metadata used to configure SaaS application services or PaaS platform services.

The key is to determine in advance the ownership of classes of data and the means by which Government owned data can be returned to the Government.

k. Service Location Distribution

The Ordering Activity should determine requirements for continuity of operations and performance and engage with the Contractor to ensure that cloud services have adequate service location distribution to meet anticipated requirements. Typical concerns include ensuring that:

- Physical locations underlying the cloud are numerous enough to provide continuity of operations and geographically separate enough to avoid an anticipated single point of failure within the scope of anticipated emergency events.
- Service endpoints for the cloud are able to meet anticipated performance requirements in terms of geographic proximity to service requestors.

Note that cloud providers may address concerns in the form of minimum distance between service locations, general regions where service locations are available, etc.

l. Related Professional Services

Ordering activities should engage with Contractors to discuss the availability of limited assistance with initial setup, training and access to the services that may be available through this SIN.

Any additional substantial and ongoing professional services related to the offering such as integration, migration, and other cloud professional services are out of scope for this SIN. Ordering activities should consult the appropriate GSA professional services schedule.

5. GUIDANCE FOR CONTRACTORS

This section offers guidance for interpreting the Contractor Description Requirements in Table 2, including the NIST essential cloud characteristics, service models and deployment models. This section is not a list of requirements.

Contractor-specific definitions of cloud computing characteristics and models or significant variances from the NIST essential characteristics or models are discouraged and will **not** be considered in the scope of this SIN or accepted in response to Factors for Evaluation. The only applicable cloud characteristics, service model/subcategories and deployment models for this SIN will be drawn from the NIST 800-145 special publication. Services qualifying for listing as cloud computing services under this SIN must substantially satisfy the essential characteristics of cloud computing as documented in the NIST Definition of Cloud Computing SP 800-145⁷.

Contractors must select deployment models corresponding to each way the service can be deployed. Multiple deployment model designations for a single cloud service are permitted but at least one deployment model must be selected.

In addition, contractors submitting services for listing under this SIN are encouraged to select a sub- category for each service proposed under this SIN with respect to a single principal NIST cloud service model that most aptly characterizes the service. Service model categorization is optional.

Both service and deployment model designations must accord with NIST definitions. Guidance is offered in this document on making the most appropriate selection.

a. NIST Essential Characteristics

General Guidance

NIST's essential cloud characteristics provide a consistent metric for whether a service is eligible for inclusion in this SIN. It is understood that due to legislative, funding and other constraints that government entities cannot always leverage a cloud service to the extent that all NIST essential characteristics are commercially available. For the purposes of the Cloud SIN, meeting the NIST essential characteristics is determined by whether each essential capability of the commercial service is available for the service, whether or not the Ordering Activity actually requests or implements the capability. The guidance in Table 3 offers examples of how services might or might not be included based on the essential characteristics, and how the

Contractor should interpret the characteristics in light of current government contracting processes.

