GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule 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 are available through GSA Advantage®, a menu-driven database system. The INTERNET address GSA Advantage® is: GSAAdvantage.gov.

Multiple Award Schedule

FSC GROUP: Information Technology – IT Services

CONTRACT NUMBER: 47QTCA19D00GH

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at www.gsa.gov

CONTRACT PERIOD: July 31, 2019 through July 30, 2024

CONTRACTOR:
Windward Consulting Group, Inc.
2291 Wood Oak Dr. Ste. 150
Herndon, VA 20171-6006
http://www.windward.com
Phone: 844-946-3927

CONTRACTOR’S ADMINISTRATION SOURCE:
Chris Demory
Chris.demory@windward.com
2291 Wood Oak Dr. Ste. 150
Herndon, VA 20171-6006
http://www.windward.com
Phone: 844-946-3927

BUSINESS SIZE:
Small Business

Pricelist current as of Modification #PO-0007 effective December 4, 2019

Prices Shown Herein are Net (discount deducted)
CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>511210-RC</td>
<td>Software Licenses</td>
</tr>
<tr>
<td>54151S</td>
<td>54151S-RC</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLM-RC</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. Not Applicable

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. See Rates Table

2. Maximum order:

<table>
<thead>
<tr>
<th>SINs</th>
<th>Maximum Order</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>$500,000</td>
</tr>
<tr>
<td>54151S</td>
<td>$500,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$250,000</td>
</tr>
</tbody>
</table>

3. Minimum order: $100

4. Geographic coverage (delivery area). Domestic

5. Point(s) of production (city, county, and State or foreign country). Same as Company Address

6. Discount from list prices or statement of net price. Government Net Prices (discounts already deducted.)

7. Quantity discounts. 1% for orders over $250,000

8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. Net 30 days

9. Foreign items (list items by country of origin). Not Applicable

10a. Time of delivery. (Contractor insert number of days.) To be negotiated at Task Order Level

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. Negotiated between contractor and ordering activity.

10c. Overnight and 2-day delivery. Negotiated between contractor and ordering activity.

10d. Urgent Requirements. Contact Contractor

11. F.O.B. point(s). Destination

12a. Ordering address(es). 2291 Wood Oak Dr. Ste 150 Herndon, VA 20171-6006

12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address(es). 2291 Wood Oak Dr. Ste 150 Herndon, VA 20171-6006
14. Warranty provision. Standard Commercial

15. Export packing charges, if applicable. Not Applicable

16. Terms and conditions of rental, maintenance, and repair (if applicable). Not Applicable

17. Terms and conditions of installation (if applicable). Not Applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable

18b. Terms and conditions for any other services (if applicable). Not Applicable

19. List of service and distribution points (if applicable). Not Applicable

20. List of participating dealers (if applicable). Not Applicable

21. Preventive maintenance (if applicable). Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

22b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor’s website or other location.) The EIT standards can be found at: www.Section508.gov/. Not Applicable

