The Contractor will be awarded under the cooperative purchasing program and disaster recovery for the awarded SIN:

Special Item Number 511210: Software Licenses
Special Item Number 54151: Software Maintenance Services
Special Item Number 54151S: Information Technology Professional Services
Special Item Number OLM: Order-Level Materials (OLMs)

Splash Business Intelligence Inc
3079 Peachtree Industrial Blvd,
Duluth GA 30097
Phone: 678-248-5756
Fax: 770-234-3867
Contract Administrator: Crystal Sells
E-Mail: crystal.sells@splashbi.com

Contract Number: 47QTCA19D008Y
Period Covered by Contract: Date of Award Plus 5 Years
General Services Administration
Federal Acquisition Service

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 GSAAAdvantage!®, a menu-driven database system.
### Customer Information

1a. Table of awarded special item numbers with appropriate cross-reference to item descriptions and awarded prices.

- **Special Item Number 511210**: Software Licenses
- **Special Item Number 54151**: Software Maintenance Services
- **Special Item Number 54151S**: Information Technology Professional Services
- **Special Item Number OLM**: Order-Level Materials (OLMs)

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

   *See Approved GSA Pricing*

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

   *See Pages 16-22.*

2. **Maximum order.**
   - **SINS 511210, 54151, 54151S:** $500,000
   - **SIN OLM:** $100,000

3. **Minimum order.**
   - $100

4. **Geographic coverage.**
   - *The Geographic Scope of Contract will be domestic only.*

5. **Point of production.**
   - *Same as company address*

6. **Discount from list prices or statement of net price.**
   - *Prices shown are NET Prices; Basic Discounts have been deducted.*

7. **Quantity discounts.**
   - *None*

8. **Prompt payment terms.**
   - *None, (Net 30 Days)*

9a. The Government Purchase Card will be accepted for payment on orders below the micro-purchase threshold.
9b. The Government Purchase Card will not be accepted for payment on orders above the micro-purchase threshold.

10. Foreign items.
    *All items are Trade Agreements Act complaint.*

11a. Time of delivery.

<table>
<thead>
<tr>
<th>SPECIAL ITEM NUMBER</th>
<th>DELIVERY TIME (Days ARO)</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>As Negotiated</td>
</tr>
<tr>
<td>54151</td>
<td>As Negotiated</td>
</tr>
<tr>
<td>54151S</td>
<td>As Negotiated</td>
</tr>
<tr>
<td>OLM</td>
<td>As Negotiated</td>
</tr>
</tbody>
</table>

11b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery.
    *As negotiated on the task order level.*

11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery.
    *As negotiated on the task order level.*

11d. Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to effect a faster delivery.
    *As negotiated on the task order level.*

12. F.O.B. point.
    *Destination*

13a. Ordering address.
    *Same as contractor*

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.
    *Same as contractor*

15. Warranty provision.
    *Standard Commercial Warranty*

16. Export packing charges, if applicable.
    *Not Applicable*

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).
18. Terms and conditions of rental, maintenance, and repair are not applicable.
19. Terms and conditions of installation are not applicable.
20. Terms and conditions of repair parts are not applicable.
20a. Terms and conditions for any other services.
   See critical information section for SIN specific warranty information.
21. List of service and distribution points:
   Same as contractor
22. List of participating dealers is not applicable.
23. Preventive maintenance is not applicable.
24a. Special attributes such as environmental attributes are not applicable.
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/
     www.splashbi.com
25. Data Universal Number System (DUNS) number: 079882053
26. Notification regarding registration in SAM.gov database: 7QCC3
TERMS AND CONDITIONS APPLICABLE TO TERM SOFTWARE LICENSES (SPECIAL ITEM NUMBER 511210) AND MAINTENANCE AS A SERVICE (SPECIAL ITEM NUMBER 54151) 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 at (800) 517-0392 or (801) 397-3973, Option 2 for the purpose of providing user assistance and guidance in the implementation of the software. The technical support number is available from 8 am – 5 pm Mountain Time Monday through Friday. Mission Critical Support is available 24 x 7 x 365.
5. SOFTWARE MAINTENANCE
   a. Software maintenance as it is defined: (select software maintenance type):

   ______ 1. Software Maintenance as a Product (SIN 511210 or 54151)

   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.