Table 3: Guidance on Meeting NIST Essential Characteristics

<p>NIST Characteristic - On-Demand Self-Service: Provide a brief written description of how the cloud service proposed satisfies this individual essential NIST Characteristic. Attest capability and briefly describe how self-service technical capability is met.</p> <p>Cultivate Labs attests we offer a complete self-service on demand solution for our Cultivate Forecasts and Cultivate Ignite applications. A consumer can unilaterally provision a fully functional online application, as needed automatically without requiring human interaction with each service provider.</p> <ul style="list-style-type: none"> • Once the provisioning of the application is complete, contractor intervention is required to understand the expected size of usage for billing purposes.
<p>NIST Characteristic - Broad Network Access: Provide a brief written description of how the cloud service proposed satisfies this individual essential NIST Characteristic. Attest capability and briefly describe how network access is provided</p> <p>Cultivate Labs attests its applications are available over the network and accessed through standard mechanisms that promote use by heterogeneous thin or thick client platforms (e.g., mobile phones, tablets, laptops, and workstations)</p> <ul style="list-style-type: none"> • Service can be accessed and consumed using standard devices such as browsers, tablets and mobile phones
<p>NIST Characteristic - Resource Pooling: Provide a brief written description of how the cloud service proposed satisfies this individual essential NIST Characteristic. Attest capability and briefly describe how resource pooling technical capability is met.</p> <p>Cultivate Labs’ computing resources are pooled to serve multiple consumers using a multi-tenant model, with different physical and virtual resources dynamically assigned and reassigned according to consumer demand. There is a sense of location independence in that the customer generally has no control or knowledge over the exact location of the provided resources but may be able to specify location at a higher level of abstraction (e.g., geographic region or datacenter). Examples of resources include storage, processing, memory, and network bandwidth.</p> <ul style="list-style-type: none"> • Pooling distinguishes cloud services from offsite hosting. Our applications are consumed from a pool of resources and provide an automated means for the Ordering Activity to dynamically allocate them • Ordering activities draw resources from a common pool maintained by Cultivate Labs. • Resources may have general characteristics such as regional location but are automatically allocated upon request.
<p>NIST Characteristic - Rapid Elasticity: Provide a brief written description of how the cloud service proposed satisfies this NIST Characteristic. Attest capability and briefly describe how rapid elasticity technical capability is met.</p> <p>Our applications can be elastically provisioned and released, in some cases automatically, to scale rapidly outward and inward commensurate with demand. To the consumer, the capabilities available for provisioning often appear to be unlimited and can be appropriated in any quantity at any time.</p> <ul style="list-style-type: none"> • Rapid elasticity is a specific demand-driven case of self-service • Procurement guidance for on-demand self-service applies to rapid elasticity as well, i.e. rapid elasticity is available. • Rapid deployment means instantaneously or other short interval as defined by each specific service SLA, • Automated elasticity is driven dynamically by system load, etc., not by contractor intervention.

NIST Characteristic - Measured Service: Provide a brief written description of how the cloud service proposed satisfies this NIST Characteristic. Attest capability and briefly describe how measured service technical capability is met.

Cultivate grants administrative access to select points of contact at the client in order to track activity in the application that directly translates to pricing/billing. We charge customers for “active” users, so only users who have logged in the last calendar month are billed. Administrators can download a “participation” report on-demand that tracks last login and enables them to audit the bill they receive each month for usage.

Inheriting Essential Characteristics

Cloud services may depend on other cloud services, and cloud service models such as PaaS and SaaS are able to inherit essential characteristics from other cloud services that support them. For example a PaaS platform service can inherit the broad network access made available by the IaaS service it runs on, and in such a situation would be fully compliant with the broad network access essential characteristic. Services inheriting essential characteristics must make the inherited characteristic fully available at their level of delivery to claim the relevant characteristic by inheritance.

Inheriting characteristics does not require the inheriting provider to directly bundle or integrate the inherited service, but it does require a reasonable measure of support and identification. For example, the Ordering Activity may acquire an IaaS service from “Provider A” and a PaaS service from “Provider B”. The PaaS service may inherit broad network access from “Provider A” but must identify and support the inherited service as an acceptable IaaS provider.

Assessing Broad Network Access

Typically broad network access for public deployment models implies high bandwidth access from the public internet for authorized users. In a private cloud deployment internet access might be considered broad access, as might be access through a dedicated shared high bandwidth network connection from the Ordering Activity, in accord with the private nature of the deployment model.

Resource Pooling and Private Cloud

All cloud resource pools are finite, and only give the appearance of infinite resources when sufficiently large, as is sometimes the case with a public cloud. The resource pool supporting a private cloud is typically smaller with more visible limits. A finite pool of resources purchased as a private cloud service qualifies as resource pooling so long as the resources within the pool can be dynamically allocated to the ultimate users of the resource, even though the pool itself appears finite to the Ordering Activity that procures access to the pool as a source of dynamic service allocation.

b. NIST Service Model

The Contractor may optionally document the service model of cloud computing (e.g. IaaS, PaaS, SaaS, or a combination thereof, that most closely describes their offering, using the definitions in The NIST Definition of Cloud Computing SP 800-145. The following guidance is offered for the proper selection of service models.

