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 for GSA-Advantage® is: GSAAdvantage.gov. For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Multiple Award Schedule
FSC Group: Information Technology
FSC Class: 7030, J070, D304, D399

Contract Number: 47QTCA20D004L
Contract Period: January 20, 2020 through January 19, 2025

Meridian Knowledge Solutions, LLC
80 Iron Point Circle, Suite 100
Folsom, CA 95630
(916) 985-9625 voice
(916) 985-9632 fax
www.meridianks.com

Contract Administrator: Jennifer Salazar
Telephone: 916-985-9625 / Fax: 916-985-9632
jsalazar@trustvip.com

Business Size/Status: Other than small business
For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Prices shown herein are NET (discount deducted).
Pricelist current through modification PS-0010 dated May 4, 2022

GSA Contract Holder
COOP PURCH
DISAST RECOV
Customer Information

1a. Table of Awarded Special Item Numbers (SINs): Please refer to GSA eLibrary ([www.gsaelibrary.gsa.gov](http://www.gsaelibrary.gsa.gov)) for detailed SIN descriptions

<table>
<thead>
<tr>
<th>SIN</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>511210/RC/STLOC</td>
<td>Software Licenses</td>
</tr>
<tr>
<td>54151</td>
<td>54151/RC/STLOC</td>
<td>Software Maintenance Services</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>54151ECOM/RC/STLOC</td>
<td>Electronic Commerce and Subscription Services</td>
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<tr>
<td>54151S</td>
<td>54151S/RC/STLOC</td>
<td>IT Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLM/RC/STLOC</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. Lowest Priced Model Number and Lowest Price: Please refer to our rates on page #11

1c. Labor Category Descriptions: Please refer to page #17

2. Maximum Order:
The maximum order threshold represents the point where, given the dollar value of the potential order, the Schedule Contractor may decline the order. Schedule contractors are encouraged, but not obligated, to accept orders exceeding this limit.

<table>
<thead>
<tr>
<th>SIN</th>
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<tr>
<td>511210</td>
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<td>54151</td>
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<tr>
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3. Minimum Order: $100.00

4. Geographic Coverage: Domestic

5. Point of Production: US

6. Discount from List Price: Government Net Prices (discounts already deducted.)

7. Quantity Discounts: Not Applicable

8. Prompt Payment Terms:

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

9. Foreign Items: None

10a. Time of Delivery: 30 Days to respond to order; or as mutually agreed between MKSL and Government Ordering Office.

10b. Expedited Delivery: Contact Contractor

10c. Overnight and 2-Day Delivery: Contact Contractor

10d. Urgent Requirement: Contact Contractor

11. F.O.B. Point(s): Destination

12a. Ordering Address: Meridian Knowledge Solutions, LLC

   80 Iron Point Circle, Suite 100

   Folsom, CA 95630

   Phone: 703-322-9565

   Fax: 703-322-9568

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

13. Payment Address: Meridian Knowledge Solutions, LLC

   1880 Campus Commons Drive, Suite 275 North

   Reston, VA 20191

   (866) 485-6574

   info@meridianks.com
14. Warranty Provision: Refer to approved EULA
15. Export Packing Charges: 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. Preventative 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. 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/ Contact Contractor of more information.
23. Unique Entity Identifier (UEI) number MM9LQ3WBY5V7
24. Meridian Knowledge Solutions, LLC is registered and active in the System for Award Management (SAM).
1.) Specific Instructions for SIN 511210 - Software Licenses

   a.) Offerors are encouraged to identify within their 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 an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at http://www.core.gov.

   b.) The words “term software” or “perpetual software” shall be the first word in the product title/name for: 1) the price proposal template and 2) the SIP file for GSA Advantage. The words “term software” or “perpetual software” shall be the first word in the product title/name for the GSA Pricelist pricing charts (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016). The words “term software” or “perpetual software” shall be in each product title in any response to a customer Request for Quote (RFQ) or Request for Information (RFI).

   c.) Contractors are encouraged to offer SIN 54151 Software Maintenance Services in conjunction with SIN 511210 - Software Licenses.

   d.) Conversion From Term License To Perpetual License

   i.) When standard commercial practice offers conversions of term licenses to perpetual licenses, and an ordering activity requests such a conversion, the contractor shall provide the total amount of conversion credits available for the subject software within ten (10) calendar days after placing the order.

   ii.) When conversion credits are provided, they shall continue to accrue from one contract period to the next, provided the software has been continually licensed without interruption.