   ______ 2. Software Maintenance as a Service (SIN 54151)

   Software maintenance as a service creates, designs, implements, and/or integrates customized changes to software that solve one or more problems and is not included with the price of the software. Software maintenance as a service includes person-to-person communications regardless of the medium used to communicate: telephone support, on-line technical support, customized support, and/or technical expertise which are charged commercially. Software maintenance as a service is billed in arrears in accordance with 31 U.S.C. 3324.

   Software maintenance as a service is billed in arrears in accordance with 31 U.S.C. 3324.

   b. Invoices for maintenance service shall be submitted by the Contractor on a quarterly or monthly basis, after the completion of such period. Maintenance charges must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

6. PERIODS OF TERM LICENSES (SIN 511210) AND MAINTENANCE (SIN 54151)
   a. The Contractor shall honor orders for periods for the duration of the contract period or a lessor 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. **CONVERSION FROM TERM LICENSE TO PERPETUAL LICENSE**

a. The ordering activity may convert term licenses to perpetual licenses for any or all software at any time following acceptance of software. At the request of the ordering activity the Contractor shall furnish, within ten (10) calendar days, for each software product that is contemplated for conversion, the total amount of conversion credits which have accrued while the software was on a term license and the date of the last update or enhancement.

b. Conversion credits which are provided shall, within the limits specified, continue to accrue from one contract period to the next, provided the software remains on a term license within the ordering activity.

c. The term license for each software product shall be discontinued on the day immediately preceding the effective date of conversion from a term license to a perpetual license.

d. The price the ordering activity shall pay will be the perpetual license price that prevailed at the time such software was initially ordered under a term license, or the perpetual license price prevailing at the time of conversion from a term license to a perpetual license, whichever is the less, minus an amount equal to 20% of each annual term license payment during the period that the software was under a term license within the ordering activity to a maximum of the applicable perpetual licenses price.

8. **TERM LICENSE CESSATION**

a. **After a software product has been on a continuous term license for a period of 60 months, a fully paid-up, non-exclusive, perpetual license for the software product shall automatically accrue to the ordering activity; provided the ordering activity has also contracted for and maintains a continuous annual maintenance agreement after the initial 12 months of the contract period. The period of continuous term license for automatic accrual of a fully paid-up perpetual license does not have to be achieved during a particular fiscal year; it is a written Contractor commitment which continues to be available for software that is initially ordered under this contract, until a fully paid-up perpetual license accrues to the ordering activity. However, should the term license of the software be discontinued before the specified period of the continuous term license has been satisfied, the perpetual license accrual shall be forfeited.**
b. The Contractor agrees to provide updates and maintenance service for the software after a perpetual license has accrued, at the prices and terms of Special Item Number 132-34, if the licensee elects to order such services. Title to the software shall remain with the Contractor.

9. UTILIZATION LIMITATIONS - (511210 and 54151)
   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 9.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.

10. SOFTWARE CONVERSIONS - (SIN 511210)
Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as the result of a change in operating system, or from one computer system to another. Under a term license (511210), conversion credits which accrued while the earlier version was under a term license shall carry forward and remain available as conversion credits which may be applied towards the perpetual license price of the new version.

11. 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.
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.

   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.
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/IAM 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/IAM 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/IAM PROFESSIONAL SERVICES AND PRICING
   a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 54151S 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/IAM 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.

   c. The following is an example of the manner in which the description of a commercial job title should be presented:

   EXAMPLE: Commercial Job Title: System Engineer

   Minimum/General Experience: Three (3) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

   Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

   Minimum Education: Bachelor’s Degree in Computer Science
## GSA Hourly Labor Rates