NIST’s service models provide this SIN with a set of consistent sub-categories to assist ordering activities in locating and comparing services of interest. Service model is primarily concerned with the nature of the service offered and the staff and activities most likely to interact with the service. Contractors should select a single service model most closely corresponding to their proposed service based on the guidance below. It is understood that cloud services can technically incorporate multiple service models and the intent is to provide the single best categorization of the service.

Contractors should take care to select the NIST service model most closely corresponding to each service offered. Contractors should not invent, proliferate or select multiple cloud service model sub-categories to distinguish their

offerings, because ad-hoc categorization prevents consumers from comparing similar offerings. Instead vendors should make full use of the existing NIST categories to the fullest extent possible.

For example, in this SIN an offering commercially marketed by a Contractor as “Storage as a Service” would be properly characterized as Infrastructure as a Service (IaaS), storage being a subset of infrastructure. Services commercially marketed as “LAMP as a Service” or “Database as a Service” would be properly characterized under this SIN as Platform as a Service (PaaS), as they deliver two kinds of platform services. Services commercially marketed as “Travel Facilitation as a Service” or “Email as a Service” would be properly characterized as species of Software as a Service (SaaS) for this SIN.

However, Contractors can and should include appropriate descriptions (include commercial marketing terms) of the service in the full descriptions of the service’s capabilities.

When choosing between equally plausible service model sub-categories, Contractors should consider several factors:

- 1) **Visibility to the Ordering Activity.** Service model sub-categories in this SIN exist to help Ordering Activities match their requirements with service characteristics. Contractors should select the most intuitive and appropriate service model from the point of view of an Ordering Activity.
- 2) **Primary Focus of the Service.** Services may offer a mix of capabilities that span service models in the strict technical sense. For example, a service may offer both IaaS capabilities for processing and storage, along with some PaaS capabilities for application deployment, or SaaS capabilities for specific applications. In a service mix situation the Contractor should select the service model that is their primary focus. Alternatively contractors may choose to submit multiple service offerings for the SIN, each optionally and separately subcategorized.

3) **Ordering Activity Role.** Contractors should consider the operational role of the Ordering Activity’s primary actual consumer or operator of the service. For example services most often consumed by system managers are likely to fit best as IaaS; services most often consumed by application deployers or developers as PaaS, and services most often consumed by business users as SaaS.

- 4) **Lowest Level of Configurability.** Contractors can consider IaaS, PaaS and SaaS as an ascending hierarchy of complexity, and select the model with the lowest level of available Ordering Activity interaction. As an example, virtual machines are an IaaS service often bundled with a range of operating systems, which are PaaS services. The Ordering Activity usually has access to configure the lower level IaaS service, and the overall service should be considered IaaS. In cases where the Ordering Activity cannot configure the speed, memory, network configuration, or any other aspect of the IaaS component, consider categorizing as a PaaS service.

Cloud management and cloud broker services should be categorized based on their own characteristics and not those of the other cloud services that are their targets. Management and broker services typically fit the SaaS service model, regardless of whether the services they manage are SaaS, PaaS or IaaS. Use Table

3 to determine which service model is appropriate for the cloud management or cloud broker services, or, alternately choose not to select a service model for the service.

The guidance in Table 3 offers examples of how services might be properly mapped to NIST service models and how a Contractor should interpret the service model sub-categories.

Table 3: Guidance on Mapping to NIST Service Models

Service Model: Optionally select the most appropriate NIST service model that will be the designated sub-category, or may select no sub-category.
Contractor may select a single NIST Service model to sub-categorize the service. Sub-category selection is optional but recommended. Subcategories are IaaS, PaaS, SaaS. Select one and provide a brief description of how service fits model, per guidance.