23. Data Universal Number System (DUNS) number. 043545743

24. Notification regarding registration in System for Award Management (SAM) database. Registered
## Final Pricing

<table>
<thead>
<tr>
<th>Labor Category Title</th>
<th>GSA Price Year 1</th>
<th>GSA Price Year 2</th>
<th>GSA Price Year 3</th>
<th>GSA Price Year 4</th>
<th>GSA Price Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>Program Manager</td>
<td>$217.63</td>
<td>$221.98</td>
<td>$226.42</td>
<td>$230.95</td>
<td>$235.57</td>
</tr>
<tr>
<td>Technical Writer</td>
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<td>$103.59</td>
<td>$105.66</td>
<td>$107.78</td>
<td>$109.93</td>
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<tr>
<td>Trainer</td>
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<td>$246.65</td>
<td>$251.58</td>
<td>$256.61</td>
<td>$261.75</td>
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<tr>
<td>Business Analyst</td>
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<td>$143.06</td>
<td>$145.92</td>
<td>$148.84</td>
<td>$151.81</td>
</tr>
<tr>
<td>Consultant Architect</td>
<td>$169.27</td>
<td>$172.65</td>
<td>$176.11</td>
<td>$179.63</td>
<td>$183.22</td>
</tr>
<tr>
<td>Principal Architect</td>
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<td>$221.98</td>
<td>$226.42</td>
<td>$230.95</td>
<td>$235.57</td>
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<tr>
<td>Engineer</td>
<td>$169.27</td>
<td>$172.65</td>
<td>$176.11</td>
<td>$179.63</td>
<td>$183.22</td>
</tr>
<tr>
<td>Senior Architect</td>
<td>$188.61</td>
<td>$192.39</td>
<td>$196.23</td>
<td>$200.16</td>
<td>$204.16</td>
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<tr>
<td>Architect</td>
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<td>$172.65</td>
<td>$176.11</td>
<td>$179.63</td>
<td>$183.22</td>
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<tr>
<td>System Administrator</td>
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<td>$143.06</td>
<td>$145.92</td>
<td>$148.84</td>
<td>$151.81</td>
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<tr>
<td>Consulting Director</td>
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<td>$202.25</td>
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<td>$214.63</td>
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<tr>
<td>Managing Director</td>
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<td>$307.94</td>
<td>$314.10</td>
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<tr>
<td>Principal Engineer</td>
<td>$217.63</td>
<td>$221.98</td>
<td>$226.42</td>
<td>$230.95</td>
<td>$235.57</td>
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<tr>
<td>Senior Process Consultant</td>
<td>$188.61</td>
<td>$192.39</td>
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<tr>
<td>Software Developer</td>
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<td>$172.65</td>
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<tr>
<td>Senior Software Developer</td>
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<td>$192.39</td>
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<td>Senior Engineer</td>
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<td>$192.39</td>
<td>$196.23</td>
<td>$200.16</td>
<td>$204.16</td>
</tr>
<tr>
<td>Senior Manager</td>
<td>$188.61</td>
<td>$192.39</td>
<td>$196.23</td>
<td>$200.16</td>
<td>$204.16</td>
</tr>
<tr>
<td>Senior Consultant</td>
<td>$188.61</td>
<td>$192.39</td>
<td>$196.23</td>
<td>$200.16</td>
<td>$204.16</td>
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<tr>
<td>Process Consultant</td>
<td>$169.27</td>
<td>$172.65</td>
<td>$176.11</td>
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<tr>
<td>Senior Business Analyst</td>
<td>$169.27</td>
<td>$172.65</td>
<td>$176.11</td>
<td>$179.63</td>
<td>$183.22</td>
</tr>
</tbody>
</table>

**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
**Labor Category Descriptions**

**PROGRAM MANAGER**
Organizes, directs, and manages contract operation support functions, involving multiple, complex and inter-related project tasks. The Program Manager plans and manages projects to control overall project scope, budgets and schedules for multi-project schedules. Program Managers maintain contractor interface with senior levels of the customers organization and consult with customer and project personnel to formulate and review task plans and deliverables. The Program Manager monitors conformance of project task schedules and costs. Requires Bachelor’s Degree in appropriate field and 6 years of experience.

**TECHNICAL WRITER**
The Technical Writer will possess the ability to write technical manuals and documentation on complex hardware and software, and to write in a clear and concise manner, such that the documentation is easily readable and understandable by technical personnel. Requires a Bachelor’s degree in a related field and 3 years of experience.

**TRAINER**
The trainer develops and trains employees or customers on programming, manuals, specifications, blueprints, schematics, software tools and testing equipment. The trainer conducts ongoing technical training and personal development classes for staff members. The trainer develops and organizes manuals, multimedia visual aids and other educational materials. Bachelor’s degree in a related field and 3 years of experience.

