Authorized Federal Supply Service Information Technology Schedule Pricelist General Purpose Commercial Information Technology Equipment, Software and Services

On-line access to contract ordering information, terms and conditions, up-to-date pricing, are available through GSA Advantage®, a menu-driven database system. www.gsaadvantage.gov.

Category 54151S: Information Technology (IT) Professional
Category OLM: Order-Level Materials (OLMs)

Contract Number: 47QTCA19D0057

Contract Period: 01/31/2019 through 01/30/2024

Business Size = Small

<table>
<thead>
<tr>
<th>Application Integration</th>
<th>Client Advocacy</th>
<th>Program &amp; Project Management</th>
</tr>
</thead>
<tbody>
<tr>
<td>Our team can help you integrate complex, disparate applications into a centralized system to improve efficiency and streamline business and technology processes. With every integration project, we strive to minimize disruptions and establish change management procedures to ensure organization-wide adoption and long-term success.</td>
<td>Many of our senior consultants have held strategic leadership roles within public organizations prior to joining AXIA. This unique perspective enables us to effectively support organizational leadership on large-scale, complex technology implementations to mitigate risk and support leadership’s vision throughout the life of the project.</td>
<td>Our senior consultants serve as an extension of your team to successfully coordinate and deliver complex projects and programs. We can step in on and provide support with project delivery, governance, training and mentoring to ensure a successful Project Management Office (PMO).</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>Business Intelligence</th>
<th>Software Selection &amp; Procurement</th>
<th>Public Sector Expertise</th>
</tr>
</thead>
<tbody>
<tr>
<td>Based on your organization’s needs, we plan, design, develop and implement reliable BI solutions with achievable measures and reports to help you get the most out of your data. We work with your team to put the right systems in place to ensure easy access to the information and insights that drive your organization.</td>
<td>We work with your team to document requirements and determine essential system functionalities based on your organization’s needs. From there, we help you evaluate and identify the best software option or solution. Because we are technology agnostic, we always give unbiased recommendations on the best solution for your organization.</td>
<td>With more than a decade of experience successfully working with federal programs, state agencies, city governments, school districts, public and private universities, boards and commissions, and not-for-profit entities, our consultants are equipped to simplify and solve your toughest business and technology challenges.</td>
</tr>
</tbody>
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Customer Information

1a. Labor Category and Pricing: provided in the following sections.

1b. Identification of the lowest priced model number and lowest unit price for the model for each special item number awarded in the contract: Not Applicable, Labor Rates Only

1c. Labor Category Descriptions: All corresponding job titles with experience, functional responsibility and education are provided following the customer information.

2. Maximum Order Limit: $500,000.00

3. Minimum Order Quantities: $100.00 Minimum Order Limit: $100.00

4. Geographic Coverage: 48 States, DC

5. Point of Production: N/A

6. Discount from list prices or statement of net price: GSA pricing (including IFF) is as shown in pricing table provided on page 12.

7. Quantity Discounts: None

8. Prompt payment terms. None; Net 30 days (No Discount)

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold. Government purchase cards are not accepted.

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

10. Foreign items: N/A

11a. Time of delivery: (Contractor insert number of days.) Determined by contract.

11b. Expedited Delivery: Negotiated between contractor and ordering agency.
11c. Overnight and 2-day delivery: N/A

11d. Urgent Requirements: Consult with Contractor

12. F.O.B. Point: FOB Destination

13a. Ordering address: AXIA Consulting, 1391 West Fifth Avenue Suite 320

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

14. Payment address: AXIA Consulting, 1391 West Fifth Avenue Suite 320

15. Warranty provision: None

16. Export packing charges, if applicable: N/A

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

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): TBD

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. Special attributes such as 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/.: N/A

25. Data Universal Number System (DUNS) number: 793865010

26. Notification regarding registration in System for Award Management (SAM) database: AXIA Consulting is registered in the System for Award Management (SAM) website as a contractor.
## Labor Category Descriptions