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

   iv.) When conversion from term licenses to perpetual licenses is offered, the price the ordering activity shall pay will be the perpetual license price that prevailed at the time such software was initially ordered under a term license, or the perpetual license price prevailing at the time of conversion from a term license to a perpetual license, whichever is the less, minus an amount equal to a percentage of all term license payments during the period that the software was under a term license within the ordering activity.

   e.) Term License Cessation

   i.) After a software product has been on a continuous term license for a period of N/A (Fill-in the period of time.) months, a fully paid-up, non-exclusive, perpetual license for the software product shall automatically accrue to the ordering activity. The period of continuous term license for automatic accrual of a fully paid-up perpetual license does not have to be achieved during a particular fiscal year; it is a written Contractor commitment which continues to be available for software that is initially ordered under this contract, until a fully paid-up perpetual license accrues to the ordering activity. However, should the term license of the software be discontinued before the specified period of the continuous term license has been satisfied, the perpetual license accrual shall be forfeited. Contractors who do not commercially offer conversions of term licenses to perpetual licenses shall indicate that their term licenses are not eligible for conversion at any time.

   ii.) Each separately priced software product shall be individually enumerated, if different accrual periods apply for the purpose of perpetual license attainment.

   iii.) Fill-in data and specific terms shall be attached to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).

   iv.) The Contractor agrees to provide updates and software maintenance services for the software after a perpetual license has accrued, at the prices and terms of SIN 54151 - Software Maintenance Services, if
the licensee elects to order such services. Title to the software shall remain with the Contractor.

f.) Utilization Limitations for Perpetual Licenses

i.) Software Asset Identification Tags (SWID) (Option 1 Perpetual License)

1.) Option 1 is applicable when the Offeror agrees to include the International Organization for Standardization/International Electrotechnical Commission 19770-2 (ISO/IEC 19770-2:2015) standard identification tag (SWID Tag) as an embedded element in the software. An ISO/IEC 19970-2 tag is a discoverable identification element in software that provides licensees enhanced asset visibility. Enhance visibility supports both the goals of better software asset management and license compliance. Offerors may use the National Institute of Standards and Technology (NIST) document “NISTIR 8060: Guidelines for Creation of Interoperable Software Identification (SWID) Tags,” December 2015 to determine if they are in compliance with the ISO/IEC 19770-2 standard.

2.) Section 837 of The Federal Information Technology Acquisition Reform Act (FITARA) of 2014, requires GSA to seek agreements with software vendors that enhance government-wide acquisition, shared use, and dissemination of software, as well as compliance with end user license agreements. The Megabyte Act of 2016 requires agencies to inventory software assets and to make informed decisions prior to new software acquisitions. In June of 2016, the Office of Management and Budget issued guidance on software asset management requiring each CFO Act (Public Law 101-576 – 11/15/1990) agency to begin software inventory management (M-16-12). To support these requirements, Offerors may elect to include the terms of Option 1 and/or Option 2, which support software asset management and government-wide reallocation or transferability of perpetually licensed software.

ii.) Reallocation of Perpetual Software (Option 2 Perpetual License)

1.) The purpose of SIN 511210 OPTION 2 is to allow ordering activities to transfer software assets for a pre-negotiated charge to other ordering activities.

2.) When an ordering activity becomes aware that a reusable software asset may be available for transfer, it shall contact the Contractor, identify the software license or licenses in question, and request that these licenses be reallocated or otherwise made available to the new ordering activity.

3.) Contractors shall release the original ordering activity from all future obligations under the original license agreement and shall present the new ordering activity with an equivalent license agreement. When the new ordering activity agrees to the license terms, henceforth any subsequent infringement or breach of licensing obligations by the new ordering activity shall be a matter exclusively between the new ordering activity and the Contractor.

4.) The original ordering activity shall de-install, and/or make unusable all of the software assets that are to be transferred. It shall have no continuing right to use the software and any usage shall be considered a breach of the Contractor’s intellectual property and a matter of dispute between the original ordering activity/original license grantee and the licensor.

5.) As a matter of convenience, once the original licenses are deactivated, di-installed, or made otherwise unusable by the original ordering activity or license grantee, the Contractor may elect to issue new licenses to the new ordering activity to replace the old licenses. When new licenses are not issued, the Contractor shall provide technical advice on how best to achieve the functional transfer of the software assets.

6.) Software assets that are eligible for transfer that have lapsed Software Maintenance Services (SIN 54151) may require a maintenance reinstatement fee, chargeable to the new ordering activity or license grantee. When such a fee is paid, the new ordering activity shall receive all the rights and benefits of Software Maintenance Services.

7.) When software assets are eligible for transfer, and are fully covered under pre-paid Software Maintenance Services (SIN 54151), the new ordering activity shall not be required to pay maintenance for those license assets prior to the natural termination of the paid for maintenance period. The rights
associated with paid for current Software Maintenance Services shall automatically transfer with the software licenses without fee. When the maintenance period expires, the new ordering activity or license grantee shall have the option to renew maintenance.

8.) The administrative fee to support the transfer of licenses, exclusive of any new incremental licensing or maintenance costs shall be N/A percentage (%) of the original license fee. The fee shall be paid only at the time of transfer. In applying the transfer fee, the Software Contractor shall provide transactional data that supports the original costs of the licenses.

9.) Fill-in data and specific terms shall be attached to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).

g.) Software Conversions: Full monetary credit will be allowed to the ordering activity when conversion from one version of the software to another is made as a result of a change in operating system, or from one computer system to another. Under a perpetual license, the purchase price of the new software shall be reduced by the amount that was paid to purchase the earlier version. Under a term license, if conversion credits had accrued while the earlier version was under a term license, those credits shall carry forward and remain available as conversion credits which may be applied towards the perpetual license price of the new version.
Meridian Learning Management System (LMS) – Government Edition

Product Description:
The Meridian LMS Government Edition is a dynamic web-based learning and knowledge management infrastructure that integrates courseware delivery, administrative documentation, knowledge mapping, social media tools, mobile responsive design, knowledge capture, performance management for organizations of any size with proven scalability in enterprise implementations and highly secure network environments.