**BUSINESS ANALYST**
Gather business requirements for existing data warehouse process and applications in production. Schedules walkthroughs and business reviews to validate requirements. Identify, validate and document data usage and data lineage. Map business process flows in research and recommends appropriate solutions. Exercises judgment, guides and advises less experienced team members as appropriate within their assigned applications. Provides outstanding service to all customers. Bachelor’s degree and 2 years of experience.

**CONSULTANT ARCHITECT**
Supports business case analysis and identification of alternative solutions and resulting business impacts. Leads detailed design of complex enterprise IT solutions involving multiple applications, processing platforms, and legacy system. Detailed migration planning and trade-off analysis; designs database applications, such as interfaces, data transfer mechanisms, global temporary tables, data partitions, and function-based indexes to enable efficient access of the generic database structure to support business applications, ensuring system scalability, security, performance and reliability. Design and Develop data models and architectures for applications, metadata tables, views or related database structures. Design, Develop and document Technical System architectures. Bachelor’s degree and 5 years of experience.

**PRINCIPAL ARCHITECT**
Establishes system information requirements using analysis of the information engineer(s) in the development of enterprise-wide or large-scale information systems. Determines and identifies high level functional and technical requirements based on interactions with the user community and knowledge of the enterprise architecture. Designs architecture to include the software, hardware and communications to support the total requirements as well as provide for present and future cross functional requirements and interfaces. Identifies, assesses, and presents options for meeting the functional and technical requirements including hardware and software updates or upgrades. Develops high level system design diagrams. Provides daily supervision and direction to staff. Bachelor’s degree and 7 years of experience.

**ENGINEER**
Researches, plans, designs systems and directs activities in operation, applications, installation and repair systems. Researches, analyzes data, design products and systems to interface hardware and software. Provides testing on the systems, recommends design modifications to eliminate system malfunctions. Re-tests the system after modifications. Coordinates changes to computer database, test database, implement database and implement security. Bachelor’s degree and 2 years of experience.
SENIOR ARCHITECT
The Senior Architect Evaluates business requirements with computing architecture and then designs the development framework and environments to build the application. Designs and implements the application with respect to the application framework, deployment environments, business requirements and code specifications
Bachelor’s degree in a related field and 3 years of experience.

ARCHITECT
Designs, develops, and implements infrastructure to provide highly complex, reliable, and scalable database to meet the organization's objectives and requirements. Analyzes organization's business requirements for database design and implements changes to the database as required. Provides detailed design and specification documentation, including flowcharts, for all aspects of the database.
Bachelor’s degree in a related field and 1 year of experience.

SYSTEM ADMINISTRATOR
Provides support for implementation, troubleshooting and maintenance of Information Technology (IT) systems. Manages IT system infrastructure and any processes related to these systems.
Bachelor’s degree and 4 years of experience.

CONSULTING DIRECTOR
Directs the completion of multiple information technology projects. Reviews projects to determine costs, timeline, funding, staffing requirements, and goals. Oversees the work of project managers and their project teams. Directs, develops detailed work plans, schedules, and status reports. Builds and maintains working relationships with customer, and other departments involved in the projects and provides technical guidance.
Bachelor’s degree and 3 years of experience.

MANAGING DIRECTOR
Serves as the primary interface between client, and organization. Directs and defines project scope and objectives. Oversees all aspects of projects and/or Program. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project and/or program. Responsible for tracking all projects and provide guidance in the analysis. Ensures adherence to quality standards and reviews all projects and their deliverables. Prepares reports for customer regarding status of all projects and overall program.
Bachelor’s degree and 5 years of experience.

PRINCIPAL ENGINEER
Complete understanding and wide application of technical principle, theories, and concepts in the field. General knowledge of other related disciplines. Provides technical solutions to a wide range of difficult problems. Solutions are imaginative, thorough, and practicable, and consistent with organization objectives. Works under only general direction. Independently determines and develops approach to solutions. Work is reviewed upon completion for adequacy in meeting objectives.
Bachelor’s degree and 5 years of experience.