<table>
<thead>
<tr>
<th>Commercial Labor Category</th>
<th>Years of Experience</th>
<th>Functional Responsibility</th>
<th>Min. Education</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Project Management</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Project Director</td>
<td>16</td>
<td>Program management role responsible for strategically overseeing, monitoring and managing a group of IT projects from an executive level. Work may include: Leading or managing complex business transformation and/or technology projects. Consolidating information across multiple projects with cross-team integration. Configuring or setting direction for project teams. Day-to-day operational and tactical management of the program(s).</td>
<td>Bachelor’s Degree or PMI-PMP or Equivalent experience and training</td>
</tr>
<tr>
<td>Senior Project Manager</td>
<td>10</td>
<td>Senior Project management role in which the individual is the head of one or more projects. Work may include: Planning, organizing, leading and controlling the project efficiently and effectively. Leading business transformation and/or technology projects. Leading complex projects with cross-team integration. Configuring or setting direction for project teams. Day-to-day operational and tactical management of the project(s).</td>
<td>Bachelor’s Degree or PMI-PMP or Equivalent experience and training</td>
</tr>
<tr>
<td>Project Manager</td>
<td>4</td>
<td>Project management role responsible for tracking project work. Work may include: Planning, organizing, leading and controlling the project efficiently and effectively. Leading projects with multiple team members and stakeholders. Configuring or setting direction for project teams. Day-to-day operational and tactical management of the project(s).</td>
<td>Bachelor’s Degree or PMI-CAPM or Equivalent experience and training</td>
</tr>
<tr>
<td><strong>Business Analysis</strong></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Commercial Labor Category</td>
<td>Years of Experience</td>
<td>Functional Responsibility</td>
<td>Min. Education</td>
</tr>
<tr>
<td>---------------------------</td>
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<td>---------------------------</td>
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</tr>
<tr>
<td>Business Analyst</td>
<td>8</td>
<td>Analyst role providing the bridge between the business problems and the technology solutions. Work may include: analyzing an organization or business domain and documenting the business processes or systems and assessing the business model or its integration with technology.</td>
<td>Bachelor’s Degree or PMI-BA or Equivalent experience and training</td>
</tr>
<tr>
<td>Process Consultant</td>
<td>5</td>
<td>Analyst role responsible for detailed inspection of one or more business processes. Work may include: defining what a business entity does, who is responsible, to what standard a business process should be completed, and how the success of a business process can be determined.</td>
<td>Bachelor’s Degree or PMI-BA or Six Sigma or Equivalent experience and training</td>
</tr>
<tr>
<td>Process Specialist 1</td>
<td>10</td>
<td>Analyst role responsible for detailed inspection of one or more business processes. Work may include: defining what a business entity does, who is responsible, to what standard a business process should be completed, and how the success of a business process can be determined.</td>
<td>Bachelor’s Degree or PMI-BA or Six Sigma or Equivalent experience and training</td>
</tr>
<tr>
<td>Process Specialist 2</td>
<td>15</td>
<td>Analyst role responsible for detailed inspection of one or more business processes. Work may include: defining what a business entity does, who is responsible, to what standard a business process should be completed, and how the success of a business process can be determined.</td>
<td>Bachelor’s Degree or PMI-BA or Six Sigma or Equivalent experience and training</td>
</tr>
<tr>
<td>Commercial Labor Category</td>
<td>Years of Experience</td>
<td>Functional Responsibility</td>
<td>Min. Education</td>
</tr>
<tr>
<td>---------------------------</td>
<td>---------------------</td>
<td>-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>----------------</td>
</tr>
<tr>
<td>Client Advocate</td>
<td>10</td>
<td>Customer advocacy role responsible for identifying and supporting what is deemed to be best for the customer. Work may include: Integrating with the organization’s culture. Documenting clients desired state. Performing internal customer-focused customer service and marketing techniques.</td>
<td>Bachelor's Degree or PMI-BA or Six Sigma or Equivalent experience and training</td>
</tr>
<tr>
<td>Senior Systems Integrator</td>
<td>3</td>
<td>Integration architect level role providing expert consultancy within a specific area of processes, systems, or technology. Work may include: Developing and/or promoting technical solutions which support the business requirements within their area of expertise. Reviewing solution configuration or implementation. Assessing the system solutions or design.</td>
<td>2 Years College or Equivalent experience and training</td>
</tr>
<tr>
<td>Data Modeler</td>
<td>6</td>
<td>Data Architect level role providing expert consultancy with the goal of planning for a future system state within a specific process or technology. Work may include: Working on a team of data architects, data modelers are systems analysts engaged in translating business requirements into conceptual, logical, and physical data models, who may focus on issues such as reducing redundancy of data within an existing computer system or improving the way in which it moves from one.</td>
<td>Bachelor's Degree or Equivalent experience and training</td>
</tr>
<tr>
<td>Commercial Labor Category</td>
<td>Years of Experience</td>
<td>Functional Responsibility</td>
<td>Min. Education</td>
</tr>
<tr>
<td>---------------------------</td>
<td>--------------------</td>
<td>-----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>---------------------------------</td>
</tr>
<tr>
<td>Documentation</td>
<td></td>
<td><strong>Technical Writer</strong> 0 A documentation specialist role responsible for creating written record of project related work, training, or processes. Work may include: Preparing instruction manuals, journal articles, and other supporting documents to communicate complex or technical information more easily. Developing, gathering, and disseminating technical information among customers, designers, and manufacturers. Authoring content for user testing or training modules.</td>
<td>High School Diploma</td>
</tr>
</tbody>
</table>
# Labor Category Rates