This award winning, SCORM compliant product allows rapid deployment of enterprise-wide learning, knowledge, and performance management solutions. The LMS is compliant with leading industry standards, allowing the seamless integration of COTS courseware libraries as well as custom content.

The LMS is offered with two price models being perpetual and SaaS which are further detailed below to provide the most buying flexibility and ability to tailor to create a unique enterprise-wide solution responding to specific client requirements and objectives.

SIN 511210: Item Number MKSL-GLMS-001L through MKSL-GLMS-001R

SaaS License Model – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

SIN 511210: Item Number MKSL-GLMS-001A through MKSL-GLMS-001J

Perpetual License Model – Allows purchase, modification of the system, and deployment behind the firewall or within Meridian’s hosted environment. Perpetual license requires the purchase of standard maintenance.

Meridian Performance Management Module

Product Description:
The Meridian Performance Management Module makes up a competency modeling component that includes a 360 degree Skills Assessment Survey, skills gap analysis, recommended learning activities, coaching abilities, an administrative console for managing core competencies at the corporate level, certification and external learning interoperability, and local competency management for creation of individualized learning paths.

In addition to the IDP, the ability to create Performance Evaluation Templates and assign them to distinct job titles allows for a complete employee review cycle. Managers and employees can complete, make visible and view self and in-line evaluations online before meeting in person. HR administrators can report on the completion and results of the evaluations across the organization to evaluate content and compliance.

SIN 511210: Item Number MKSL-GLMS-002L through MKSL-GLMS-002R

SaaS License Model – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

SIN 511210: Item Number MKSL-GLMS-002A through MKSL-GLMS-002G

Perpetual License Model – Allows purchase, modification of the system, and deployment behind the firewall or within Meridian’s hosted environment. Perpetual license requires the purchase of standard maintenance.

Meridian Career Development Module

Product Description:
The Meridian Career Development Module is a competency-based planning and management tool that allows learners to see how their current measured or completed competencies “fit” against possible future jobs in a career path. Competencies may be completion or rating-based, captured via an included 360-degree feedback tool. Training administrators can map competencies to any development activity in their library, allowing learners the ability to easily find relevant content to add to their Individual Development Plans. Development plans include optional approval paths, development goals, related development activities, and even external learning. Managers and administrators can see competency progress for their employees and find employees who are a good fit for a job given the job’s required competencies.

SIN 511210: Item Number MKSL-MCDM-001S through MKSL-MCDM-008S

SaaS License Model – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance,
upgrades, patches, and hosting.

**Meridian Social Media Module**

*Product Description:*

Meridian Social Learning allows for open and private collaboration and interaction between users worldwide via wikis, blogs, chat and more. Meridian Social Learning include the ability to Extend learning out of the classroom or eLearning environment, Leverage and share expertise of your audience, allow users to participate in wikis, blogs, and chat. Create Best Practice Centers, Unite those who have taken training together with instructors and subject matter experts, and collaboration as mandatory or optional components of certifications and curriculum.

SIN 511210: Item Number MKSL-GLMS-003A through MKSL-GLMS-003C

SaaS License Model – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

**Meridian Ad Hoc Reporting Module**

*Product Description:*

The Meridian Ad Hoc Reporting Module provides a true Ad-hoc reporting solution that allows designated administrators to build their own custom reports without needing to know any prior knowledge of database commands or code. The Meridian Ad-Hoc reporting solution is an out-of-the-box solution that allows an administrator to identify the tables and specific fields that they would want to include in their custom reports and then simply add those fields together. Through a combination of a drag & drop / point and click interface, each custom report can be created with several UI elements.

SIN 511210: Item Number MKSL-GLMS-005H through MKSL-GLMS-005I

SaaS License Model – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

SIN 511210: Item Number MKSL-GLMS-005A through MKSL-GLMS-005D

Perpetual License Model – Allows purchase and deployment behind the firewall or within Meridian’s hosted environment. Perpetual license requires the purchase of standard maintenance and Ad Hoc hosting either virtual or dedicated.

**DomiKnow One**

*Product Description:*

The DomiKnow One Enterprise LCMS is a web-based, collaborative eLearning and mLearning authoring platform for creating high-impact learning. Claro stores all project assets in one central location so authors in the same office or across the globe can quickly access, repurpose or re-use content from any platform, across any project, at any time. Claro publishes to standards compliant HTML, Java Script, and CSS—taking full advantage of HTML5 when supported by a device’s browser, and intelligently adjusting for older browsers that do not support it. Claro is fully integrated into the Meridian LMS using the PENS standards which allows for direct publishing into the LMS.

SIN 511210: Item Number MKSL-GLMS-006E thru MKSL-GLMS-006G

SaaS License Model – Provides cloud-based subscription model as annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

SIN 511210: Item Number MKSL-GLMS-006A through MKSL-GLMS-006C

Perpetual License Model – Allows for purchase. Perpetual license requires the purchase of maintenance.