Cultivate Forecasts and Cultivate Ignite are commonly referred to as Software as a Service (SaaS). SaaS allows consumers to acquire and utilize our applications as an on-demand service. SaaS is paid for by active users without long term agreements.

c. Deployment Model

Deployment models (e.g. private, public, community, or hybrid) are not restricted at the SIN level and any specifications for a deployment model are the responsibility of the Ordering Activity.

Multiple deployment model selection is permitted, but at least one model must be selected. The guidance in Table 4 offers examples of how services might be properly mapped to NIST deployment models and how the Contractor should interpret the deployment model characteristics. Contractors should take care to select the range of NIST deployment models most closely corresponding to each service offered.

Note that the scope of this SIN does not include hardware or software components used to construct a cloud, only cloud capabilities delivered as a service, as noted in the Scope section.

Table 4: Guidance for Selecting a Deployment Model

Deployment Model: Provide the most appropriate deployment model associated with each proposed cloud service. The Contractor shall select at least one deployment model (e.g. Private Cloud, Public Cloud, Community Cloud, Hybrid Cloud) conforming to the definitions in The NIST Definition of Cloud Computing SP 800-145 page 3. Briefly describe how service meets each select model.

Cultivate Labs first provisions its application in the Private Cloud deployment model where the cloud infrastructure is provisioned for exclusive use by a single organization comprising multiple consumers.

Community cloud and public cloud deployments are also possible by request to the Contractor

TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)

1. SCOPE

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

3. ORDER

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)

- (a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

- (1) Cancel the stop-work order; or
- (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

- (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
- (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. INSPECTION OF SERVICES

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I OCT 2008) (DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Professional Services.

9. INDEPENDENT CONTRACTOR

All IT Professional Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT Professional Services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

(a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.

(b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—

- (1) The offeror;
- (2) Subcontractors; and/or
- (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

14. INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51 IT Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

b. Pricing for all IT Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.

17. SUBSTITUTIONS

Cultivate Labs reserves the right to make the following substitutions in the education and/or experience requirements of any of the service skill categories set forth herein.

Two years of work experience in the related technology area may be substituted for an Associate's Degree.

Four years of work experience in the related technology area may be substituted for a Bachelor's Degree.

Certification related to the technology is equivalent to two years of experience or education requirement.

Labor Category Descriptions and GSA Pricing

Senior Software Engineer	<p>Functional Responsibilities: Provides advice, management, and guidance about technical issues. Formulates research initiatives and provides input to programmatic decisions. Develops technology forecasts and roadmaps for technical programs. Assists the program leader in preparing documentation on behalf of the program and evaluating technical research proposals. Demonstrates creative ability through problem solving, alternative solutions, scientific reports or technical papers and articles.</p> <p>Minimum Education: Bachelor's Degree Minimum Experience: 10 years of relevant experience</p>
Junior Software Engineer	<p>Functional Responsibilities: Provides advice, management, and guidance about technical issues. Formulates research initiatives and provides input to programmatic decisions. Develops technology forecasts and roadmaps for technical programs. Assists the program leader in preparing documentation on behalf of the program and evaluating technical research proposals. Demonstrates creative ability through problem solving, alternative solutions, scientific reports or technical papers and articles.</p> <p>Minimum Education: Bachelor's Degree Minimum Experience: 2 years of relevant experience</p>
Program Manager	<p>Functional Responsibilities: The Project Manager manages, plans and coordinates activities of projects. These individuals review project proposals or plans to determine schedule, funding limitations, procedures for accomplishing projects, staffing requirements and allotment of available resources to various phases of projects. The Project Manager establishes work plans and coordinates staffing for each phase of project and arranges for recruitment or assignment of project personnel. The Project Manager identifies functional or cross functional requirements and resources required for each task. The Project Manager also manages the project budget and issues invoices.</p> <p>Minimum Education: Bachelor's Degree Minimum Experience: 5 years of relevant experience</p>
Subject Matter Expert	<p>Title: Subject Matter Expert</p> <p>Functional Responsibilities: The Subject Matter Expert has industry experience in the relevant subject matter. This individual will use information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. The Subject Matter Expert is highly experienced in the industry with regard to the stated information technology. The Subject Matter Expert provides thought leadership related to current and future customer plans with regard to the stated information technology. The Subject Matter may also serve in a quality control role across an entire project.</p> <p>Minimum Education: Bachelor's Degree Minimum Experience: 10 years of relevant experience</p>
Business Analyst	<p>Functional Responsibilities: Consultants apply their skills in such areas as systems development, knowledge of business processes, technical background or supervisory capacity to implement business solutions. For example, Consultants may perform tasks such as:</p> <ul style="list-style-type: none"> - Develop functional and technical information system designs - Lead business process redesign teams in the development of new business process architectures - Design training programs for information systems users - Participate in quality reviews to ensure work complies with specified standards - Develop team work plans - Perform workflow analyses - Define information systems requirements - Assist in project budget preparation <p>Minimum Education: Bachelor's Degree Minimum Experience: 5 years of relevant experience</p>