SENIOR PROCESS CONSULTANT
Responsible for defining and developing business processes, policies, roles and responsibilities, and performance metrics. Conducts analysis of business processes: current state analysis, gap analysis, benchmarking, best practices identification, organizational assessment, and other related tasks. Takes project from original concept through final implementation. May deliver presentations and training courses including measurement, analysis, improvement, and control. Interfaces with all areas of project including customer, computer services, and client services.
Bachelor’s Degree and 5 years of experience.

SOFTWARE DEVELOPER
Develops and maintains software applications. Works on complex analytical and programming tasks, requiring knowledge of programming languages and data communications and general knowledge of business operations. Programming development duties with specified languages for analysis, design, implementation, quality assurance and support.
Bachelor’s degree and 4 years of experience.

SENIOR SOFTWARE DEVELOPER
Independently develops and maintains software applications. Works on complex analytical and programming tasks, requiring knowledge of programming languages and data communications and general knowledge of business operations. Programming development duties with specified languages for analysis, design, implementation, quality assurance and support.
Bachelor’s degree and 5 years of experience.

PROJECT MANAGER
The Project Manager will possess experience in the performance of large or complicated information technology projects. Provides supervisory, technical, and administrative direction for personnel performing on tasks for this project. Responsible for resource management and performance of all tasks on this project, to include analyses, report findings, and deliverables. Develops a project management plan that identifies project staff, staffing hours, task outlines, milestones, contract deliverables, and due dates. Requires a Bachelor’s degree in a related field and 5 years of experience.

SENIOR ENGINEER
Exhibits an exceptional degree of ingenuity, creativity, and resourcefulness. Applies and/or develops highly advanced technical technologies, scientific principles, theories and concepts. Viewed as expert within the field. Develops information that extends knowledge in a given field. Information may form the basis of newly developed concepts, theories, and products. Often acts independently to uncover and resolve issues associated with the development and implementation of operational programs. Plans R & D programs and recommends technological application programs to accomplish long-range objectives. Work is checked only to the effectiveness of results obtained, typically requiring a long-term perspective. Virtually self-supervisory. Bachelor’s degree and 10 years of experience.

SENIOR MANAGER
Responsible for providing guidance for specific tasks and subtasks. Responsible for managing some aspects of projects and day to day activities. Provides supervision of multiple complex projects and principle liaison with clients on business, technical and cost matters for project planning, scheduling and implementation. Bachelor’s degree and 5 years of experience.

SENIOR CONSULTANT
Supports more experienced senior consultants in performing task activities. Manages, processes, and tracks project documentation. Serves as a Technical Specialist in one or more project tasks, applying a wide spectrum of disciplines for the planning, analysis, design, implementation and support of assigned tasks. Develops analytical and computational techniques and methodology for problem solutions. Performs enterprise wide strategic systems planning, business information planning, business and analysis. May perform a quality assurance role. Identifies all task responsibilities and reports any changes or suggestions. Bachelor’s degree and 6 years of experience.

PROCESS CONSULTANT
Responsible for most complex systems process analysis, design, and simulation. Has in-depth understanding of organization and industry's high-level business systems and their requirements. Focus is on process analysis and re-engineering, with an understanding of technical problems and solutions as they relate to the current and future business environment. Creates process change by integrating new processes with existing ones and communicating these changes to those impacted. Recommends and facilitates quality improvement efforts. May lead re-engineering team and act as project manager in some cases. Bachelor’s degree and 6 years of experience.

SENIOR BUSINESS ANALYST
Under general direction, formulates and defines systems scope and objectives based on both user needs and a good understanding of applicable business systems and industry requirements. Devises or modifies procedures to solve complex problems considering computer equipment and limitations, operating time, and form of desired results. Includes analysis of business and user needs, documentation of requirements, and translation into proper system requirement specifications. Guides and advises less experienced Business Systems Analysts. Competent to work at the highest technical level of most phases of systems analysis while considering the business implications of the application of technology to the current and future business environment. Bachelor’s degree and 7 years of experience.