**Hosting**

*Product Description:*

Meridian provides comprehensive and secure hosting services. We provide the hardware, software, maintenance, bandwidth, backups and all services related to the hosting of the solution with an available Service Level Agreement. The operational hosting environment is located in our dedicated, secure space, Internet service exchange ensuring 100% power availability and 100%
network connectivity. Our co-location offers a reliable infrastructure, fast connectivity and 24x7 network monitoring. The co-location provides the industry’s most advanced power, security, network and fire suppression technologies. This state-of-the-art data center is built to ensure efficient, reliable and continuous operations—even in the event of severe natural or man-made catastrophes.

SIN 511210: Item Number MKSL-GLMS-007A through MKSL-GLMS-007E

End User Support

Product Description:
Phone support to provide your users a resolution path to common end user questions around platform access, password maintenance, content access, transcripts, and general help in using the system.

SIN 54151: Item Number MKSL-GLMS-008A and MKSL-GLMS-008B

Languages

Product Description:
Meridian Global provides complete globalization support, and can be localized with up to 28 languages. The core product provides a standard seven languages and additional language licenses can be purchased based on unit tiers. Requires Meridian Global LMS. SIN 511210: Item Number MKSL-GLMS-009D through MKSL-GLMS-009F

SaaS License Model – Provides access to languages within Meridian’s subscription model at a yearly recurring fee.

SIN 511210: Item Number MKSL-GLMS-009A through MKSL-GLMS-009C

Perpetual License Model – Provide access to languages as part of the LMS perpetual model.

Meridian Global SaaS with FedRAMP Accreditation

Meridian Global SaaS (with moderate FedRAMP Accreditation) is a web-based, learning management software platform that allows organizations to rapidly deploy enterprise-wide learning. The modern user interface and powerful administrative features allow for efficient delivery and effective management of online and instructor-led learning. The platform helps organizations manage and schedule all learning activities, automate assignments based upon dynamic criteria, track progression, and assess skill gaps. Meridian Global is compliant with leading industry standards allowing for seamless integration with commercial-off-the-shelf courseware libraries as well as custom content. The Meridian Global platform supports organizations of any size and scale for traditional employees and contractors as well as external audiences like customers, partners, and other stakeholders. Includes the following features:

- **Career Development.** Competency-based planning and management tool that allows learners to see how their current measured or completed competencies “fit” against possible future jobs in a career path.
- **Social Collaboration.** Includes open, private, and course-related collaboration spaces allowing members to easily collaborate with others in a space using wikis, blogs, chat and much more.
- **Ad Hoc Reporting.** Includes a powerful reporting interface that allows administrators to design and build their own custom reports using a point & click web interface without needing to know how to write their own database queries.
- **Other Government Features.** Includes SF-182 and EHRI.
- **FedRAMP Hosting.** Includes deployment with FedRAMP accredited hosting infrastructure that is highly secure and scalable.

SIN 511210: Item Number MKSL-MGSF-001A through MKSL-MGSF-001H

SaaS License Model – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

Meridian Learning Management System (LMS) and Learning Record Store (LRS) with FedRAMP Accreditation

Meridian SaaS LMS (with moderate FedRAMP Accreditation) is an enterprise-level learning ecosystem that allows online, classroom, and virtual learning to be deployed, assigned, scheduled and tracked via efficient learner and administrative experiences. The platform, deployed in a moderate FedRAMP baseline environment, includes tools and features for effective content discovery, including
recommendations, tagging, full-text document search, competency-based search, and more.

The LMS lets administrators do more with their content via comprehensive certification management, dynamic training assignments, and automatic post-course surveys and learning evaluations. Administrators may separate audiences and share content to them using domain hierarchies. Domains may create their own branding, content, notifications, and dynamic assignment rules. They may also extensively configure the learner home page via existing portlets and the ability to create custom panels and homepage feeds.

Meridian LMS supports content interoperability standards including SCORM, AICC, and xAPI. Meridian offers its ADL-certified Learning Record Store (LRS) as an included component to capture and track xAPI activity.

- Government Features. Includes SF-182 and EHRI.
- FedRAMP Hosting. Includes deployment with FedRAMP accredited shared hosting infrastructure that is highly secure and scalable.

**SIN 511210: Item Number MKSL-MGSF-002A through MKSL-MGSF-002H**

**SaaS License Model** – Provides cloud-based subscription model as an annual reoccurring fee that includes maintenance, upgrades, patches, and hosting.

**Meridian Learning Management System (LMS) and Learning Record Store (LRS) – On-Premise SaaS**

**Product Description:**
Meridian SaaS LMS is an enterprise-level learning ecosystem that allows online, classroom, and virtual learning to be deployed, assigned, scheduled, and tracked via efficient learner and administrative experiences. The LMS includes tools and features for effective content discovery, including recommendations, tagging, full-text document search, competency-based search, and more. The LMS lets administrators do more with their content via comprehensive certification management, dynamic training assignments, and automatic post-course surveys and learning evaluations. Administrators may separate audiences and share content to them using domain hierarchies. Domains may create their own branding, content, notifications, and dynamic assignment rules. They may also extensively configure the learner home page via existing portlets and the ability to create custom panels and homepage feeds.

Meridian LMS supports content interoperability standards including SCORM, AICC, and xAPI. Meridian offers its ADL-certified Learning Record Store (LRS) as an included component to capture and track xAPI activity.