Labor Category	GSA Price July 9, 2018 – July 8, 2019	GSA Price July 9, 2019 – July 8, 2020	GSA Price July 9, 2020 – July 8, 2021	GSA Price July 9, 2021 – July 8, 2022	GSA Price July 9, 2022 – July 8, 2023
Senior Software Engineer	\$187.05	\$190.61	\$194.23	\$197.92	\$201.68
Junior Software Engineer	\$128.16	\$130.60	\$133.08	\$135.61	\$138.18
Program Manager	\$162.92	\$166.92	\$169.17	\$172.39	\$175.66
Subject Matter Expert	\$256.93	\$261.81	\$266.78	\$271.85	\$277.02
Business Analyst	\$161.21	\$164.27	\$167.39	\$170.57	\$173.81

132-32 & 132-40 GSA Pricelist

SIN	PART NUMBER	PRODUCT DESCRIPTION	UOI	GSA PRICE
132-32	1YL250-2999PSR	1 Year Licensing On Premise, 250-2999 Seats, Per Seat Rate	Per Seat	\$6.12
132-32	1YL3000-3999PSR	1 Year Licensing On Premise, 3000-3999 Seats, Per Seat Rate	Per Seat	\$5.98
132-32	1YL4000-4999PSR	1 Year Licensing On Premise, 4000-4999 Seats, Per Seat Rate	Per Seat	\$5.85
132-32	1YL5000-5999PSR	1 Year Licensing On Premise, 5000-5999 Seats, Per Seat Rate	Per Seat	\$5.71
132-32	1YL6000-6999PSR	1 Year Licensing On Premise, 6000-6999 Seats, Per Seat Rate	Per Seat	\$5.57
132-32	1YL7000-7999PSR	1 Year Licensing On Premise, 7000-7999 Seats, Per Seat Rate	Per Seat	\$5.43
132-32	1YL8000-8999PSR	1 Year Licensing On Premise, 8000-8999 Seats, Per Seat Rate	Per Seat	\$5.29
132-32	1YL9000-9999PSR	1 Year Licensing On Premise, 9000-9999 Seats, Per Seat Rate	Per Seat	\$5.15
132-32	1YL10000+PSR	1 Year Licensing On Premise, 10000+ Seats, Per Seat Rate	Per Seat	\$5.02
132-32	1YL250-499MR	1 Year Licensing On Premise, 250-499 Seats, Monthly Rate	Monthly	\$1,530.48
132-32	1YL500-999MR	1 Year Licensing On Premise, 500-999 Seats, Monthly Rate	Monthly	\$3,060.96
132-32	1YL1000-1999MR	1 Year Licensing On Premise, 1000-1999 Seats, Monthly Rate	Monthly	\$6,121.91
132-32	1YL2000-2999MR	1 Year Licensing On Premise, 2000-2999 Seats, Monthly Rate	Monthly	\$12,243.83
132-32	1YL3000-3999MR	1 Year Licensing On Premise, 3000-3999 Seats, Monthly Rate	Monthly	\$17,951.03
132-32	1YL4000-4999MR	1 Year Licensing On Premise, 4000-4999 Seats, Monthly Rate	Monthly	\$23,381.76
132-32	1YL5000-5999MR	1 Year Licensing On Premise, 5000-5999 Seats, Monthly Rate	Monthly	\$28,536.02
132-32	1YL6000-6999MR	1 Year Licensing On Premise, 6000-6999 Seats, Monthly Rate	Monthly	\$33,413.80
132-32	1YL7000-7999MR	1 Year Licensing On Premise, 7000-7999 Seats, Monthly Rate	Monthly	\$38,015.11
132-32	1YL8000-8999MR	1 Year Licensing On Premise, 8000-8999 Seats, Monthly Rate	Monthly	\$42,339.95
132-32	1YL9000-9999MR	1 Year Licensing On Premise, 9000-9999 Seats, Monthly Rate	Monthly	\$46,388.31
132-32	1YL10000+MR	1 Year Licensing On Premise, 10000+ Seats, Monthly Rate	Monthly	\$50,160.20
132-32	1YL250-499YR	1 Year Licensing On Premise, 250-499 Seats, Yearly Rate	Yearly	\$18,365.74
132-32	1YL500-999YR	1 Year Licensing On Premise, 500-999 Seats, Yearly Rate	Yearly	\$36,731.49
132-32	1YL1000-1999YR	1 Year Licensing On Premise, 1000-1999 Seats, Yearly Rate	Yearly	\$73,462.97
132-32	1YL2000-2999YR	1 Year Licensing On Premise, 2000-2999 Seats, Yearly Rate	Yearly	\$146,925.94
132-32	1YL3000-3999YR	1 Year Licensing On Premise, 3000-3999 Seats, Yearly Rate	Yearly	\$215,412.39