<table>
<thead>
<tr>
<th>LABOR CATEGORY</th>
<th>YEAR 1</th>
<th>YEAR 2</th>
<th>YEAR 3</th>
<th>YEAR 4</th>
<th>YEAR 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Program Manager</td>
<td>$149.92</td>
<td>$153.67</td>
<td>$157.51</td>
<td>$161.45</td>
<td>$165.49</td>
</tr>
<tr>
<td>IT Business Intelligence Consultant</td>
<td>$121.81</td>
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<td>$127.98</td>
<td>$131.18</td>
<td>$134.46</td>
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<tr>
<td>Big Data Consultant</td>
<td>$187.41</td>
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<td>$196.89</td>
<td>$201.82</td>
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<tr>
<td>Data Warehouse Consultant</td>
<td>$126.50</td>
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<td>IT Business Analyst</td>
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<tr>
<td>QA Engineer</td>
<td>$79.65</td>
<td>$81.64</td>
<td>$83.68</td>
<td>$85.77</td>
<td>$87.92</td>
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<tr>
<td>Reports Developer, SplashBI</td>
<td>$117.13</td>
<td>$120.06</td>
<td>$123.06</td>
<td>$126.13</td>
<td>$129.29</td>
</tr>
<tr>
<td>Remote Reports Developer, SplashBI</td>
<td>$103.07</td>
<td>$105.65</td>
<td>$108.29</td>
<td>$111.00</td>
<td>$113.77</td>
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<td>Programmer</td>
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<td>$93.52</td>
<td>$95.86</td>
<td>$98.26</td>
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<td>Applications Technical Consultant</td>
<td>$140.55</td>
<td>$144.07</td>
<td>$147.67</td>
<td>$151.36</td>
<td>$155.15</td>
</tr>
<tr>
<td>Applications Functional Consultant</td>
<td>$140.55</td>
<td>$144.07</td>
<td>$147.67</td>
<td>$151.36</td>
<td>$155.15</td>
</tr>
</tbody>
</table>

**Job Title:** IT Program Manager  
**Functional Responsibilities:**  
Serves as program manager for a large, complex project (or a group of projects affecting the same common/standard/migration system) and work with the Customer. Overall knowledge of relevant technologies in BI space. Familiar with Project Management rollouts (scrum, agile, etc) around Data Warehouse, Data Migration and Big Data projects. Acts as overall program manager and central point of contact for program wide IT solution activities. Responsible for planning and executing a project. Prepares and maintains the project schedule and budget. Prepares and delivers status reports to the customer. Oversees all work and takes corrective action as necessary to ensure project success. Manages staffing, budget, prioritization, and other personnel matters. May serve as technical lead for the project.  
**Minimum Education:** Bachelor’s degree in Engineering, Business, Science or related disciplines.  
**Minimum/General Experience:** 10+years of related industry experience

**Job Title:** IT Business Intelligence Consultant  
**Functional Responsibilities:** Senior BI consultants generate summary and specified dashboard accounts which represent operational data in brief and intelligible format, suitable for the target audience, which includes executive leadership department managers and executive board of directors. Solid knowledge of relevant technology concepts (e.g. mainframe, client-server, relational databases, and web-based architectures) and a working knowledge of Business Intelligence concepts (e.g. reporting, querying software, OLAP, spreadsheets, dashboards, and data mining). Help clients evaluate competitive offerings to most efficiently use the combination of products and services to meet business requirements. Possesses good knowledge of either Informatica, Cognos, or OBIEE. They establish, support, and apportion data tools to the unit managers. He/she will actively determine prospective data and analytical requests to give support to management requirements. They carry out quality assessment of data, data reports and the accompanying decisions. They develop, document and implement data models for OLTP and OLAP systems, they also develop, document and implement data mappings for ETL implementations. Senior consultants BI also establish cost of models so as to suggest cost savings enhancement procedures and decision making business. Liaise with executive leadership to spearhead the organization in employing data-motivated decision making. They also conduct analysis of findings and offer action-driven recommendations and insights to executive leaders and managers on the basis of results.  
**Minimum Education:** Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.  
**Minimum/General Experience:** 4 years of related industry experience
**Job Title:** Big Data Consultant  
**Functional Responsibilities:**  
- Model, design, develop, code, test, debug, document and deploy application to production through standard processes  
- Conduct design & code reviews in a Continuous Deployment environment  
- Support system testing, user testing and production implementation.  
**Minimum Education:** Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience  
**Minimum/General Experience:** 6 years of related industry experience