- Government Features. Includes SF-182 and EHRI.
- Designed to be deployed in an on-premise hosting platform

**SIN 511210: Item Number MKSL-MGSF-003A through MKSL-MGSF-003H**

**SaaS License Model** – Provides a client hosted subscription model as an annual reoccurring fee that includes maintenance, upgrades, and patches.

**Knowledge Center**

**Product Description:**
Maintenance for Meridian’s legacy product is an annual fee, which is billed annually as a percentage of the software license fee. Annual maintenance is twenty percent (20%) of the license fee.

**SIN 54151: Item Number MKSL-GLMS-001K**

**Instructor Led Training, Web Based Training and Education Courses, Course Development and Test**

**Product Description:**
Meridian provides prepackaged training services that support implementation readiness, train the trainer, and technical installation and management of the application. Customized training offerings can be built and are offered through Meridian Direct GSA labor rates.

**SIN 54151: Item Number MKSL-GLMS-011A through MKSL-GLMS-011C**
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<th>MFR PART NO</th>
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<th>PRODUCT DESCRIPTION</th>
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<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-007E</td>
<td>Meridian LMS Hosting - Perpetual - Platinum Tier</td>
<td>up to 150000 users</td>
<td>EA</td>
<td>$97,503.27</td>
</tr>
<tr>
<td>511210</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-005E</td>
<td>Ad Hoc Server - Virtual Instance</td>
<td>Goes with Basic, Bronze</td>
<td>EA</td>
<td>$1,875.06</td>
</tr>
<tr>
<td>511210</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-005F</td>
<td>Ad Hoc Server - Virtual Instance</td>
<td>Goes with Silver, Gold</td>
<td>EA</td>
<td>$11,250.38</td>
</tr>
<tr>
<td>511210</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-005G</td>
<td>Ad Hoc Server - Dedicated Instance</td>
<td>Goes with Platinum</td>
<td>EA</td>
<td>$18,750.63</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-008A</td>
<td>End User Support</td>
<td>100 incidents</td>
<td>EA</td>
<td>$3,750.13</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-008B</td>
<td>End User Support - Additional Units</td>
<td>Additional 100 incidents</td>
<td>EA</td>
<td>$3,562.14</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-001K</td>
<td>Meridian LMS - Annual Maintenance (Perpetual License)</td>
<td>Annual Maintenance pricing is 20% of the total Perpetual License purchase (actual client cost). For clarity, the 20% annual Maintenance cost is calculated based upon the aggregate fees charged to the client for the base perpetual license and any add-on module costs.</td>
<td>EA</td>
<td>20% of the total Perpetual License costs including the base Perpetual license and any add-on modules inclusive of the .75% IFF</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-001A</td>
<td>Training - Decision Point/Implementation Readiness</td>
<td>Meridian provides prepackaged training services that support implementation readiness, train the trainer, and technical install and management of the application.</td>
<td>EA</td>
<td>$2,250.08</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL-GLMS-001B</td>
<td>Training - Administrator/Train the trainer</td>
<td>Meridian provides prepackaged training services that support implementation readiness, train the trainer, and technical install and management of the application.</td>
<td>EA</td>
<td>$2,250.08</td>
</tr>
<tr>
<td>SIN</td>
<td>MANUFACTURER NAME</td>
<td>MFR PART NO</td>
<td>PRODUCT NAME</td>
<td>PRODUCT DESCRIPTION</td>
<td>UOI</td>
<td>GSA PRICE (inclusive of the .75% IFF)</td>
</tr>
<tr>
<td>------</td>
<td>---------------------------------</td>
<td>-------------</td>
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<td>---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>-----</td>
<td>--------------------------------------</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL- GLMS - 011C</td>
<td>Training - Technical installation and management</td>
<td>Meridian provides prepackaged training services that support implementation readiness, train the trainer, and technical install and management of the application.</td>
<td>EA</td>
<td>$2,250.08</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL- GLMS - 001K</td>
<td>Meridian LMS - Annual Maintenance (Perpetual License)</td>
<td>Annual Maintenance pricing is 20% of the total Perpetual License purchase (actual client cost). For clarity, the 20% annual Maintenance cost is calculated based upon the aggregate fees charged to the client for the base perpetual license and any add-on module costs.</td>
<td>EA</td>
<td>20% of the total Perpetual License costs including the base Perpetual license and any add-on modules inclusive of the .75% IFF</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL- GLMS - 011A</td>
<td>Training - Decision Point/Implementation Readiness</td>
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<td>EA</td>
<td>$2,250.08</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL- GLMS - 011B</td>
<td>Training - Administrator/Train the trainer</td>
<td>Meridian provides prepackaged training services that support implementation readiness, train the trainer, and technical install and management of the application.</td>
<td>EA</td>
<td>$2,250.08</td>
</tr>
<tr>
<td>54151</td>
<td>Meridian Knowledge Solutions, LLC</td>
<td>MKSL- GLMS - 011C</td>
<td>Training - Technical installation and management</td>
<td>Meridian provides prepackaged training services that support implementation readiness, train the trainer, and technical install and management of the application.</td>
<td>EA</td>
<td>$2,250.08</td>
</tr>
</tbody>
</table>
The following experience and education substitutions apply to the Meridian Labor Categories described in this schedule.

