Vertical Applications, Inc.
4040 N Fairfax Drive
Suite 601
Arlington, VA 22203
(p) 571-213-9192 (f) 440-809-7098
www.verticalapps.com

Contract Number: 47QTCA19D006J
Period Covered by Contract: February 26, 2019 through February 25, 2024

Business Size: Small, SDB and 8a

General Services Administration
Federal Acquisition Service

Pricelist current through PA-0002, dated March 4, 2019.
On-line access to contract ordering information, terms and conditions, up-to-date pricing, and
the option to create an electronic delivery order are available through GSA Advantage®, a
menu-driven database system. The INTERNET address GSA Advantage® is: GSAAdvantage.gov

For more information on ordering from Federal Supply Schedules click on the FSS Schedules
button at fss.gsa.gov.
CUSTOMER INFORMATION:

1. Awarded Special Item Number(s):

<table>
<thead>
<tr>
<th>SIN</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Professional Information Technology (IT) Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract: Page 8.

1c. Descriptions of all corresponding commercial job titles with experience, functional responsibility and education are provided beginning on page 9.

2. Maximum Order: $500,000

3. Minimum Order: $100

4. Geographic Coverage: Domestic and Overseas

5. Point of Production: N/A

6. Prices Shown Herein are Net (discount deducted)

7. Quantity Discount: None

8. Prompt Payment Terms: Net 30

9. Foreign Items: None

10a. Time of Delivery: Vertical Applications, Inc. shall deliver or perform services in accordance with the terms negotiated in an agency’s order.

10b. Expedited Delivery: Consult with Contractor

10c. Overnight/2-Day Delivery: Consult with Contractor

10d. Urgent Requirements: Consult with Contractor

11. FOB Point: Destination

12. Ordering Address: Vertical Applications, Inc.
4040 N. Fairfax Dr., Suite 601
Arlington, VA 22203
13. Payment Address: Vertical Applications, Inc.
4040 N. Fairfax Dr., Suite 601
Arlington, VA 22203

14. Warranty Provisions: Contractor’s Standard Warranty

15. Export Packing charges: Not applicable

16. Terms and conditions of rental, maintenance, and repair: Not applicable

17. Terms and conditions of installation: Not applicable

18b. Terms and conditions of repair parts: Not applicable

18b. Terms and conditions for any other services: Not applicable

18. List of service and distribution points: Not applicable

19. List of participating dealers: Not applicable

20. Preventive maintenance: Not applicable

22a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants: Not applicable

22b. Contact Vertical Applications, Inc. for Section 508 compliance information. The EIT standards can be found at: http://www.section508.gov

23. Unique Entity Identification (UEI) Number: FACWPKMBC8A3

24. Vertical Applications, Inc. is registered in the System for Award Management (SAM) database.
## GSA HOURLY RATES
### SIN 54151S

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>02/26/19 – 02/25/20</th>
<th>02/26/20 – 02/25/21</th>
<th>02/26/21 – 02/25/22</th>
<th>02/26/22 – 02/25/23</th>
<th>02/26/23 – 02/25/24</th>
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</thead>
<tbody>
<tr>
<td>Business Analyst</td>
<td>$98.99</td>
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<td>Software Engineer III</td>
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<td>Subject Matter Expert</td>
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<td>$260.97</td>
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<td>$128.14</td>
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</table>
Labor Category Descriptions

**Business Analyst**

**Functional Responsibilities:** Acts as a liaison between customer and stakeholders to identify and define business processes, business requirements, or product requirements. Elicits requirements using interviews, document analysis, requirements workshops, surveys, site visits, use cases, or scenarios. Documents requirements and interacts with the project team to apply a deeper understanding of the customer’s business. Supports aspects of the business cycle including proposals, feasibility studies, implementation, and business development. Able to effectively communicate business requirements to the project team to ensure that business solutions are delivered to meet the customer’s expectations.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 2 years

**IT Consultant I**

**Functional Responsibilities:** Assists in functional and IT analysis, design, development, integration, documentation, and implementation assistance on problems which require a thorough knowledge of the related technical subject matter. Familiar with methodologies including iterative delivery and Agile principles. Participates in all phases of systems development. Assists in applying principals and methods of the functional area to difficult problems in technical areas to arrive at automated solutions. Supports the design and creation of technical reports and related documentation.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 2 years

**IT Consultant III**

**Functional Responsibilities:** Provides high level functional and IT analysis, design, development, integration, documentation, and implementation assistance on problems which require a thorough knowledge of the related technical subject matter for effective system deployment. Participates in all phases of systems development. Applies principals and methods of the functional area to difficult problems in technical areas to arrive at solutions. Designs and prepares technical reports and related documentation. Prepares and delivers presentations and briefings as required by the customer.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 4 years

