



**GENERAL SERVICES ADMINISTRATION
FEDERAL SUPPLY SERVICE
AUTHORIZED FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST**

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**, a menu-driven database system. The INTERNET address for **GSA Advantage!** is <http://www.gsadvantage.gov>

SCHEDULE TITLE: Multiple Award Schedule

SIN 54151S - Information Technology Professional Services / PSC D399

CONTRACT NUMBER: 47QTCA19D00CE

CONTRACT PERIOD: May 22, 2019 through May 21, 2024

For more information on ordering from Federal Supply go to this website: www.gsa.gov/schedules

CONTRACTOR:

Sequoia Strategies & Solutions
2964 Halston Drive
Manchester, MD 21102
Phone number: 800-782-8156
E-Mail: info@sequoiastrategies.com

CONTRACTOR'S ADMINISTRATION SOURCE:

Jay Bobele, President
2964 Halston Drive
Manchester, MD 21102
Phone number: 800-782-8156
E-Mail: jay@sequoiastrategies.com

BUSINESS SIZE: Service Disabled Veteran Owned Small Business

CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

SIN DESCRIPTION

SIN 54151S - Information Technology Professional Services

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:

(Government net price based on a unit of one)

N/A

1c. HOURLY RATES (Services only):

SIN	Labor Category	GSA PRICE + IFF				
		05/22/2019 to 05/21/2020	05/22/2020 to 05/21/2021	05/22/2021 to 05/21/2022	05/22/2022 to 05/21/2023	05/22/2023 to 05/21/2024
54151S	Systems Engineer	\$ 99.20	\$ 101.68	\$ 104.22	\$ 106.82	\$ 109.49
54151S	Senior Systems Engineer	\$ 133.98	\$ 137.33	\$ 140.76	\$ 144.28	\$ 147.89
54151S	Systems Engineer Senior Staff	\$ 153.00	\$ 156.82	\$ 160.74	\$ 164.76	\$ 168.88
54151S	Principal Systems Engineer	\$ 162.70	\$ 166.76	\$ 170.93	\$ 175.21	\$ 179.59
54151S	Senior Intelligence Analyst	\$ 122.09	\$ 125.14	\$ 128.27	\$ 131.47	\$ 134.76
54151S	Senior Software Engineer	\$ 137.02	\$ 140.44	\$ 143.96	\$ 147.55	\$ 151.24
54151S	SME Operations Requirements Analyst	\$ 157.18	\$ 161.11	\$ 165.14	\$ 169.26	\$ 173.50
54151S	Operations Requirements Analyst	\$ 127.28	\$ 130.46	\$ 133.72	\$ 137.07	\$ 140.49
54151S	Junior Operations Research Analysts	\$ 86.67	\$ 88.84	\$ 91.06	\$ 93.33	\$ 95.67

2. MAXIMUM ORDER*: \$500,000.00 per order

NOTE TO ORDERING ACTIVITIES: *If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contactor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. MINIMUM ORDER: \$100.00

4. GEOGRAPHIC COVERAGE: Domestic, 50 states and Washington, DC

5. POINT(S) OF PRODUCTION: N/A

6. DISCOUNT FROM LIST PRICES: GSA Net Prices are shown on the attached GSA Pricelist. Negotiated discount has been applied and the IFF has been added.

7. QUANTITY DISCOUNT(S): None

8. **PROMPT PAYMENT TERMS:** Net 30
- 9.a **Government Purchase Cards must be accepted at or below the micro-purchase threshold.**
- 9.b **Government Purchase Cards are not accepted above the micro-purchase threshold.**
10. **FOREIGN ITEMS:** N/A
- 11a. **TIME OF DELIVERY:** As agreed upon between the Ordering Activity and Sequoia Strategies and Solutions.
- 11b. **EXPEDITED DELIVERY:** Items available for expedited delivery are noted in this price list or negotiated at the task order level.
- 11c. **OVERNIGHT AND 2-DAY DELIVERY:** Overnight and 2-day delivery are available. Contact the Contractor for rates.
- 11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor's representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.
12. **FOB POINT:** Destination
- 13a. **ORDERING ADDRESS:** Same as contractor address
- 13b. **ORDERING PROCEDURES:** Ordering activities shall use the ordering procedures described in Federal Acquisition Regulation 8.405-3 when placing an order or establishing a BPA for supplies or services. The ordering procedures, information on Blanket Purchase Agreements (BPA's) and a sample BPA can be found at the GSA/FSS Schedule Homepage (fss.gsa.gov/schedules).
14. **PAYMENT ADDRESS:** Same as contractor address
15. **WARRANTY PROVISION:** N/A
16. **EXPORT PACKING CHARGES:** N/A
17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** (any thresholds above the micro purchase level may be inserted by contractor)
18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):**
N/A
19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A
20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** N/A
- 20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** N/A
21. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** N/A
22. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A
23. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A
- 24a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A

24b. Section 508 Compliance for Electronic and Information Technology (EIT): Section 508 compliance information on the supplies and services in this contract are available at the following website address (URL): [http://www.XXXxi.com/

The EIT standard can be found at: www.Section508.gov/.

25. DUNS NUMBER: 830230475 and CAGE CODE: 5EKW1

26. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE: Contractor has an Active Registration in the SAM database.

Labor Category Descriptions

Sequoia Strategies & Solutions (S3) offers the following Labor Category Descriptions to support the effort contemplated herein.

Due to the availability or limitation of education, occasionally substitution of experience as referenced below for a professional labor type with additional years of experience will be provided to the Federal Agency when responding to their IT requirements and it is solely the acquiring agency's determination, if the substitution is considered acceptable prior to an award.