**EXPERIENCE SUBSTITUTIONS:**

<table>
<thead>
<tr>
<th>Experience Substitution</th>
<th>Equivalent Education</th>
</tr>
</thead>
<tbody>
<tr>
<td>High School Diploma + 2 years additional experience</td>
<td>Associate's degree</td>
</tr>
<tr>
<td>Trade/Vocational School or Technical Training or Military training in relevant field</td>
<td></td>
</tr>
<tr>
<td>Associates Degree + 2 years additional experience</td>
<td>Bachelor's Degree</td>
</tr>
<tr>
<td>HS Diploma + 4 years additional experience</td>
<td></td>
</tr>
<tr>
<td>HS Diploma + Professional or Industry Standard Technical Certification in a relevant field (e.g. Digital Video Engineering Professional, Microsoft Certified Solutions Expert, Certified Information Professional, Adobe Certified Associate, Certified Meeting Professional)</td>
<td>Master's Degree</td>
</tr>
<tr>
<td>Bachelor’s degree + 2 years additional experience</td>
<td></td>
</tr>
<tr>
<td>HS Diploma + Professional License (e.g. Project Management Professional(PMP), Strategic Communication Management Professional)</td>
<td></td>
</tr>
<tr>
<td>Master’s degree + 3 years additional experience</td>
<td>Ph.D.</td>
</tr>
</tbody>
</table>

**EDUCATION SUBSTITUTIONS:**

<table>
<thead>
<tr>
<th>Education Substitution</th>
<th>Equivalent Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>A Ph.D. may be substituted for 3 years of required experience with a Master’s degree or 5 years with a Bachelor’s degree.</td>
<td></td>
</tr>
<tr>
<td>A Master’s degree may be substituted for 2 years of required experience with a Bachelor’s Degree.</td>
<td></td>
</tr>
<tr>
<td>A Bachelor’s Degree may be substituted for 4 years of required experience with a HS Diploma.</td>
<td></td>
</tr>
<tr>
<td>An Associate’s Degree may be substituted for 2 years of required experience with a HS Diploma.</td>
<td></td>
</tr>
<tr>
<td>A Professional Certification in a relevant field may be substituted for 4 years of required experience with a HS Diploma.</td>
<td></td>
</tr>
</tbody>
</table>

**Application Architect I**

**Minimum/General Experience:**
1 year experience providing software architectural design.

**Functional Responsibility:**
Assist with the architectural guidance for major software initiatives. Participate in development of architectural strategy, including technology standardization and modernization. Assist with the development of detailed documentation on system design and implementation. Assist with the development of design standards and guidelines. Assist with the evaluation, validation and testing and provide recommendations for new tools for enterprise management.

**Minimum Education**
Bachelor’s degree

**Application Architect II**

**Minimum/General Experience:**
6 years’ experience providing software architectural design.

**Functional Responsibility:**
Provide architectural guidance for major software initiatives. Participate in development of architectural strategy, including technology standardization and modernization. Provide detailed documentation on system design and implementation. Develop design standards and guidelines. Effectively collaborate with stakeholders to gain collective buy-in on architecture strategies. Evaluate, test and provide recommendations for new tools for enterprise management.

**Minimum Education**
Bachelor’s degree
Application Architect III
Minimum/General Experience:
8 years’ experience providing software architectural design.
Functional Responsibility:
Provide architectural guidance for major software initiatives. Lead the development of architectural strategy, including technology standardization and modernization. Provide detailed documentation on system design and implementation. Develop design standards and guidelines, and mentor other architects and engineers on best practices. Effectively collaborate with stakeholders to gain collective buy-in on architecture strategies. Evaluate, test and provide recommendations for new tools for enterprise management. Be a mentor for software engineers.
Minimum Education
Bachelor’s degree

Application Developer I
Minimum/General Experience:
2 years’ experience providing software application development services.
Functional Responsibility:
Provides support encompassing some of the tasks necessary to assist in the management of software, systems, data files, databases, and interfaces from conception, planning, design, development, to maintenance, improvement, conversion, and implementation. Conducts studies related to information systems planning as well as the sizing and designing of computer systems on which new or existing software will operate. Evaluates software and tools and, analyze systems and software requirements. Develops block diagrams and logic flow charts. Translates detailed design into computer software. Tests, debugs, and refines the computer software to produce the required product. Prepares required documentation, including both program-level and user-level documentation. Prepares the design of software tools and subsystems to support reuse, domain analysis and integration of software components. Enhances software to reduce operating time or improve efficiency.
Minimum Education
Bachelor’s degree

Application Developer II
Minimum/General Experience:
4 years’ experience providing software application development services.
Functional Responsibility:
Provides support encompassing most tasks necessary to assist in the management of software, systems, data files, databases, and interfaces from conception, planning, design, development, to maintenance, improvement, conversion, and implementation. Conducts studies related to information systems planning as well as the sizing and designing of computer systems on which new or existing software will operate. Evaluates software and tools, and, analyze systems and software requirements. Develops block diagrams and logic flow charts. Translates detailed design into computer software. Tests, debugs, and refines the computer software to produce the required product. Prepares required documentation, including both program-level and user-level documentation. Prepares the design of software tools and subsystems to support reuse, domain analysis and integration of software components. Enhances software to reduce operating time or improve efficiency. Provides assistance to programmers to ensure program deadlines are met.
Minimum Education
Bachelor’s degree