SIN	PART NUMBER	PRODUCT DESCRIPTION	UOI	GSA PRICE
132-32	1YL4000-4999YR	1 Year Licensing On Premise, 4000-4999 Seats, Yearly Rate	Yearly	\$280,581.16
132-32	1YL5000-5999YR	1 Year Licensing On Premise, 5000-5999 Seats, Yearly Rate	Yearly	\$342,432.24
132-32	1YL6000-6999YR	1 Year Licensing On Premise, 6000-6999 Seats, Yearly Rate	Yearly	\$400,965.64
132-32	1YL7000-7999YR	1 Year Licensing On Premise, 7000-7999 Seats, Yearly Rate	Yearly	\$456,181.36
132-32	1YL8000-8999YR	1 Year Licensing On Premise, 8000-8999 Seats, Yearly Rate	Yearly	\$508,079.40
132-32	1YL9000-9999YR	1 Year Licensing On Premise, 9000-9999 Seats, Yearly Rate	Yearly	\$556,659.75
132-32	1YL10000+YR	1 Year Licensing On Premise, 10000+ Seats, Yearly Rate	Yearly	\$601,922.42
132-32	AMF250-2999PSR	Annual Maintenance Fees, 250-2999 Seats, Per Seat Rate	Per Seat	\$1.53
132-32	AMF3000-3999PSR	Annual Maintenance Fees, 3000-3999 Seats, Per Seat Rate	Per Seat	\$1.50
132-32	AMF4000-4999PSR	Annual Maintenance Fees, 4000-4999 Seats, Per Seat Rate	Per Seat	\$1.46
132-32	AMF5000-5999PSR	Annual Maintenance Fees, 5000-5999 Seats, Per Seat Rate	Per Seat	\$1.43
132-32	AMF6000-6999PSR	Annual Maintenance Fees, 6000-6999 Seats, Per Seat Rate	Per Seat	\$1.39
132-32	AMF7000-7999PSR	Annual Maintenance Fees, 7000-7999 Seats, Per Seat Rate	Per Seat	\$1.36
132-32	AMF8000-8999PSR	Annual Maintenance Fees, 8000-8999 Seats, Per Seat Rate	Per Seat	\$1.32
132-32	AMF9000-9999PSR	Annual Maintenance Fees, 9000-9999 Seats, Per Seat Rate	Per Seat	\$1.29
132-32	AMF10000+PSR	Annual Maintenance Fees, 10000+ Seats, Per Seat Rate	Per Seat	\$1.25
132-32	AMF250-499MR	Annual Maintenance Fees, 250-499 Seats, Monthly Rate	Monthly	\$383.11
132-32	AMF500-999MR	Annual Maintenance Fees, 500-999 Seats, Monthly Rate	Monthly	\$765.24
132-32	AMF1000-1999MR	Annual Maintenance Fees, 1000-1999 Seats, Monthly Rate	Monthly	\$1,530.48
132-32	AMF2000-2999MR	Annual Maintenance Fees, 2000-2999 Seats, Monthly Rate	Monthly	\$3,060.96
132-32	AMF3000-3999MR	Annual Maintenance Fees, 3000-3999 Seats, Monthly Rate	Monthly	\$4,502.57
132-32	AMF4000-4999MR	Annual Maintenance Fees, 4000-4999 Seats, Monthly Rate	Monthly	\$5,845.44
132-32	AMF5000-5999MR	Annual Maintenance Fees, 5000-5999 Seats, Monthly Rate	Monthly	\$7,158.69
132-32	AMF6000-6999MR	Annual Maintenance Fees, 6000-6999 Seats, Monthly Rate	Monthly	\$8,353.45
132-32	AMF7000-7999MR	Annual Maintenance Fees, 7000-7999 Seats, Monthly Rate	Monthly	\$9,538.34
132-32	AMF8000-8999MR	Annual Maintenance Fees, 8000-8999 Seats, Monthly Rate	Monthly	\$10,584.99
132-32	AMF9000-9999MR	Annual Maintenance Fees, 9000-9999 Seats, Monthly Rate	Monthly	\$11,641.51
132-32	AMF10000+MR	Annual Maintenance Fees, 10000+ Seats, Monthly Rate	Monthly	\$12,540.05