**Job Title:** Data Warehouse Consultant  
**Functional Responsibilities:**  
- Data Modeling, developing ETL mappings using ETL Tools or PL/SQL programming, and developing Reports & Analysis using tools from Oracle and other vendors.  
- Designs and builds proof-of-concept solutions. Creates functional and Technical Specs for Data Warehouse Design  
- Designs and implements dashboards and scorecards.  
**Minimum Education:** Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience  
**Minimum/General Experience:** 4 years of related industry experience

**Job Title:** IT Business Analyst  
**Functional Responsibilities:**  
- Writing and reviewing business, user and non-functional/system level requirements  
- Responsible for ensuring change control and management procedures are followed within the project team as they relate to requirements  
- Understanding the business case and project scope  
- Works with the project team to determine appropriate test plans, deployment plans and supports the product launch  
- Participates in the Quality Inspection process for all requirements  
- Works to set correct customer expectations through project execution process and makes sure additional requirements are captured and documents and team are aware of all changes made  
- Collaborate with the team in the overall solution design to close the gap between the “As-is” and “To-be” state with requirements and change management needs  
- Plan and facilitate required internal and external project meetings as directed by project requirements  
- Perform critical analysis of client business situations to develop recommendations and conclusions  
- Contribute to estimates of work and time required to complete projects and features  
- Create and review project documents and ensure they are complete, accurate, current and stored appropriately, including use cases, user stories or other models as appropriate to describe and document client business scenarios.  
**Minimum Education:** Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.  
**Minimum/General Experience:** 2 years of related industry experience
**Job Title**: QA Engineer  
**Functional Responsibilities**:  
- Executes test cases.  
- Participates in reviews at all phases of the software development cycle  
- Driven to deliver solutions that delight customers  
- Ability/willingness to handle competing demands on limited time  
**Minimum Education**: Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.  
**Minimum/General Experience**: 2 years of related industry experience

**Job Title**: Reports Developer, SplashBI  
**Functional Responsibilities**:  
- Create ad-hoc queries and reports as requested and provide on-going analytical support for these requests  
- Use SplashBI for developing reports and dynamic dashboards, and any additional BI tools  
- Tune SplashBI queries to run efficiently in a large data volume environment  
- Provide production support for SplashBI report users  
**Minimum Education**: Bachelor’s degree in Computer Science, Engineering or equivalent experience.  
**Minimum/General Experience**: 2 years of related industry experience

**Job Title**: Remote Reports Developer SplashBI  
**Functional Responsibilities**:  
- Create ad-hoc queries and reports as requested and provide on-going analytical support for these requests  
- Use SplashBI for developing reports and dynamic dashboards, and any additional BI tools  
- Tune SplashBI queries to run efficiently in a large data volume environment  
- Train users on reporting tool usage and best practice  
- Provide production support for SplashBI report users  
**Minimum Education**: Bachelor’s degree in Computer Science, Engineering or equivalent experience.  
**Minimum/General Experience**: 2 years of related industry experience

**Job Title**: Applications Technical Consultant  
**Functional Responsibilities**:  
- As a member of the team, provide application development and integration services.  
- Supports the lifecycle management of the application by developing and maintaining scripts and tools that implement source control, build and deployment, configuration management, and release management.  
- Provide on-going maintenance and support of both COTS and custom applications.  
- Participates in technology discussions, and suggests improvements to technology and practices.  
**Minimum Education**: Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.  
**Minimum/General Experience**: 4 years of related industry experience
**Job Title:** Applications Functional Consultant  
**Functional Responsibilities:**  
- Gather Business requirements, Analyze and transform to application requirements, Fit-Gap Analysis, Functional Design approval process and strong interaction with development team to test and delivery the solution.  
- Support the User Acceptance test activities.  
**Minimum Education:** Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.  
**Minimum/General Experience:** 4 years of related industry experience