Application Developer III
Minimum/General Experience:
6 years’ experience providing complex software application development services.
Functional Responsibility:
Provides support encompassing all tasks necessary to assist in the management of software, systems, data files, databases, and interfaces from conception, planning, design, development, to maintenance, improvement, conversion, and implementation. Conducts studies related to information systems planning as well as the sizing and designing of computer systems on which
new or existing software will operate. Evaluates software and tools and, analyze systems and software requirements. Develops block diagrams and logic flow charts. Translates detailed design into computer software. Tests, debugs, and refines the computer software to produce the required product. Prepares required documentation, including both program-level and user-level documentation. Prepares the design of software tools and subsystems to support reuse, domain analysis and integration of software components. Enhances software to reduce operating time or improve efficiency. Provides technical direction to programmers to ensure program deadlines are met.

**Minimum Education**
Bachelor’s Degree

**Computer Programmer**

**Minimum/General Experience:**
2 years of computer programming experience.

**Functional Responsibility:**
Under limited supervision, plan, develop, and implement new application code, maintain and enhance existing code of moderate complexity in order to further the overall goals of the company and clients. Consistently use and improve upon analytical and technical skills. Develop detailed internal and external design specifications of new application code. Maintain and enhance existing application code. Design, code, test, and implement programs and procedures. Ensure that program documentation is accurate and current. Act as a liaison to users by researching and analyzing requirements. Develop requirements for systems, programs, and procedures to solve complex business problems. Assist in research and evaluation of cost-effective alternative technologies, methodologies, and procedures for implementing business solutions. Develop and maintain accurate project estimates covering the life cycle of a project. Coordinate with user areas and operations staff in implementing programs, systems, and procedures. Assist in transferring knowledge to other programmer/analysts on a peer-to-peer or in a group setting.

**Minimum Education**
Associate degree

**Computer Systems Analyst I**

**Minimum/General Experience:**
1 years’ experience providing computer systems integration and analysis.

**Functional Responsibility:**
Plans and performs low to medium complexity engineering analysis, evaluation, design, integration, documentation, and implementation of low to medium complexity solutions that require a good knowledge of higher mathematics, scientific, and technical skills. Analyze system specifications and translate system requirements to task specifications. Writes, edits, and analyzes programs and processes including performance, diagnosis and troubleshooting of problem programs, and designing solutions to problematic programming. Prepares and presents and briefings.

**Minimum Education**
Bachelor’s degree

**Computer Systems Analyst II**

**Minimum/General Experience:**
3 years’ experience providing computer systems integration and analysis.

**Functional Responsibility:**
Plans and performs medium to high-level engineering analysis, evaluation, design, integration, documentation, and implementation of medium to complex solutions that require a strong knowledge of higher mathematics, scientific, and technical skills. Analyze system specifications and translate system requirements to task specifications. Writes, edits, and analyzes programs and processes including performance, diagnosis and troubleshooting of problem programs, and designing solutions to problematic programming. Prepares and presents and briefings.

**Minimum Education**
Bachelor’s degree
instructions, and any changes made in database tables on procedural, modular and database level. Maintain Client databases. Prepares and may deliver presentations and briefings.

**Minimum Education**
Bachelor’s degree

**Computer Systems Analyst III**

**Minimum/General Experience:**
6 years’ experience providing computer systems integration and analysis.

**Functional Responsibility:**
Plans and performs high-level engineering analysis, evaluation, design, integration, documentation, and implementation of complex solutions that require a thorough knowledge of higher mathematics, scientific, and technical skills. Analyze system specifications and translate system requirements to task specifications. Writes, edits, and analyzes programs and processes including performance, diagnosis and troubleshooting of problem programs, and designing solutions to problematic programming. Writes, edits, and debugs computer programs, including necessary records and desired output. Document code consistently throughout the development process by listing a description of the program, special instructions, and any changes made in database tables on procedural, modular and database level. Maintain Client databases. Prepares and delivers presentations and briefings.

**Minimum Education**
Bachelor’s degree

**Functional Information Technology Consultant – Level I**

**Minimum/General Experience:**
3 years of progressively responsible experience providing support and/or guidance within a specific subject area or discipline similar to those described under functional responsibility.

**Functional Responsibility:**
Provides technical expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. Examples of functional areas may include – Computer Science, Engineering, Management Information Systems, or Social Science in a related IT or scientific field. Focuses on a specific functional area or areas, supplemented with a clear understanding of the business requirements and related issues. Supports the design and development of IT solutions to enhance operations in a cross-functional area mode throughout the organization. Provides technical support and input to a defined business segment. Provides advice on solution and integration opportunities to defined segments. Assists Information Technology consultants with analysis, evaluation and implementation of systems and other information technology tasks.

**Minimum Education**
Bachelor’s degree

**Functional Information Technology Consultant – Level II**

**Minimum/General Experience:**
4 years’ experience providing technical guidance within a specific subject area or discipline similar to those described under functional responsibility.