SIN	PART NUMBER	PRODUCT DESCRIPTION	UOI	GSA PRICE
132-32	AMF250-499YR	Annual Maintenance Fees, 250-499 Seats, Yearly Rate	Yearly	\$4,591.44
132-32	AMF500-999YR	Annual Maintenance Fees, 500-999 Seats, Yearly Rate	Yearly	\$9,182.87
132-32	AMF1000-1999YR	Annual Maintenance Fees, 1000-1999 Seats, Yearly Rate	Yearly	\$18,365.74
132-32	AMF2000-2999YR	Annual Maintenance Fees, 2000-2999 Seats, Yearly Rate	Yearly	\$36,731.49
132-32	AMF3000-3999YR	Annual Maintenance Fees, 3000-3999 Seats, Yearly Rate	Yearly	\$54,030.83
132-32	AMF4000-4999YR	Annual Maintenance Fees, 4000-4999 Seats, Yearly Rate	Yearly	\$70,145.29
132-32	AMF5000-5999YR	Annual Maintenance Fees, 5000-5999 Seats, Yearly Rate	Yearly	\$85,904.28
132-32	AMF6000-6999YR	Annual Maintenance Fees, 6000-6999 Seats, Yearly Rate	Yearly	\$100,241.41
132-32	AMF7000-7999YR	Annual Maintenance Fees, 7000-7999 Seats, Yearly Rate	Yearly	\$114,460.05
132-32	AMF8000-8999YR	Annual Maintenance Fees, 8000-8999 Seats, Yearly Rate	Yearly	\$127,019.85
132-32	AMF9000-9999YR	Annual Maintenance Fees, 9000-9999 Seats, Yearly Rate	Yearly	\$139,698.14
132-32	AMF10000+YR	Annual Maintenance Fees, 10000+ Seats, Yearly Rate	Yearly	\$150,480.60
132-40	SasSBase	SaaS Service, Base Fee, Per Month, 100 Users Included, No use or lose	Per Month	\$7,899.24
132-40	SaaS250-2999PSR	SaaS Service, 250 - 2999 Users, Per Seat Rate, Per Month, - No use or lose	Per Seat, Per Month	\$8.10
132-40	SaaS3000-3999PSR	SaaS Service 3000-3999 Seats, Per Seat Rate, Per Month, - No use or lose	Per Seat, Per Month	\$7.90
132-40	SaaS4000-4999PSR	SaaS Service, 4000-4999 Seats, Per Seat Rate, Per Month, - No use or lose	Per Seat, Per Month	\$7.70
132-40	SaaS5000-5999PSR	SaaS Service, 5000-5999 Seats, Per Seat Rate, Per Month, No use or lose	Per Seat, Per Month	\$7.50
132-40	SaaS6000-6999PSR	SaaS Service, 6000-6999 Seats, Per Seat Rate, Per Month, No use or lose	Per Seat, Per Month	\$7.31