1. Systems Engineer

Minimum Education: Bachelor's Degree. 5 years of additional experience can be substituted for a bachelor's degree

Minimum Years of Experience: 3

Functional Responsibilities: Provides technical support in areas within the systems engineering lifecycle. Develops and maintains Enterprise architecture and requirements. Develops, executes and evaluates systems and software engineering processes. Provides systems engineering support in the implementation of processes. Execution of the systems engineering lifecycle.

2. Senior Systems Engineer

Minimum Education: Bachelor's Degree. 5 years of additional experience can be substituted for a bachelor's degree

Minimum Years of Experience: 10

Functional Responsibilities: Provides technical leadership and support in areas within the systems engineering lifecycle. Develops and maintains Enterprise architecture and requirements. Develops, executes and evaluates systems and software engineering processes. Provides systems engineering support in the implementation of processes. Execution of the systems engineering lifecycle. Performs progressively complex experience in the design, integration, and analysis of military electronics, computer networking, super-minicomputers, microcomputers, and digital and graphic display systems

3. Systems Engineer Senior Staff

Minimum Education: Master's Degree. 7 years of additional experience can be substituted for a Master's Degree

Minimum Years of Experience: 15

Functional Responsibilities: Works under consultative direction towards predetermined long range goals and objectives. Works on unusually complex technical problems and provides solutions which are highly innovative and ingenious. Performs technical planning, system integration, verification and validation, cost and risk, and supportability and effectiveness analyses for total systems. Analyses are performed at all levels of total system product to include: concept, design, fabrication, test, installation, operation, maintenance and disposal. Ensures the logical and systematic conversion of customer or product requirements into total systems solutions that acknowledge technical, schedule, and cost constraints. Performs functional analysis, timeline analysis, detail trade studies, requirements allocation and interface definition studies to translate customer requirements into hardware and software specifications.

4. Principal Systems Engineer

Minimum Education: Master's Degree. 10 years of additional experience can be substituted for a Master's Degree

Minimum Years of Experience: 20

Functional Responsibilities: Serves as top consultant to top management in long-range planning concerning new or projected areas of technical research and advancements. Applies and/or develops highly advanced technical technologies, scientific principles, theories and concepts.

Viewed as an expert within the field. Performs technical planning, system integration, verification and validation, cost and risk, and supportability and effectiveness analyses for total systems. Ensures the logical and systematic conversion of customer or product requirements into total systems solutions that acknowledge technical, schedule, and cost constraints.

5. Senior Intelligent Analyst

Minimum Education: Bachelor's Degree. 6 years of additional experience can be substituted for a Bachelor's degree

Minimum Years of Experience: 12 Years.

Functional Responsibilities: Individuals are experienced in performing collection, production and dissemination of intelligence data. They apply a basic knowledge of a professional discipline, the principles and techniques of inductive and deductive reasoning, and a subject-matter knowledge of either a geographical area or a functional area to the production of finished intelligence reports and/or they apply a the knowledge of a professional discipline such as international relations, current history, military science or political science and a knowledge of the operations and resources of the organizations which make up the intelligence community to a subject-matter specialty in the field of intelligence operations.

6. Senior Software Engineer

Minimum Education: Bachelor's Degree

Minimum Years of Experience: 10

Functional Responsibilities: Provides progressively complex experience in computer simulation, client-server architectures, advanced networking techniques and protocols, data bases, high-order programming languages, and operating systems (e.g., UNIX/ULTRIX, HP-UX, SUN-OS, VAX/VMS, Harris VOS). In addition, design and development of advanced networking techniques and protocols, data base management systems, and programming in high order languages "(e.g., C, C++, ADA, FORTRAN).".

7. Subject Matter Expert (SME) Operations Requirements Analyst

Minimum Education: Master's Degree. 10 Years of additional experience can be substituted for a Master's Degree.

Minimum Years of Experience: 20 Years

Functional Responsibilities: Initiates, supervises, and/or develops requirements from a project's inception to conclusion for complex to extremely complex programs; Provides strategic advice, technical guidance and expertise to program and project staff; Provides detailed analysis, evaluation and recommendations for improvements, optimization development, and/or maintenance efforts for client-specific or mission critical challenges/issues; Consults with client to define need or problem supervises studies and leads surveys to collect and analyze data to provide advice and recommend solutions.

8. Operations Requirements Analyst

Minimum Education: Bachelor's Degree.

Minimum Years of Experience: 10 Years. 5 years of additional experience can be substituted for a Bachelor's degree

Functional Responsibilities: Serves as an expert responsible for providing technical leadership and direction in the area of national and tactical military intelligence and/or operations capabilities. Facilitates requirements gathering by coordinating technical exchange meetings (and other meetings as needed) with the intelligence, operations, systems and/or software engineers, data modelers, and other members of capabilities requirements teams. Provides comprehensive definition and documentation updates for deliverables. Coordinates with customers and stakeholders to verify operational requirements. Coordinates with analysts, managers, and seniors within Military and Government organizations.

9. Junior Operations Research Analysts

Minimum Education: Bachelor's Degree

Minimum Years of Experience: 1 year. Associate degree plus 3 years' work experience may be substituted for a bachelor's degree.

Functional Responsibilities: Formulates and applies analytical techniques and other optimizing methods to develop and interpret information that assists management or leadership with decision making, policy formulation, or other operational functions. May collect and analyze data and develop decision support software, service, or products. May develop and supply optimal time, cost, or logistics networks for program evaluation, review, or implementation.