**Job Title:** Programmer  
**Functional Responsibilities:**  
- Codes, and tests software based upon software specifications and designs.  
- Uses sound software engineering principles to ensure that developed code is modifiable efficient, reliable, understandable, and fault tolerant.  
- Provides software process management software process management and control throughout the coding portion of the software development process.  
**Minimum Education:** Bachelor’s degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.  
**Minimum/General Experience:** 2 years of related industry experience
<table>
<thead>
<tr>
<th>PART NO.</th>
<th>PRODUCT NAME</th>
<th>PRODUCT DESCRIPTION</th>
<th>UOI</th>
<th>GSA PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td>SPLASHDEV001</td>
<td>Developer/ Admin - Reports &amp; Dashboards (inudes XL Connect)</td>
<td>Users with this type of role has most comprehensive control over Software functionality including user administration, connection maintenance, configure system-wide settings, ERP Mapping, license administration, user permissions, technical set up and more. This user can also schedule and monitor system maintenance jobs required for optimum performance of Software.</td>
<td>Per User</td>
<td>$1,405.54</td>
</tr>
<tr>
<td>SPLASHUSER001</td>
<td>User - Reports &amp; Dashboards (incudes XL Connect)</td>
<td>Users are provided rich self-service functionality allowing them to develop powerful reports and visualizations without requiring intense technical know-how. Authorized users can run reports/visualizations, copy &amp; save them, add/remove available columns, manage filters, create pivot tables, define sorting, drill down, change visual attributes in charts, choose chart types, schedule reports, distribute them, export to Excel and much more. Users cannot create net new reports but if they have permissions, they can copy existing reports and develop/modify/edit/save their copies without consuming Admin/ Developer license.</td>
<td>Per User</td>
<td>$126.50</td>
</tr>
<tr>
<td>SBIEBS001</td>
<td>E-Business Suite Application Connector</td>
<td>SplashBI Connection to Oracle EBS which allows for data transfer, leverage of security roles and permissions where available and for SplashBI provided views to work with EBS tables.</td>
<td>Per Connection</td>
<td>$2,247.93</td>
</tr>
<tr>
<td>SBISFDC001</td>
<td>Salesforce (Sales Cloud Only) Application Connector</td>
<td>SplashBI Connection to SFDC - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.</td>
<td>Per Connection</td>
<td>$1,873.12</td>
</tr>
<tr>
<td>SBIORCL001</td>
<td>Oracle DB Connector</td>
<td>SplashBI Connection to Oracle DB - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.</td>
<td>Per Connection</td>
<td>$1,685.71</td>
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<tr>
<td>SBISQL001</td>
<td>SQL Server Connector</td>
<td>SplashBI Connection to SGQ Server - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.</td>
<td>Per Connection</td>
<td>$1,498.31</td>
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<tr>
<td>SBIHAD001</td>
<td>Hadoop Big Data Connector</td>
<td>SplashBI Connection to Hadoop DB - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.</td>
<td>Per Connection</td>
<td>$2,247.93</td>
</tr>
<tr>
<td>SBIGLC001</td>
<td>GL Connect</td>
<td>SplashBI Finance Reporting Tool users allow for the generation and modification of financial statements. Client data is added to GLC for additional analysis and drill down capability.</td>
<td>Per User</td>
<td>$702.77</td>
</tr>
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<tr>
<td>SBICONTENT001</td>
<td>Oracle EBS Seeded Content - Per Module</td>
<td>Oracle Seeded Conant reports are an inventory of SplashBI developed reports specific to a particular module of ERP. This content eliminates the need to develop customer reports in many cases giving customer quicker and easier access to transactional data.</td>
<td>Per Module</td>
<td>$937.03</td>
</tr>
<tr>
<td>SBIIMPL001</td>
<td>SplashBI Hourly Implementation Rate</td>
<td>The SplashBI Hourly Implementation rate is used for all activities related to the plan, coordination, education and implementation of our software not otherwise directly related to a specific labor category</td>
<td>Per Hour</td>
<td>$140.55</td>
</tr>
<tr>
<td>SPLASHDEV001</td>
<td>Developer/ Admin - Reports &amp; Dashboards (incudes XL Connect)</td>
<td>Users with this type of role has most comprehensive control over Software functionality including user administration, connection maintenance, configure system-wide settings, ERP Mapping, license administration, user permissions, technical set up and more. This user can also schedule and monitor system maintenance jobs required for optimum performance of Software.</td>
<td>Per User</td>
<td>$1,405.54</td>
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