132-40	SaaS7000-7999PSR	SaaS Service, 7000-7999 Seats, Per Seat Rate, Per Month, No use or lose	Per Seat, Per Month	\$7.11
132-40	SaaS8000-8999PSR	SaaS Service, 8000-8999 Seats, Per Seat Rate, No use or lose	Per Seat, Per Month	\$6.91
132-40	SaaS9000-9999PSR	SaaS Service, 9000-9999 Seats, Per Seat Rate, Per Month, No use or lose	Per Seat, Per Month	\$6.71
132-40	SaaS10000+PSR	SaaS Service, 10000+ Seats, Per Seat Rate, Per Month, No use or lose	Per Seat, Per Month	\$6.52
132-40	SaaS250-499MR	SaaS Service, 250-499 Seats, Monthly Rate, No use or lose	Monthly	\$9,113.75
132-40	SaaS500-999MR	SaaS Service, 500-999 Seats, Monthly Rate - No use or lose	Monthly	\$11,137.93
132-40	SaaS1000-1999MR	SaaS Service, 1000-1999 Seats, Monthly Rate, No use or lose	Monthly	\$15,186.30
132-40	SaaS2000-2999MR	SaaS Service, 2000-2999 Seats, Monthly Rate, No use or lose	Monthly	\$23,283.02
132-40	SaaS3000-3999MR	SaaS Service, 3000-3999 Seats, Monthly Rate, No use or lose	Monthly	\$30,807.05
132-40	SaaS4000-4999MR	SaaS Service, 4000-4999 Seats, Monthly Rate, No use or lose	Monthly	\$37,936.12

SIN	PART NUMBER	PRODUCT DESCRIPTION	UOI	GSA PRICE
132-40	SaaS5000-5999MR	SaaS Service, 5000-5999 Seats, Monthly Rate, No use or lose	Monthly	\$44,670.23
132-40	SaaS6000-6999MR	SaaS Service, 6000-6999 Seats, Monthly Rate, No use or lose	Monthly	\$51,009.37
132-40	SaaS7000-7999MR	SaaS Service, 7000-7999 Seats, Monthly Rate, No use or lose	Monthly	\$56,953.55
132-40	SaaS8000-8999MR	SaaS Service, 8000-8999 Seats, Monthly Rate, No use or lose	Monthly	\$62,502.77
132-40	SaaS9000-9999MR	SaaS Service, 9000-9999 Seats, Monthly Rate, No use or lose	Monthly	\$67,657.03
132-40	SaaS10000+MR	SaaS Service, 10000+ Seats, Monthly Rate, No use or lose	Monthly	\$72,416.32
132-40	SSOI0001	SSO Integration - One Time Charge	One Time Charge	\$4,937.03