**IT Project Manager I**

**Functional Responsibilities:** Responsible for the delivery of low or medium complexity IT projects or work-streams within a high-complexity project. Familiar with waterfall methodology, iterative approach, or Agile principles and practices. Able to lead small project teams through the delivery lifecycle. Able to create and maintain project schedules, budgets, and implementation plans. Coordinates project activities and tasks and monitors milestones. Organizes and coordinates the planning and production of all activities associated with assigned deliverables. Demonstrates written and verbal communication skills. Able to communicate status to project stakeholders through reporting and effective communication.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 2 years
**IT Project Manager II**

**Functional Responsibilities:** Responsible for the delivery of medium or high complexity IT projects. Able to lead project teams through the entire system delivery lifecycle. Demonstrates expertise with waterfall methodology, iterative approach, or Agile principles and practices. Able to collaborate with customers and stakeholders to conduct strategic planning, identify scope, and define priorities. Provides direction to teams and interacts with clients at a supervisory level. Able to create and maintain project schedules, budgets, and implementation plans. Must be capable of creation and management of project information related to contractual requirements and cost (profit and loss reporting) for submittal to the program manager for review and approval. Demonstrates written and verbal communication skills. Able to communicate status to project stakeholders through reporting and effective communication.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 5 years

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**Software Architect**

**Functional Responsibilities:** Designs and develops complex technical or business solutions using a variety of modern technologies. Independently performs a variety of system design and engineering tasks which are broad in nature and are concerned with design and implementation of major enterprise systems development and integration, including supporting personnel, hardware, software, and support facilities and/or equipment. Selects proper technology and defines need for custom code to best meet the needs of the client. Considered a Subject Matter Expert (SME) in one or more specific areas of computer system design and networking.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 4 years

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**Software Engineer II**

**Functional Responsibilities:** Analyzes business or technical requirements and develops software application design specifications to support development activities. Uses detailed design documents to develop software or systems. Tests, debugs, and refines software or systems to meet required standards and expectations. Prepares required documentation, including both program-level and user-level documentation. Performs engineering activities that include one or more of the following: Define system requirements, develop technical solutions, perform systems functional analysis, and perform test and evaluation activities. Works on problems where analysis of data requires an evaluation of various factors.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 2 years

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**Software Engineer III**

**Functional Responsibilities:** Analyzes business or technical requirements and develops software application design specifications to support development activities. Able to create detailed design documents to develop software or systems. Performs engineering activities that include one or more of the following: define system requirements, design systems and applications, evaluate technical solutions and provide recommendations, develop technical solutions, and perform systems analysis. Able to implement complex technical requirements and ensure that solutions function as expected through test suite execution. Able to lead a team of software engineers and interact directly with business analysts or
product owners to understand requirements. Exercises independent judgment within broadly defined area.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 5 years

**Subject Matter Expert**  
**Functional Responsibilities:** Provides highly skilled technical or functional expertise on advanced methods, theories, and techniques required in the planning, design, development and implementation of complex systems. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. Interacts directly with senior/executive level leadership at the customer. Identifies potential risks and issues and mitigation plans. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems specifications in the following specialties: information systems architecture, networking, automation, communications protocols, risk management, software, lifecycle management, software development methodologies, and modeling and simulation. Guides team members and provides expert advice on the most appropriate implementation strategies.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 10 years

**Technical Analyst I**  
**Functional Responsibilities:** Analyzes and evaluates existing or proposed systems to determine requirements or support issue analysis. Supports the development of product or technical requirements from defined business requirements. Assists with systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of IT systems or vendor products. Familiar with modern technologies and methodologies such as: Agile, DevOps, cloud computing, and continuous integration/delivery. Follows best practices and works closely with project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 2 years

**Technical Analyst II**  
**Functional Responsibilities:** Leads the analysis of existing or proposed systems to determine requirements or support issue analysis. Leads the development of product or technical requirements based on defined business requirements. Supports systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of IT systems or vendor products. Interacts with customer or stakeholder to define issues and impacts. Familiar with modern technologies and methodologies such as: Agile, DevOps, cloud computing, and continuous integration/delivery. Follows best practices and works closely with project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 4 years
Experience & Degree Substitution Equivalencies

Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

<table>
<thead>
<tr>
<th>Equivalent Degree</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>High School</td>
<td>1 year of relevant experience</td>
</tr>
<tr>
<td>Associate’s</td>
<td>2 years relevant experience</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>Associate’s degree + 2 years relevant experience or 4 years relevant experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelor’s plus 2 years relevant experience or Associate’s degree + 4 years relevant experience or 6 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>Master’s + 2 years relevant experience, or Bachelor’s + 4 years relevant experience or Associate’s + 6 years relevant experience or 8 years relevant experience</td>
</tr>
</tbody>
</table>