<table>
<thead>
<tr>
<th>SIN</th>
<th>Ref #</th>
<th>Resource Type</th>
<th>Level</th>
<th>01/10/2019 - 12/31/2019</th>
<th>01/10/2020 - 12/31/2020</th>
<th>01/10/2021 - 12/31/2021</th>
<th>01/10/2022 - 12/31/2022</th>
<th>01/10/2023 - 12/31/2023</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>GOVPD230</td>
<td>Project Director</td>
<td>Expert (16+ years experience)</td>
<td>$197.62</td>
<td>$202.56</td>
<td>$207.62</td>
<td>$212.82</td>
<td>$218.14</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVPM130</td>
<td>Sr. Project Manager</td>
<td>Advanced (10-16 years experience)</td>
<td>$162.82</td>
<td>$167.30</td>
<td>$172.07</td>
<td>$176.08</td>
<td>$181.80</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVPM020</td>
<td>Project Manager</td>
<td>Intermediate (4-9 years experience)</td>
<td>$162.20</td>
<td>$166.25</td>
<td>$170.41</td>
<td>$174.67</td>
<td>$179.03</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVBA030</td>
<td>Business Analyst</td>
<td>Advanced (3+ years experience)</td>
<td>$166.68</td>
<td>$171.05</td>
<td>$175.33</td>
<td>$179.71</td>
<td>$184.20</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVPC020</td>
<td>Process Consultant</td>
<td>Intermediate (5-8 years experience)</td>
<td>$150.47</td>
<td>$154.23</td>
<td>$158.09</td>
<td>$162.04</td>
<td>$166.09</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVPS020</td>
<td>Process Specialist 1</td>
<td>Advanced (10-15 years experience)</td>
<td>$174.74</td>
<td>$179.11</td>
<td>$183.59</td>
<td>$188.18</td>
<td>$192.86</td>
</tr>
<tr>
<td>54151G</td>
<td>GOVPS030</td>
<td>Process Specialist 2</td>
<td>Expert (16+ years experience)</td>
<td>$165.03</td>
<td>$180.27</td>
<td>$185.02</td>
<td>$189.90</td>
<td>$204.90</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVCA020</td>
<td>Client Advocate</td>
<td>Advanced (10-15 years experience)</td>
<td>$176.25</td>
<td>$180.67</td>
<td>$185.18</td>
<td>$189.81</td>
<td>$194.56</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVSI020</td>
<td>Senior Systems Integrator</td>
<td>Intermediate (3+ years experience)</td>
<td>$143.44</td>
<td>$147.02</td>
<td>$150.70</td>
<td>$154.47</td>
<td>$158.33</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVDM030</td>
<td>Data Modeler</td>
<td>Advanced (3+ years experience)</td>
<td>$102.20</td>
<td>$106.25</td>
<td>$110.41</td>
<td>$114.07</td>
<td>$119.03</td>
</tr>
<tr>
<td>54151S</td>
<td>GOVTW010</td>
<td>Technical Writer</td>
<td>Beginning</td>
<td>$99.00</td>
<td>$101.48</td>
<td>$104.02</td>
<td>$106.62</td>
<td>$109.28</td>
</tr>
</tbody>
</table>
Terms and Conditions

TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY PROFESSIONAL SERVICES

(SPECIAL ITEM NUMBER 54151S)

1. SCOPE
   a. The prices, terms and conditions stated under Special Item Number 54151S 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**

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.


(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 54151S. IT 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 Services shall be in accordance with the Contractor’s customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices.