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

Special Item No. 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES
132 40 - CLOUD AND CLOUD RELATED IT PROFESSIONAL SERVICES

FPDS CODE D302  IT Systems Development Services
FPDS CODE D305  IT and Telecom-Teleprocessing, Timeshare, and Cloud Computing
FPDS CODE D306  IT Systems Analysis Services
FPDS CODE D307  Automated Information Systems Design and Integration Services
FPDS CODE D308  Programming Services
FPDS CODE D309  Data Distribution
FPDS CODE D310  IT Backup and Security Services
FPDS CODE D311  Data Conversion
FPDS CODE D315  Digital Transformation
FPDS CODE D316  IT Network Management Services
FPDS CODE D317  Web based development
FPDS CODE D325  Enterprise Resource Planning services
FPDS CODE D399  Other Information Technology Services, Not Elsewhere Classified

Note 1: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

Note 2: Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services that properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services that are not connected nor incidental to the traditionally accepted A/E Services.

Note 3: This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performed by the publisher or manufacturer or one of their authorized agents.

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14301 Sullyfield Circle, Suite 207
Chantilly, Virginia 20151
Telephone: (571)-777-9955
Facsimile: (571) 535-3557
www.skysolutions.com

Contract Number: 47QTCA19D00BQ
Period Covered by Contract: May 10, 2019 through May 9, 2024

General Services Administration - Federal Supply Service

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! By accessing the Federal Supply Service’s Home Page via the Internet at http://www.fss.gsa.gov.
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SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micro-purchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ On-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page (www.fss.gsa.gov) contains information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micro-purchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1. GEOGRAPHIC SCOPE OF CONTRACT:
   
   **Domestic delivery** is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

   **Overseas delivery** is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

   Offerors are requested to check one of the following boxes:

   - [ ] The Geographic Scope of Contract will be domestic and overseas delivery.
   - [ ] The Geographic Scope of Contract will be overseas delivery only.
   - [X] The Geographic Scope of Contract will be domestic delivery only.
2. CONTRACTOR’S ORDERING ADDRESS AND PAYMENT INFORMATION:

**ORDERING ADDRESS:**
SKY SOLUTIONS, LLC.
14301 Sullyfield Circle, Suite 207
Chantilly, Virginia 20151

**PAYMENT ADDRESS:**
SKY SOLUTIONS, LLC.
14301 Sullyfield Circle, Suite 207
Chantilly, Virginia 20151

SKY SOLUTIONS, LLC. accepts credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards will also be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance: **Telephone Number:** (571)-777-9955

3. LIABILITY FOR INJURY OR DAMAGE

SKY SOLUTIONS, LLC. shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by SKY SOLUTIONS, LLC. unless such injury or damage is due to the fault or negligence of SKY SOLUTIONS, LLC.

4. STATISTICAL DATA FOR GOVERNMENT ORDERING OFFICE COMPLETION OF STANDARD FORM 279:

Block 9: B. Order/Modification under Federal Schedule
Block 16: Data Universal Numbering System (DUNS): 010940388
Block 30: Type of Contractor A. Small Disadvantaged Business
Block 31: Woman-Owned Small Business: YES
Block 36: Contractor’s Taxpayer Identification Number (TIN): 26-2141426
4a. CAGE CODE: 7YC29
4b. SKY SOLUTIONS, LLC. is registered in The System for Award Management (SAM) until 8/16/2019.

5. F.O.B: Destination

F.O.B Destination available in Continental U.S. and District of Columbia. FOB Destination is for the entire scope of delivery that requested

6. DELIVERY SCHEDULE

(a) Time of Delivery: SKY SOLUTIONS, LLC. shall deliver to destination within the number of calendar days after receipt of order (ARO), or as negotiated between the ordering activity and SKY SOLUTIONS, LLC.
SPECIAL ITEM NUMBER               DELIVERY TIME (Days ARO) 
132-51                              As negotiated between the contractor and the ordering activity 
132-40                              As negotiated between the contractor and the ordering activity 

Expediting Delivery: As negotiated between the contractor and the ordering activity

(b) Urgent Requirements: When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact SKY SOLUTIONS, LLC. for the purpose of obtaining accelerated delivery. SKY SOLUTIONS, LLC. shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by SKY SOLUTIONS, LLC. in writing.) If SKY SOLUTIONS, LLC. offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7. DISCOUNTS: Prices shown are NET Prices; Basic Discounts have been deducted.

a. Prompt Payment: None
b. Quantity: None
c. Dollar Volume: 1.5% additional for orders over $750,000
d. Government Educational Institutions: Government Institutions are offered the same discounts as other customers
e. Other: None

8. TRADE AGREEMENTS ACT OF 1979, AS AMENDED: All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING: Not Applicable

10. SMALL REQUIREMENTS: The minimum dollar value of orders to be issued is $100.

11. MAXIMUM ORDER: (All dollar amounts are exclusive of any discount for prompt payment.)

SIN 132-51 – IT Professional Services: $500,000 per order
SIN 132-40 – Cloud Services: $500,000 per order

12. USE OF FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE CONTRACTS. In Accordance With FAR 8.404:
[NOTE: Special ordering procedures have been established for Special Item Number (SIN) 132-51 IT Professional Services; refer to the terms and conditions for this SIN.]

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering activities need not seek further competition, synopsize the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering activity has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the ordering activity’s needs.

a. Orders placed at or below the micro-purchase threshold. Ordering activities can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering activities should consider reasonably available information about the supply or service offered under MAS contracts by using the “GSA Advantage!” on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the ordering activity’s needs. In selecting the supply or service representing the best value, the ordering activity may consider—

(1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
(2) Trade-in considerations;
(3) Probable life of the item selected as compared with that of a comparable item;
(4) Warranty considerations;
(5) Maintenance availability;
(6) Past performance; and
(7) Environmental and energy efficiency considerations.

c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering activity to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering activities shall—

(1) Review additional Schedule Contractors’ catalogs/pricelists or use the “GSA Advantage!” on-line shopping service;
(2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and

(3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering activity determines that it is appropriate.

NOTE: For orders exceeding the maximum order threshold, SKY SOLUTIONS, LLC. may:

(1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);

(2) Offer the lowest price available under the contract; or

(3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering activities may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering activities will find it advantageous to request a price reduction. For example, when the ordering activity finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering activity the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order.

f. Small business. For orders exceeding the micro-purchase threshold, ordering activities should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

g. Documentation. Orders should be documented, at a minimum, by identifying to SKY SOLUTIONS, LLC. where the item was purchased from, the item purchased, and the amount paid. If an ordering activity requirement, in excess of the micro-purchase threshold, is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering activity shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the ordering activity’s needs.
13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS:
Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDs), which are cited by ordering activities, shall be responded to promptly by SKY SOLUTIONS, LLC.

13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):
Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDs):
Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDs) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDs should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L’Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202) 619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301) 975-2833.

14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001).

(a) Security Clearances: SKY SOLUTIONS, LLC. may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.

(b) Travel: SKY SOLUTIONS, LLC. may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234
and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.

(c) Certifications, Licenses and Accreditations: As a commercial practice, SKY SOLUTIONS, LLC. may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.

(d) Insurance: As a commercial practice, SKY SOLUTIONS, LLC. may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.

(e) Personnel: SKY SOLUTIONS, LLC. may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.

(f) Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, SKY SOLUTIONS, LLC. participation in such order may be restricted in accordance with FAR Part 9.5.

(g) Documentation/Standards: SKY SOLUTIONS, LLC. may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency’s order.

(h) Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency’s order.

(i) Government-Furnished Property: As specified by the agency’s order, the Government may provide property, equipment, materials or resources as necessary.

(j) Availability of Funds: Many Government agencies’ operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government’s obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

15. **CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:** Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity’s convenience, and (m) Termination for Cause (See C.1.)
16. **GSA Advantage!**

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

1. Manufacturer;
2. Manufacturer's Part Number; and
3. Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: Netscape). The Internet address is http://www.fss.gsa.gov/.

17. **PURCHASE OF OPEN MARKET ITEMS**

**NOTE:** Open Market Items are also known as incidental items, non-contract items, non-Schedule items, and items not on a Federal Supply Schedule contract.

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, only if:

1. All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
2. The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
3. The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
4. All clauses applicable to items not on the Federal Supply Schedule are included in the order.

18. **CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS**

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

1. Time of delivery/installation quotations for individual orders;
2. Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.
(3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by SKY SOLUTIONS, LLC.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

Not Applicable

Upon request of SKY SOLUTIONS, LLC. the ordering activity may provide SKY SOLUTIONS, LLC. with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to SKY SOLUTIONS, LLC.’s technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

20. BLANKET PURCHASE AGREEMENTS (BPAs)

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreements (BPAs) as “…a simplified method of filling anticipated repetitive needs for supplies or services by establishing ‘charge accounts’ with qualified sources of supply.” The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.202(c)(3), which reads, in part, as follows:

“BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract.”

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up “accounts” with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate
volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

21. **CONTRACTOR TEAM ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Contractor’s Reports of Sales and 552.238-76, Industrial Funding Fee, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

22. **INSTALLATION, DE-INSTALLATION, REINSTALLATION**

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of $2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds $2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, de-installation, and reinstallation services under SIN 132-8.

23. **SECTION 508 COMPLIANCE**

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

24. **PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.**

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

(a) A copy of the authorization from the ordering activity with whom SKY SOLUTIONS, LLC. has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
(b) The following statement:

This order is placed under written authorization from _______ dated _______. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)

(a) SKY SOLUTIONS, LLC. shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.

(b) Before commencing work under this contract, SKY SOLUTIONS, LLC. shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government’s interest shall not be effective—

(1) For such period as the laws of the State in which this contract is to be performed prescribe; or

(2) Until 30 days after the insurer or SKY SOLUTIONS, LLC. gives written notice to the Contracting Officer, whichever period is longer.

(c) SKY SOLUTIONS, LLC. shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. SKY SOLUTIONS, LLC. shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

26. SOFTWARE INTEROPERABILITY.

SKY SOLUTIONS, LLC. will identify within offered software items any component interfaces that support open standard interoperability. An item’s interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at http://www.core.gov.

27. ADVANCE PAYMENTS

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)
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>
<thead>
<tr>
<th>Table 1: Cloud Computing Services SIN</th>
<th>Sub-Categories1</th>
</tr>
</thead>
<tbody>
<tr>
<td>SIN Description</td>
<td>1. <strong>Software as a Service (SaaS):</strong> Consumer uses provider’s applications on cloud infrastructure. Does not manage/control platform or infrastructure. Limited application level configuration may be available.</td>
</tr>
<tr>
<td>• Commercially available cloud computing services</td>
<td>2. <strong>Platform as a Service (PaaS):</strong> 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.</td>
</tr>
<tr>
<td>• Meets the National Institute for Standards and Technology (NIST) definition of Cloud Computing essential characteristics</td>
<td>3. <strong>Infrastructure as a Service (IaaS):</strong> Consumer provisions computing resources. Has control over OS, storage, platform, deployed applications and some limited infrastructure configuration, but does not manage the infrastructure.</td>
</tr>
<tr>
<td>• Open to all deployment models (private, public, community or hybrid), vendors specify deployment models</td>
<td></td>
</tr>
</tbody>
</table>

### 2. 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.

3. 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
   (1) 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.

   (2) The Ordering Activity shall assign a required impact level for confidentiality, integrity and availability (CIA) prior to issuing the initial statement of work. 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.

   (3) 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.
(4) 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.

(5) 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

\textit{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).

\textit{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.

\textit{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:

(1) 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.

(2) 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.

I. 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.

1. 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 Services within the scope of this Information Technology Schedule.

b. SKY SOLUTIONS, LLC. shall provide services at the ordering activity location, as agreed to by SKY SOLUTIONS, LLC. and the ordering activity.

2. PERFORMANCE INCENTIVES

a. When using a performance-based statement of work, performance incentives may be agreed upon between SKY SOLUTIONS, LLC. and the ordering activity on individual fixed price orders or Blanket Purchase Agreements, for fixed price tasks, under this contract in accordance with this clause.

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 SKY SOLUTIONS, LLC. 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 SKY SOLUTIONS, LLC. Incentives shall be based on objectively measurable tasks.

3. **ORDERING PROCEDURES FOR SERVICES (REQUIRING A STATEMENT OF WORK) (G-FCI-920) (MAR 2003)**

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

When ordering services over $100,000, Department of Defense (DOD) ordering offices and non-DOD agencies placing orders on behalf of the DOD must follow the policies and procedures in the Defense Federal Acquisition Regulation Supplement (DFARS) 208.404–70 – Additional ordering procedures for services. When DFARS 208.404–70 is applicable and there is a conflict between the ordering procedures contained in this clause and the additional ordering procedures for services in DFARS 208.404–70, the DFARS procedures take precedence.

GSA has determined that the prices for services contained in SKY SOLUTIONS, LLC.’s price list applicable to this Schedule are fair and reasonable. However, the ordering activity using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

(a) When ordering services, ordering activities shall—

(1) Prepare a Request (Request for Quote or other communication tool):

(i) A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.

(ii) The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering activity makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the rates in the
schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.

(iii) The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor’s experience and/or past performance performing similar tasks.

(iv) The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (2) below, the request shall notify the contractors that will be the case.

(2) Transmit the Request to Contractors:

Based upon an initial evaluation of catalogs and price lists, the ordering activity should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors’ locations, as appropriate) and transmit the request as follows:

NOTE: When buying IT professional services under SIN 132—51 ONLY, the ordering office, at its discretion, may limit consideration to those schedule contractors that are small business concerns. This limitation is not applicable when buying supplies and/or services under other SINs as well as SIN 132-51. The limitation may only be used when at least three (3) small businesses that appear to offer services that will meet the agency’s needs are available, if the order is estimated to exceed the micro-purchase threshold.

(i) The request should be provided to at least three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold.

(ii) For proposed orders exceeding the maximum order threshold, the request should be provided to additional contractors that offer services that will meet the ordering activity’s needs.

(iii) In addition, the request shall be provided to any contractor who specifically requests a copy of the request for the proposed order.

(iv) Ordering activities should strive to minimize the contractors’ costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and
selection for order placement. Oral presentations should be considered, when possible.

(3) Evaluate Responses and Select the Contractor to Receive the Order:

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)

(b) The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering activity the opportunity to secure volume discounts. When establishing BPAs, ordering activities shall—

(1) Inform contractors in the request (based on the ordering activity’s requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

(i) SINGLE BPA: Generally, a single BPA should be established when the ordering activity can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)

(ii) MULTIPLE BPAs: When the ordering activity determines multiple BPAs are needed to meet its requirements, the ordering activity should determine which contractors can meet any technical qualifications before establishing the BPAs. When establishing the BPAs, the procedures in (a)(2) above must be followed. The procedures at (a)(2) do not apply to orders issued under multiple BPAs. Authorized users must transmit the request for quote for an order to all BPA holders and then place the order with the Schedule contractor that represents the best value.

(2) Review BPAs Periodically: Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)

(c) The ordering activity should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.

(d) When the ordering activity’s requirement involves both products as well as executive, administrative and/or professional, services, the ordering activity should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)
(e) The ordering activity, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For ordering activity requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors’ quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

4. 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 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.

5. PERFORMANCE OF SERVICES

a. SKY SOLUTIONS, LLC. shall commence performance of services on the date agreed to by SKY SOLUTIONS, LLC. and the ordering activity.

b. SKY SOLUTIONS, LLC. agrees to render services only during normal working hours, unless otherwise agreed to by SKY SOLUTIONS, LLC. 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.

6. INSPECTION OF SERVICES

The Inspection of Services–Fixed Price (AUG 1996) (Deviation – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.
7. RESPONSIBILITIES OF THE CONTRACTOR
SKY SOLUTIONS, LLC. 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 (Deviation – May 2003) 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 Services.

9. INDEPENDENT CONTRACTOR
All IT Services performed by SKY SOLUTIONS, LLC. 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 SKY SOLUTIONS, LLC., its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving SKY SOLUTIONS, LLC., any entity into or with which SKY SOLUTIONS, LLC. subsequently merges or affiliates, or any other successor or assignee of SKY SOLUTIONS, LLC.

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 SKY SOLUTIONS, LLC. and its affiliates, may either (i) result in an unfair competitive advantage to SKY SOLUTIONS, LLC. or its affiliates or (ii) impair SKY SOLUTIONS, LLC. 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 SKY SOLUTIONS, LLC., 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
SKY SOLUTIONS, LLC., upon completion of the work ordered, shall submit invoices for IT 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 SKY SOLUTIONS, LLC., 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 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) 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 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract.

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 SKY SOLUTIONS, LLC. 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 SERVICES AND PRICING**

(a) **SERVICES**

SKY SOLUTIONS, LLC. provides the following:

SKY SOLUTIONS, LLC. offers technology and consulting solutions to help government agencies and commercial organizations save time and money by providing integration with strategic human resources objectives. Our Technology Consulting Services can help you quickly realize immediate productivity and costs benefits by speedy integration of each solution into the IT enterprise.

SKY SOLUTIONS, LLC. talented professionals have the expertise to develop a complete technical and program management solution for your organization that will effectively respond to the unique challenges and opportunities that you face.

1. PROFESSIONAL LABOR CATEGORIES DESCRIPTIONS SINS 132-40 & 132-51:

1. PROJECT MANAGER I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline. Two (2) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** The project manager leads team(s) to successful project completion. The project manager is the primary liaison and interface with customer’s technical representative. Leads teams through the planning, execution and completion of projects/tasks. Drives and works with a cross-functional team including Project Management, Development, QA, Support, End User, and Product Managers. Mentor team members, provide guidance, leadership, and advocate best practices to the team in the areas of agile, scrum and overall product development process. Excellent organizational, statistical, analytical, problem solving, written and oral presentation skills.

2. PROJECT MANAGER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience may be substituted for educational requirements. Requires PMP, SCRUM or related certifications.

**Functional Responsibility:** The project manager leads team(s) to successful project completion. The project manager is the primary liaison and interface with customer’s technical representative. Leads teams through the planning, execution and completion of projects/tasks. Ability to handle multiple priorities simultaneously and demonstrates good management skills. Provides project estimation, delegate tasks, and monitor progress of the project. Excellent planning and organizational skills. Responsible for removing any impediments to help the delivery teams meet their sprint commitments. Work with product owners to define user stories and clear backlog. Conduct sprint planning meetings and estimation of tasks. Run daily stand-ups, track progress, hold retrospectives, and product demos.

3. PROJECT MANAGER III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and six (6) years direct experience. Eight (8) years direct experience may be substituted for educational requirements. Requires PMP, SCRUM or related certifications.

**Functional Responsibility:** The project manager leads team(s) to successful project completion. The project manager is the primary liaison and interface with customer’s technical representative. Leads teams through the planning, execution and completion of projects/tasks. Proactively report risks, road blocks, Sprint burn-down and release progress. Finds and works to remove development and project roadblocks; motivates the development team and protects the team from outside distractions. Assess project issues and identify solutions to meet
productivity, quality and client goals. Assist in troubleshooting production issues
and perform root cause analysis to ensure timely and accurate resolutions. Making
sure that all code is well-written, well-documented, and well-tested. Participate in
latest technology research applicable to meet new business challenges. Familiarity
with best practices for technology and business level technology implementation.

4. CYBER SECURITY ENGINEER I

**Education & Experience:** Individual will have at least two (2) years direct
experience in an Information Security discipline, directly contributing to security
evaluation, assessment, or Incident Response pertinent to Networked Information Systems. Individual will have experience any of the general areas of
secure configuration, security assessment activities, anomaly detection
(network, host), documentation, and vulnerability remediation.

Requires, at minimum, an Associate degree. Four (4) years’ experience can be
substituted for educational requirements if accompanied by an Industry-
standard certification such as CISSP, CCNA, CCSA, CCDP, GCIH, GCIA, etc.

**Functional Responsibility:** Evaluates the security posture of desktop, server,
and network infrastructure systems. Assists with identifying security weaknesses
(Technical, Operational, & Managerial elements), providing recommendations
for and assistance in remediative engineering exercises.

Strong working knowledge of network protocols, security protocols, network
analysis tools and techniques, as well as firewall technologies (basic packet
filtering through application layer), Intrusion Detection/Prevention Systems
(IDPS).

Understands security analysis methodologies pertaining to threats and
vulnerabilities. Possesses fundamental knowledge of regulatory guidelines and
mandates pertinent the Information Assurance field of work. In some cases,
experience with MLS (Multi-Level Security) environments may be required.

5. CYBER SECURITY ENGINEER II

**Education & Experience:** Individual will have at least three (3) to five (5) years
direct experience in an Information Security discipline, directly contributing to
security evaluation, assessment, or Incident Response pertinent to Networked Information Systems. Individual will have experience any of the general areas of
secure configuration, security assessment activities, anomaly detection (network,
host), documentation, and vulnerability remediation.

Requires, at minimum, a bachelor’s degree, preferably in Computer Science or other
related discipline. Six (6) years direct, verifiable experience can be substituted for
educational requirements if accompanied by an Industry-standard certification such as
CISSP, CCNA, CCSA, CCDP, GCIH, GCIA, etc.

**Functional Responsibility:** Evaluates the security posture of desktop, server, and
network infrastructure systems. Assists with identifying security weaknesses
(Technical, Operational, & Managerial elements), providing recommendations for
and assistance in remediative engineering exercises. Strong working knowledge of
network protocols, security protocols, network analysis tools and techniques, as well as firewall technologies (basic packet filtering through application layer), Intrusion Detection/Prevention Systems (IDPS). Ability to analyze customer policies, architecture and procedures for security flaws. Ability to review system data to identify security events and trends. Ability to integrate and use security COTS security solutions.

Understands security analysis methodologies pertaining to threats and vulnerabilities. Possesses advanced knowledge of regulatory guidelines and mandates pertinent the Information Assurance field of work. In some cases, experience with MLS (Multi-Level Security) environments may be required.

6. CYBER ENGINEER III

**Education & Experience:** Individual will have at least five (5) years direct experience in an Information Security discipline, directly contributing to security evaluation, assessment, or Incident Response pertinent to Networked Information Systems. Individual will have experience any of the general areas of secure configuration, security assessment activities, anomaly detection (network, host), documentation, and vulnerability remediation.

Requires, at minimum, a bachelor’s degree, preferably in Computer Science or other related discipline. Seven (7) years direct, verifiable experience can be substituted for educational requirements if accompanied by an Industry-standard certification such as CISSP, CCNA, CCSA, CCDP, GCIH, GCIA, etc.

**Functional Responsibility:** Evaluates the security posture of desktop, server, and network infrastructure systems. Assists with identifying security weaknesses (Technical, Operational, & Managerial elements), providing recommendations for and assistance in remediative engineering exercises. Strong working knowledge of network protocols, security protocols, network analysis tools and techniques, as well as firewall technologies (basic packet filtering through application layer), Intrusion Detection/Prevention Systems (IDPS). Detailed knowledge of tools and solutions utilized to perform security functions. Experience in leading a team of engineers through the design, implementation, and integration of security tools and solutions. Ability to analyze customer policies, architecture and procedures for security flaws. Ability to review system data to identify security events and trends and to integrate and use security COTS security solutions.

Understands security analysis methodologies pertaining to threats and vulnerabilities. Possesses advanced knowledge of regulatory guidelines and mandates pertinent the Information Assurance field of work. In some cases, experience with MLS (Multi-Level Security) environments may be required.

7. INFORMATION SECURITY ANALYST I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and at least three (2) years direct experience. Four (4) years direct experience along with industry-recognized certifications such as CISSP, GCIA, etc. may be substituted for educational requirements. Advanced degrees related to computer science may also be substituted for some educational and tenure requirements.
Functional Responsibility: The Security Analyst I will possess strong working knowledge of security analysis methodologies of threats and vulnerabilities. The Security Analyst I will be able to develop and document customer security requirements and policies. Skills will also include analysis of customer policies, architecture and procedures for security flaws, review of system data to identify security events and trends. A working knowledge of several of the following areas is required: understanding of business security practices and procedures; knowledge of current security tools available; hardware/software firewalls and their implementation; different communication protocols; encryption techniques/tools; familiarity with commercial products (ex. - Domain Name Systems, public–key encryption technology, Smartcard, Cyberguard, TimeStep), and current Internet and electronic commerce technology.

8. INFORMATION SECURITY ANALYST II

Education & Experience: Individual will have a bachelor’s degree in a related discipline and at least three (3) years direct experience. Four (4) years direct experience along with industry-recognized certifications such as CISSP, GCIA, etc. may be substituted for educational requirements. Advanced degrees related to computer science may also be substituted for some educational and tenure requirements.

Functional Responsibility: The Security Analyst II will possess strong working knowledge of security analysis methodologies of threats and vulnerabilities. The Security Analyst II will be able to develop and document customer security requirements and policies. Skills will also include analysis of customer policies, architecture and procedures for security flaws, review of system data to identify security events and trends. The Security Analyst II will also have a strong knowledge of federal and commercial regulations governing information security.

9. INFORMATION SECURITY ANALYST III

Education & Experience: Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Five (5) years direct experience along with industry-recognized certifications such as CISSP, GCIA, etc. may be substituted for educational requirements. Advanced degrees related to computer science may also be substituted for some educational and tenure requirements.

Functional Responsibility: The Security Analyst III will possess a detailed knowledge of security analysis methodologies of threats and vulnerabilities. The Security Analyst III will be able to expertly develop and document customer security requirements and policies. Skills will also include analysis of Information Systems architecture, identification of security flaws, and review of system data to identify security events and trends. The Security Analyst III will also have an in-depth of federal and commercial regulations governing information security (FISMA, NIST Special Publications, HIPAA, Sarbanes-Oxley, etc.). Develop and implements information security standards and procedures. Provide tactical information security advice and examining the ramifications of new technologies.
10. SECURITY CONSULTANT I

**Education & Experience:** The Security Consultant will possess an associate degree, preferably in a related discipline and at least six years direct experience. Ten years’ experience may be substituted for educational requirements with the appropriate background and experience. Advanced degrees related to computer science and/or industry-recognized certifications (CISSP, GCIA, CCSP, etc.) may be substituted for educational and tenure requirements.

**Functional Responsibility:** Serves in the roles of Senior Security Engineer, Security Consultant, and Trusted Advisor to senior management or C-level executives. The Security Consultant will possess an expert understanding of network and security protocols, and a highly detailed knowledge of the tools and solutions utilized in performing security functions. The Security Consultant will be able to lead a team of engineers through the design, implementation, and integration of security tools and solutions. Possesses a detailed knowledge of security analysis methodologies of threats and vulnerabilities. Able to analyze, modify, or develop customer policies, architecture, and procedures. Ability to review system data to identify security events and trends to provide mitigation strategies.

Ability to act as a trusted advisor, for all levels of management and executives, in the area of information technology and security initiatives from planning and execution to closure.

11. SECURITY CONSULTANT II

**Education & Experience:** The Security Consultant will possess a bachelor’s degree preferably in a related discipline and at least eight years direct experience. Ten years’ experience may be substituted for educational requirements with the appropriate background and experience. Advanced degrees related to computer science and/or industry-recognized certifications (CISSP, GCIA, CCSP, etc.) may be substituted for educational and tenure requirements.

**Functional Responsibility:** Serves in the roles of Senior Security Engineer, Security Consultant, and Trusted Advisor to senior management or C-level executives. The Security Consultant will possess an expert understanding of network and security protocols, and a highly detailed knowledge of the tools and solutions utilized in performing security functions. The Security Consultant will be able to lead a team of engineers through the design, implementation, and integration of security tools and solutions. Possesses a detailed knowledge of security analysis methodologies of threats and vulnerabilities. Able to analyze, modify, or develop customer policies, architecture, and procedures. Ability to review system data to identify security events and trends to provide mitigation strategies. Ability to act as a trusted advisor, for all levels of management and executives, in the area of information technology and security initiatives from planning and execution to closure.
12. TECHNICAL WRITER

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** The technical writer edits and reviews content of technical documentation such as technical reports, procedures, plans and white papers. Ensures technical documentation follows stylistic requirements, grammar and layout.

13. BPM DEVELOPER I

**Education & Experience:** Individual will have at least two (2) years direct experience in an Information Technology discipline, directly contributing to Programming or Business Process Management Systems. Individual will have experience any of the general areas of information technology.

Requires, at minimum, an Associate degree. Three (3) years direct experience can be substituted for educational requirements if accompanied by an Industry-standard certification issued by Pega, Appian, Bizagi, Oracle BPM, IBM BPM etc.

**Functional Responsibility:** The BPM Developer I will focus on building solutions and on maintaining, optimizing, and improving a client’s applications and systems.

The BPM Developer I will contribute to a business and technical blueprint and customize the respective project. The BPM Developer I will be responsible for unit testing, contributing to integration testing, and be responsible for the design and delivery of end-user training. Apply process improvement, reengineering methodologies, and internet-related methodologies and principles to conduct process modernization projects. Assist senior staff with effective transitioning of existing organizations or project teams in accomplishing the organization’s goals or project activities and objectives through improved use of internet and other automated processes. Support activity and data modeling, development of modern business methods, identification of best practices, and creating and assessing performance measurements. Provide group facilitation, interviewing, training, and additional forms of knowledge transfer.

14. BPM DEVELOPER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and at least two (2) years direct experience. Four (4) years direct experience along with industry-recognized certifications issued by Pega, Appian, Bizagi, Oracle BPM, IBM BPM etc.

**Functional Responsibility:** The BPM Developer II designs and builds components of enterprise applications and provides consultative guidance to some of the world’s leading organizations on all project assignments. The BPM Developer II will partner with client and business team to develop high quality deliverables across all phases of a project. The BPM Developer II will leverage industry experience to consult and influence the client’s direction in pursuit of Pega best practices. The BPM Developer II will provide technical training and user support.
to technical and business groups. Apply process improvement, reengineering methodologies, and internet-related methodologies and principles to conduct process modernization projects. Responsible for transitioning of existing organizations or project teams in accomplishing the organization’s goals or project activities and objectives through improved use of internet and other automated processes. Support activity and data modeling, development of modern business methods, identification of best practices, and creating and assessing performance measurements. Provide group facilitation, interviewing, training, and additional forms of knowledge transfer. May provide daily supervision and direction to other contractor business reengineering specialists and web architects.

15. BPM DEVELOPER III

Education & Experience: Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Five (5) years direct experience along with industry-recognized certifications issued by Pega, Appian, Bizagi, Oracle BPM, IBM BPM etc.

Functional Responsibility: Manage use of process improvement, reengineering methodologies, and internet-related methodologies and principles to conduct process modernization projects.

16. BPM ARCHITECT

Education & Experience: Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience along with industry-recognized certifications issued Pega, Appian, Bizagi, Oracle BPM, IBM BPM etc.

Functional Responsibility: The BPM Architect will partner with both client and the business team to develop high quality deliverables across all phases of a project. The BPM Architect will participate in requirements, design, and build phases to ensure high quality deliverables. Manage use of process improvement, reengineering methodologies, and internet-related methodologies and principles to conduct process modernization projects. Responsible for transitioning of existing organizations or project teams in accomplishing the organization’s goals or project activities and objectives through improved use of internet and other automated processes. Support activity and data modeling, development of modern business methods, identification of best practices, and creating and assessing performance
measurements. Provide group facilitation, interviewing, training, and additional forms of knowledge transfer. Key coordinator between customers and multiple project teams to ensure enterprise-wide integration of reengineering efforts and application of best practice including e-business practices. May provide daily supervision and direction to other contractor business reengineering specialists and web architects.

17. BPM BUSINESS ANALYST

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** The BPM Business Analyst will act as a liaison between the business users, stakeholders, and technologists. This individual will be responsible to work with the BPM Architect and Leadership team jointly charting business and technical strategies. Ability in requirements gathering, tracking, and analysis. Ability to communicate the information to both technical and non-technical professionals. Creates process models, diagrams and related documents. Will know the digital platform tools like Pega, Appian, Bizagi, ServiceNOW, Workday, Salesforce, AWS and Azure, etc.

18. APPLICATION DEVELOPER I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and one (1) year direct experience. Three (3) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Develop functionality using .Net, C#, Python, Ruby JAVA, JEE and RDBMS. Write Shell/Perl scripts to implement connectivity. Write java code to create beans, spring controllers, command classes etc. Create Spring configuration files for mapping beans, controller’s etc. Unit test code. Design database tables, Write SQL scripts to create tables, indexes, stored procedures. Create Hibernate mapping files. Design, develop, and modify computer application software.

19. APPLICATION DEVELOPER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Develop functionality using .Net, C#, Python, Ruby JAVA, JEE and RDBMS. Write Shell/Perl scripts to implement connectivity. Write java code to create beans, spring controllers, command classes etc. Create Spring configuration files for mapping beans, controller’s etc. Unit test code. Design database tables, Write SQL scripts to create tables, indexes, stored procedures. Create Hibernate mapping files. Design, develop, and modify computer application software.

20. APPLICATION DEVELOPER III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may
be substituted for educational requirements. Individual will be trained in Java/J2ee, Java Scripts, JSP, SOAP, WebSphere Training based on the requirement.

**Functional Responsibility:** Work collaboratively with other teams; QA, UX, etc. Responsible for assisting in customization and development of application systems Designs, programs, and codes software in response to specific business requirements Understands how to optimize joint development efforts through appropriate project design, database use, code creation, and software architecture Develops design specifications in compliance with IT Architecture Resolves user issues and suggestions. Develop and maintain complex software components / systems in compliance with department standards Develop and maintain comprehensive technical design documentation; including but not limited to software system architecture, high-level design, detailed design, database design, class diagrams, physical & deployment diagrams, etc. Coordinate and lead the review and approval process of all appropriate software system documentation Implement approved system architecture improvements; provide feedback during associated discussions / reviews Lead and/or perform peer design and code reviews Provide status regarding current and upcoming work assignments Utilize change management tool (code version / branch tracking); adhere to corresponding processes Lead and/or perform technical product release training, installations, and general product support Lead and/or perform 3rd-level support to Level II Technical Helpdesk

**21. DIGITAL PLATFORM DEVELOPER I**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience along with industry-recognized certifications. Ex. ServiceNow, Salesforce, workday, SAP, Oracle, AWS, Azure, Redhat etc.

**Functional Responsibility:** Develop custom applications using digital platforms like ServiceNow, Salesforce, AWS and Azure. Configure out-of-the-box workflows and create/maintain custom workflows. Configure application related fields, forms, views, email notifications, acceptance roles and access controls. Integrate application(s) with third party systems/applications via APIs. Participate in internal and customer meetings identify unique use cases for the digital platform. Rapidly prototype new solutions to demonstrate platform capabilities to our clients.

**22. DIGITAL PLATFORM DEVELOPER II**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience along with industry-recognized certifications. Ex. ServiceNow, Salesforce, workday, SAP, Oracle, AWS, Azure, Redhat etc.

**Functional Responsibility:** Design and Deployment of End-to-End Service Catalogs in digital platforms based on the requirement. Design and develop integration workflows between: ServiceNow and Azure, ServiceNow and Ansible, ServiceNow and Remedy, ServiceNow and various other internal existing applications. Design and Develop User Interface Portal for the Services being offered and workflow orchestration to integrate with the Service Catalog.

Develop POCs and present it to the stakeholders and internal teams to integrate different Instances and systems onto a common ServiceNow Platform. Work with ServiceNow Support team on resolving any escalated performance or operational.

23. DIGITAL PLATFORM DEVELOPER III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years related experience. Seven (7) years direct experience may be substituted for educational requirements. Ex. ServiceNow, Salesforce, workday, SAP, Oracle, AWS, Azure, Redhat etc.

**Functional Responsibility:** Digital Platform Developer will work on teams providing solutions into a variety of environments, including embedded systems and other platforms. Will develop the infrastructure required to facilitate the testing and delivery of integration work (including installation and documentation). Design and Deployment of End-to-End Service Catalogs in digital platforms based on the requirement. Works closely with architects, business stakeholders and other teams to implement digital platform right.

24. INTEGRATION ENGINEER I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience.

**Functional Responsibility:** Performs integration of moderately complex medium- to small scale hardware, software, and system architecture components to ensure reliable and sustainable operation of the technology solution. Develops system setup and installation instructions and preventative and corrective maintenance procedures for the technology solution. Implements computer systems in a phased approach of requirements analysis and conceptual design, site survey, system design review, critical design review, installation, integration, and testing. Performs requirements analysis for a wide range of users in areas of office automation and finance and accounting.
25. INTEGRATION ENGINEER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience.

**Functional Responsibility:** Performs integration of complex large-scale hardware, software, and system architecture components to ensure reliable and sustainable operation of the technology solution. Develops system setup and installation instructions and preventative and corrective maintenance procedures for the technology solution. Implements computer systems in a phased approach of requirements analysis and conceptual design, site survey, system design review, critical design review, installation, integration, and testing. Performs requirements analysis for a wide range of users in areas of office automation and finance and accounting.

26. INTEGRATION ENGINEER III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years related experience. Seven (7) years direct experience.

**Functional Responsibility:** Performs integration of complex large-scale hardware, software, and system architecture components to ensure reliable and sustainable operation of the technology solution. Develops system setup and installation instructions and preventative and corrective maintenance procedures for the technology solution. Implements computer systems in a phased approach of requirements analysis and conceptual design, site survey, system design review, critical design review, installation, integration, and testing. Performs requirements analysis for a wide range of users in areas of office automation and finance and accounting.

27. BUSINESS ANALYST I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and one (1) year direct experience. Individual will have Agile, Waterfall Methodology training.

**Functional Responsibility:** Gather business requirements for existing data warehouse process and applications in production interviewing tech/SMEs Schedule walkthrough and business review to validate requirements. Identify, validate and document metadata usage and data lineage. Map business process flows using Visio anticipates in research and recommends appropriate solutions. Exercises judgment, guides and advises less experienced team members as appropriate within their assigned applications. Provide outstanding service to all customers. Leverages knowledge of insurance concepts & principals with technical knowledge of electronic insurance applications. Conducts root cause analysis. Documents findings to drive defect resolution.

28. BUSINESS ANALYST II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience may be substituted for educational requirements. Individual will have Agile, Waterfall Methodology training.
**Functional Responsibility:** Gather business requirements for existing data warehouse process and applications in production interviewing tech/SMEs. Schedule walkthrough and business review to validate requirements. Identify and validate and document metadata usage and data lineage. Map business process flows using Visio anticipates in research and recommends appropriate solutions. Exercises judgment, guides and advises less experienced team members as appropriate within their assigned applications. Provide outstanding service to all customers. Leverages business knowledge & principals with technical knowledge of applications, conducts root cause analysis. Documents findings to drive defect resolution.

### 29. BUSINESS ANALYST III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Gather business requirements for existing or new process and applications in production interviewing tech/SMEs. Schedule walkthrough and business review to validate requirements. Identify, validate and document metadata usage and data lineage. Map business process flows using Visio anticipates in research and recommends appropriate solutions. Exercises judgment, guides and advises less experienced team members as appropriate within their assigned applications. Provide outstanding service to all customers. Leverages business knowledge & principals with technical knowledge of applications, conducts root cause analysis. Documents findings to drive defect resolution.

### 30. SHAREPOINT DEVELOPER I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and at least one (1) years direct experience. Three (3) years direct experience along with industry-recognized certifications may be substituted for educational requirements.

**Functional Responsibility:** Primary responsibility will be to work with the team to design and build new solutions. Serve as a second or third level support resource for existing SharePoint sites. Advise team members and developers of governance and policies around SharePoint and the intranet platform. Collaborate closely with the SharePoint and intranet technical team, as well as business partners on successful integration of sites and applications. Estimate effort to build no-code solutions for a specific set of business and technical requirements.

### 31. SHAREPOINT DEVELOPER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and at least three (3) years direct experience. Five (5) years direct experience along with industry-recognized certifications may be substituted for educational requirements.

**Functional Responsibility:** Primary responsibility will be to work with the team to design and build new solutions. Serve as a second or third level support
resource for existing SharePoint sites. Advise team members and developers of governance and policies around SharePoint and the intranet platform. Collaborate closely with the SharePoint and intranet technical team, as well as business partners on successful integration of sites and applications. Estimate effort to build no-code solutions for a specific set of business and technical requirements.

32. SHAREPOINT DEVELOPER III

Education & Experience: Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience along with industry-recognized certifications may be substituted for educational requirements.

Functional Responsibility: The SharePoint Developer III will be responsible for architecture, design and development of software solutions based on Microsoft SharePoint 2013, Web Services, and .Net Framework. The selected candidate will support custom server-side development of Microsoft SharePoint 2013 Intranet portal and understand the existing architecture and follow the similar solution patterns for enhancements. They will understand the server topology, identify the strengths and potential improvement and be able to collaborate with users to create SharePoint solutions that meet customer needs, while adhering to established standards. The selected candidate will develop complex, dynamic sites using SharePoint Designer and work with enterprise SharePoint technology teams to resolve issues and address change, and assist in developing risk mitigation strategies, and contingency plans. The selected candidate will provide training, demonstrations, and other support to users as needed.

33. NETWORK ENGINEER I

Education & Experience: Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience along with industry-recognized certifications may be substituted for educational requirements.

Functional Responsibility: Develops and maintains data networking and telecommunications systems (H/W & S/W). Analyses network characteristics (e.g., traffic, connect time, transmission speeds, packet sizes, and throughput), troubleshoots problems and recommends procurement, removals, and modifications to network components. Works with network topologies and site configurations. Implements plans to install, transition, convert and cutover network components and capabilities. Monitors operations of telecom systems and services of vendors. Coordinates requirements with users and suppliers. Performs network administration, provides technical assistance in the integration and test of computer integrated networks.

34. NETWORK ENGINEER II

Education & Experience: Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience may be substituted for educational requirements.
**Functional Responsibility:** Evaluates designs, develops and maintains data networking and telecommunications systems (H/W & S/W). Analyzes network characteristics (e.g., traffic, connect time, transmission speeds, packet sizes, and throughput), troubleshoots problems and recommends procurement, removals, and modifications to network components. Designs and optimizes network topologies and site configurations. Plans and conducts installations, transitions, conversions and cutovers of network components and capabilities. Leads monitoring of telecom system operations and services of vendors. Coordinates requirements with users and suppliers. Provides technical leadership in the integration and test of computer integrated networks. Oversees network control center. May provide daily supervision and direction to staff. Task lead or supervisor of intermediate, junior and/or entry level network engineers.

**35. ERP SPECIALIST I**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Three (3) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Organize and Participate in Design Sessions with the business / functional team to understand requirements to arrive at technical solutions. Review and understand functional designs and perform gap analysis to rationalize technical solutions. Prepare Technical Design document to meet business requirements. Walkthrough technical design with the client Technical Architects to conform adherence to client specific standards and policies. Conceptualize technical design options, identify the best option and complete the technical design specifications for the specific RICE (Reports / Interfaces / Conversions / Extensions) objects based on specialization.

**36. ERP SPECIALIST II**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Organize and Participate in Design Sessions with the business / functional team to understand requirements to arrive at technical solutions. Review and understand functional designs and perform gap analysis to rationalize technical solutions. Prepare Technical Design document to meet business requirements. Walkthrough technical design with the client Technical Architects to conform adherence to client specific standards and policies. Conceptualize technical design options, identify the best option and complete the technical design specifications for the specific RICE (Reports / Interfaces / Conversions / Extensions) objects based on specialization.

**37. ERP SPECIALIST III**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience may be substituted for educational requirements.
**Functional Responsibility:** Organize and Participate in Design Sessions with the business / functional team to understand requirements to arrive at technical solutions. Review and understand functional designs and perform gap analysis to rationalize technical solutions. Prepare Technical Design document to meet business requirements. Walkthrough technical design with the client Technical Architects to conform adherence to client specific standards and policies. Conceptualize technical design options, identify the best option and complete the technical design specifications for the specific RICE (Reports / Interfaces / Conversions / Extensions) objects based on specialization.

38. **QA ANALYST I**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and at least two (2) years direct experience. Four (4) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Provides expert quality assurance services; performs and leads tests to ensure that all systems meet minimum standards and requirements; works closely with applications team; creates complex test data for applications' documents testing data; devises improvements to current procedures and develops models of possible future configurations; performs complex work flow analysis and recommends improvements.

39. **QA ANALYST II**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and at least four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Provides expert quality assurance services; performs and leads tests to ensure that all systems meet minimum standards and requirements; works closely with applications team; creates complex test data for applications' documents testing data; devises improvements to current procedures and develops models of possible future configurations; performs complex work flow analysis and recommends improvements.

40. **SOFTWARE TEST ENGINEER I**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Responsible for the development, maintenance and execution of software test plans, test scenarios and test cases to be used in the evaluation of software applications including recording actual results and compare to expected results documenting and performing root cause analysis of relevant defects and issues; designing, building, and automating test software; functional, regression, system, and performance testing; requirements development, and analysis; and knowledge of or experience in the software development process.
41. SOFTWARE TEST ENGINEER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Responsible for the development, maintenance and execution of software test plans, test scenarios and test cases to be used in the evaluation of software applications including recording actual results and compare to expected results documenting and performing root cause analysis of relevant defects and issues; designing, building, and automating test software; functional, regression, system, and performance testing; requirements development, and analysis; and knowledge of or experience in the software development process.

42. IOT ENGINEER I

**Education & Experience:** Individual will have an associate degree in a related discipline and three (3) years direct experience. Seven (7) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** IoT Engineer will be responsible for leading software development of highly technical solutions. This role needs work cross-functionally among technical team and creative team, partners, and operations teams and is required to understand technical solutions from inside out, multiple years of experience on software development and full understanding of SDLC. This role also analyses customer requirements, produces customer requirements and technical documentation that aligns with the product roadmap, architect and design software solutions and work closely with partners for software development.

43. IOT ENGINEER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Ten (10) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** IoT Engineer will be responsible for leading software development of highly technical solutions in response to sales and customer requirements across Global Food Retail Industry and sales channels. This role needs work cross-functionally among our technical team and creative team, partners, and operations teams and is required to understand technical solutions from inside out, multiple years of experience on software development and full understanding of SDLC. This role also analyses customer requirements, produces customer requirements and technical documentation that aligns with the product roadmap, architect and design software solutions and work with closely with partners for software development.

44. BIG DATA ENGINEER I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience may be substituted for educational requirements.
**Functional Responsibility:** Spark, AWS cloud – including copying data from S3, setting up triggers to put in notifications and step functions. Build complex workflows to move data around. Spark code is in AWS, Scala and Python. Performance tuning, working in big data environments, and AWS IAM concepts are all needed skills. Minimum 2 years of Spark, 3 years of experience with AWS services as applied to Big Data – i.e. Redshift, S3, EMR, Lambda, and Athena.

### 45. BIG DATA ENGINEER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Spark, AWS cloud – including copying data from S3, setting up triggers to put in notifications and step functions. Build complex workflows to move data around. Spark code is in AWS, Scala and Python. Performance tuning, working in big data environments, and AWS IAM concepts are all needed skills. Minimum 2 years of Spark, 3 years of experience with AWS services as applied to Big Data – i.e. Redshift, S3, EMR, Lambda, and Athena.

### 46. BIG DATA ENGINEER III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and six (6) years direct experience. Eight (8) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Spark, AWS cloud – including copying data from S3, setting up triggers to put in notifications and step functions. Build complex workflows to move data around. Spark code is in AWS, Scala and Python. Performance tuning, working in big data environments, and AWS IAM concepts are all needed skills. Minimum 2 years of Spark, 3 years of experience with AWS services as applied to Big Data – i.e. Redshift, S3, EMR, Lambda, and Athena.

### 47. CLOUD SYSTEMS ENGINEER I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and three (3) years direct experience. Five (5) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Investigate and resolve network and server matters of significance. Research analyze and isolate errors. Identify and propose updates to older Systems and server environments as required. Serve as primary escalation point for other members of the IRIS service team. Lead design, implementation and maintenance of systems and servers for small-to-medium businesses; and work independently and lead others as needed to determine root cause quickly and completely.

### 48. CLOUD SYSTEMS ENGINEER II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience may be substituted for educational requirements.
**Functional Responsibility:** Investigate and resolve network and server matters of significance. Research analyze and isolate errors. Identify and propose updates to older Systems and server environments as required. Serve as primary escalation point for other members of the IRIS service team. Lead design, implementation and maintenance of systems and servers for small-to-medium businesses; and work independently and lead others as needed to determine root cause quickly and completely.

49. **CLOUD SYSTEMS ENGINEER III**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and ten (10) years direct experience. Twelve (12) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** The Cloud Systems Engineer III is part of the Business Information Technology (IT) Infrastructure team for designing secure, efficient, reliable, scalable, highly available, and fault tolerant solutions on Office365 and Azure. Lead efforts to identify appropriate use of cloud architecture best practices. The role demands deep and broad technical skills in multiple technical domains such as Office 365, Azure, IAM, Data & Information Management, and Security. The position serves as a senior technical expert for creating an integrated user experience across a broad set of technologies.

50. **DEVOPS ENGINEER I**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Works closely with clients and marketing team members to understand stakeholder requirements that drive the analysis and design of quality technical solutions. Involved in the full life cycle of an application; team members of an agile development process. Responsible for the design and implementation of applications’ build, release, deployment, and configuration activities. Works with internal business partners to gather requirements, prototype, architect, implement/update solutions, build and execute test plans, perform quality reviews, manage operations, and triage and fix operational issues. Responsible for managing IT infrastructure needed to support software code and website design.

51. **DEVOPS ENGINEER II**

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Works closely with clients and marketing team members to understand stakeholder requirements that drive the analysis and design of quality technical solutions. Involved in the full life cycle of an application; team members of an agile development process. Responsible for the design and implementation of applications’ build, release, deployment, and configuration activities. Works with internal business partners to gather requirements, prototype, architect, implement/update solutions, build and execute test plans, perform
quality reviews, manage operations, and triage and fix operational issues. Responsible for managing IT infrastructure needed to support software code and website design.

52. DEVOPS ENGINEER III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and eight (8) years direct experience. Ten (10) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Works closely with clients and marketing team members to understand stakeholder requirements that drive the analysis and design of quality technical solutions. Involved in the full life cycle of an application; team members of an agile development process. Responsible for the design and implementation of applications’ build, release, deployment, and configuration activities. Works with internal business partners to gather requirements, prototype, architect, implement/update solutions, build and execute test plans, perform quality reviews, manage operations, and triage and fix operational issues. Responsible for managing IT infrastructure needed to support software code and website design.

53. DATA ANALYST I

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and one (1) year direct experience. Four (4) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Plans, organizes and executes research or data analysis projects. Supports projects, prepares reports and analyses. Experience may include statistical or systems analysis, systems engineering, computer data search and analysis, requirements, operations, acquisition, costing, sustainment, configuration management, or training. Work may be closely supervised while following specific, detailed instructions or under general supervision.

54. DATA ANALYST II

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and five (5) years direct experience. Seven (7) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Plans, organizes and executes research or data analysis projects. Supports projects, prepares reports and analyses. Experience may include statistical or systems analysis, systems engineering, computer data search and analysis, requirements, operations, acquisition, costing, sustainment, configuration management, or training. Performs work without appreciable direction and exercises latitude in determining objectives and approaches to assignment.

55. DATA ANALYST III

**Education & Experience:** Individual will have a bachelor’s degree in a related discipline and Seven (7) years direct experience. Ten (10) years direct experience may be substituted for educational requirements.

**Functional Responsibility:** Plans, organizes and executes research or data analysis projects. Supports projects, prepares reports and analyses. Experience may include
statistical or systems analysis, systems engineering, computer data search and analysis, requirements, operations, acquisition, costing, sustainment, configuration management, or training. Performs work without appreciable direction and exercises considerable latitude in determining objectives and approaches to assignment; Represents the organization on projects and interacts with senior internal and external personnel on significant matters relating to policies, programs, capabilities, and long-term goals and objectives; managerial/leadership skills.

56. DATA SCIENTIST I

Education & Experience: Individual will have a bachelor’s degree in a related discipline and two (2) years direct experience. Four (4) years direct experience may be substituted for educational requirements.

Functional Responsibility: Review, evaluate, design, implement and maintain environmental databases. Use database management concepts, storage and query/retrieval methods, statistical analyses, and programming languages to perform analyses, develop plans and recommendations, and prepare required level of documentation. Comply with project specifications, including format and content of input/output data and functions to be performed by computer programs. Prepare clear and accurate tables, data plots, maps and other graphics.

57. DATA SCIENTIST II

Education & Experience: Individual will have a bachelor’s degree in a related discipline and four (4) years direct experience. Six (6) years direct experience may be substituted for educational requirements.

Functional Responsibility: Review, evaluate, design, implement and maintain environmental databases. Use database management concepts, storage and query/retrieval methods, statistical analyses, and programming languages to perform analyses, develop plans and recommendations, and prepare required level of documentation. Comply with project specifications, including format and content of input/output data and functions to be performed by computer programs. Prepare clear and accurate tables, data plots, maps and other graphics.

58. DATA SCIENTIST III

Education & Experience: Individual will have a bachelor’s degree in a related discipline and eight (8) years direct experience. Ten (10) years direct experience may be substituted for educational requirements.

Functional Responsibility: Review, evaluate, design, implement and maintain environmental databases. Use database management concepts, storage and query/retrieval methods, statistical analyses, and programming languages to perform analyses, develop plans and recommendations, and prepare required level of documentation. Comply with project specifications, including format and content of input/output data and functions to be performed by computer programs. Prepare clear and accurate tables, data plots, maps and other graphics.

59. SUBJECT MATTER EXPERT I

Education & Experience: Must have five (5) years of experience in the appropriate area. Bachelor’s degree in an applicable field. An additional four (4) years of
experience and an associate degree or an additional 8 years of experience and a high school diploma or GED may be substituted for a bachelor’s degree. Post graduate degree may substitute for two (2) years of experience.

Functional Responsibility: Provides expert support, analysis, and research into especially complex problems and processes under broad direction. Provides technical direction, interprets requirements, and performs analysis of alternatives. Thinks independently and demonstrates superior written and oral communications skills. Possesses a complete understanding and wide experience in the application of relevant principles, theories, and concepts. Independently develops solutions. Expertise is in a particular domain or area of Information Technology.

60. SUBJECT MATTER EXPERT II

Education & Experience: Must have ten (10) years of experience in the appropriate area. Bachelor’s degree in an applicable field. An additional four (4) years of experience and an associate degree or an additional 8 years of experience and a high school diploma or GED may be substituted for a bachelor’s degree. Post graduate degree may substitute for two (2) years of experience.

Functional Responsibility: Provides expert support, analysis, and research into especially complex problems and processes under broad direction. Provides technical direction, interprets requirements, and performs analysis of alternatives. Thinks independently and demonstrates superior written and oral communications skills. Possesses a complete understanding and wide experience in the application of relevant principles, theories, and concepts. Independently develops solutions. Expertise is in a particular domain or area of Information Technology.

61. SUBJECT MATTER EXPERT III

Education & Experience: Must have ten (10) years of experience in the appropriate area. MA/MS degree in an applicable field. Doctorate degree may substitute for two (2) years of experience.

Functional Responsibility: Provides expert support, analysis, and research into especially complex problems and processes under broad direction. Provides technical direction, interprets requirements, and performs analysis of alternatives. Thinks independently and demonstrates superior written and oral communications skills. Possesses a complete understanding and wide experience in the application of relevant principles, theories, and concepts. Independently develops solutions. Expertise is in a particular domain or area of Information Technology.

(b) PROFESSIONAL LABOR CATEGORIES PRICING SINS 132-51 & 132-40

Hourly Rates
The hourly rates specified below shall apply regardless of whether the services are performed by SKY SOLUTIONS, LLC. or its subcontractors, providing the individuals performing the services meet the education, experience and expertise requirements for the applicable category.
# Government Site Hourly Labor Rate Sins 132-40 & 132-51

<table>
<thead>
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<th>Big Data Engineer II</th>
<th>Big Data Engineer III</th>
<th>Cloud Systems Engineer I</th>
<th>Cloud Systems Engineer II</th>
<th>Cloud Systems Engineer III</th>
<th>DevOps Engineer I</th>
<th>DevOps Engineer II</th>
<th>DevOps Engineer III</th>
<th>Data Analyst I</th>
<th>Data Analyst II</th>
<th>Data Analyst III</th>
<th>Data Scientist I</th>
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<th>Data Scientist III</th>
<th>Subject Matter Expert I</th>
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</table>

| Technical Point of Contact – Anil Boinapalli (571) 345-5789  anil@skysolutions.com |
| Contracts Point of Contact – Anil Boinapalli (571) 345-5789  anil@skysolutions.com |
| Minimum Order - $100 |
USA COMMITMENT TO PROMOTE
SMALL BUSINESS PARTICIPATION
PROCUREMENT PROGRAMS

PREAMBLE
SKY SOLUTIONS, LLC. provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT
To actively seek and partner with small businesses.
To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.
To develop and promote company policy initiatives that demonstrates our support for awarding contracts and subcontracts to small business concerns.
To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.
To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged and women-owned small businesses.
To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.
To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact Anil Boinapalli at email address: anil@skysolutions.com (FAX) 571-535-3557
BEST VALUE BLANKET PURCHASE AGREEMENT
FEDERAL SUPPLY SCHEDULE
(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (Ordering Activity) and (SKY SOLUTIONS, LLC.) enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) ________________.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

__________________________  __________________________
Ordering Activity          Date                      SKY SOLUTIONS, LLC.               Date
(CUSTOMER NAME)

BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s)________, Blanket Purchase Agreements, SKY SOLUTIONS, LLC. agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

<table>
<thead>
<tr>
<th>MODEL NUMBER/PART NUMBER</th>
<th>*SPECIAL BPA DISCOUNT/PRICE</th>
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<tr>
<td></td>
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(2) Delivery:

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>DELIVERY SCHEDULES / DATES</th>
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<tbody>
<tr>
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</tr>
</tbody>
</table>

(3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be ________________________.

(4) This BPA does not obligate any funds.

(5) This BPA expires on ________________ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

<table>
<thead>
<tr>
<th>OFFICE</th>
<th>POINT OF CONTACT</th>
</tr>
</thead>
<tbody>
<tr>
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</tr>
</tbody>
</table>

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

(a) Name of Contractor;
(b) Contract Number;
(c) BPA Number;
(d) Model Number or National Stock Number (NSN);
(e) Purchase Order Number;
(f) Date of Purchase;
(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and

(h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and SKY SOLUTIONS, LLC.’s invoice, the provisions of this BPA will take precedence.

**BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to an ordering activity requirements. These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts. Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors. Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer’s needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.