**Functional Responsibility:**
Recognized for technical expertise across functional business areas within an organization. Utilizes technical area expertise to assess, select, manage and implement functional components to ensure that the technical solution solves the business problem as an organic part of the organizations operational and functional baseline. Examples of functional areas may include – Computer Science, Engineering, Management Information Systems, or Social Science in a related IT or scientific field. Focuses on a specific functional area or areas, supplemented with a clear understanding of the business requirements and related issues. Supports the design and development of IT solutions to enhance operations in a cross-functional area mode throughout the organization. Provides direction for the determination and classification of information technology inadequacies and/or deficiencies that affect the functional areas ability to support/meet organizational goals. Supports the design and development of IT solutions to enhance operations in a cross-functional area mode throughout the organization. Collects and determines data from appropriate sources to assist in determining customer needs and requirements. Develops functional area IT solutions using...
various industry products and technologies. Engages in problem solving across multiple technologies often needs to develop new methods to apply to the situation.

**Minimum Education**
Bachelor’s degree

**Functional Information Technology Consultant – Level III**

**Minimum/General Experience:**
4 years’ experience providing technical leadership within a specific subject area or discipline, similar to those described under functional responsibility, and having knowledge and understanding of applicable technical concepts and practices.

**Functional Responsibility:**
Recognized for in-depth technical knowledge of a specific functional area, its related applications and interface technologies. Utilizes technical area expertise to assess the operational and/or technical baseline of an organization as specifically associated with the functional components. Examples of functional areas may include – Computer Science, Engineering, Finance, Health Science, Management, Political Science & Government, or Social Science in a related IT or scientific field. Supports the design and development of IT solutions to enhance operations in a cross-functional area mode throughout the organization. Works with information technology professionals to provide insight and advice to senior managers concerning the strategic direction and applicability of enterprise-based products. Takes a lead role in contributing to the development of standards and best practices surrounding the use of enterprise IT productions and applications. Provides insight into the determination of technical inadequacies and/or deficiencies that affect the functional areas ability to support/meet organizational goals. Develops functional area IT solutions using various industry products and technologies. Engages in problem solving across multiple technologies often needs to develop new methods to apply to the situation.

**Minimum Education**
Master’s degree

**Functional Information Technology Consultant – Level IV**

**Minimum/General Experience:**
7 years’ experience providing technical expertise within a specific subject area or discipline similar to those described under functional responsibility.

**Functional Responsibility:**
Recognized for understanding and communicating common best practices for the industry. Utilizes a knowledge base to create conceptual business models and to point out relevant issues and considerations in the selection of a solution, such as those provided by ERP vendors. Assesses the operational and functional baseline of an organization and its organizational components and helps to define the direction and strategy for an engagement while ensuring the organizational needs are being addressed. Examples of the functional areas may include – Computer Science, Engineering, Finance, Health Science, Management, Political Science & Government, or Social Science in a related IT or scientific field. Supports the design and development of IT solutions to enhance operations in a cross-functional area mode throughout the organization. Works with senior managers to provide industry vision and guidance with regard to their industry. Leads the determination and classification of information technology inadequacies and/or deficiencies that affect the functional areas ability to support/meet organizational goals. Generates IT strategies for enhanced operations, as well as ways to improve productivity across functional areas within the organization. Develops functional area IT solutions using various industry products and technologies. Engages in problem solving across multiple technologies often needs to develop new methods to apply to the situation.

**Minimum Education**
Master’s degree

**Functional Information Technology Consultant – Level V**

**Minimum/General Experience:**
10+ years’ experience providing technical expertise within a specific subject area or discipline similar to those described under functional responsibility.

**Functional Responsibility:**
Recognized for strong expertise in industry issues and trends. Utilizes functional area expertise to create conceptual business
models and to point out relevant issues and considerations in the selection of an IT solution, such as those provided by ERP vendors. Examples of the functional areas may include – Computer Science, Engineering, Finance, Management Information Systems, or Social Science in a related IT or scientific field. Works with senior managers and executives to provide vision and strategic direction with regards to enterprise IT solutions. Guide the determination of information technology inadequacies and/or deficiencies that affect the functional areas ability to support/meet organizational goals. Generates functional area strategies for enhanced IT operations in a cross-functional area mode throughout the organization. Participates in strategy sessions, strategic assessments and design reviews to validate enterprise approach and associated work products resulting from implementation of an IT solution. Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. Develops functional area IT solutions using various industry products and technologies. Engages in problem solving across multiple technologies often needs to develop new methods to apply to the situation. Provides guidance and direction to other professionals, acts in a consulting and/or advisory capacity; coordinates resolution of highly complex problems and tasks, possesses ability to meet and operate under deadlines.

**Minimum Education**
Master’s degree

**Information Technology Director I**

**Minimum/General Experience:**
8 years’ experience managing complex client programs.

**Functional Responsibility:**
Executive level management and direction on client engagements, experience in project definition and systems analysis, creation of competitive strategies, and integration of complex technical solutions. Proficiency in project estimation and resource planning efforts and in resolving project issues, such as technical compatibility, client expectations, and timing. Client project may include multiple vendors, large teams of people, multiple platforms, and/or varying skill sets of Client and team personnel. Provide leadership and conduct a broad range of services including procurement activities, feasibility studies, and overall project management for the full system development lifecycle. Provide leadership and conduct a broad range of services including procurement activities, feasibility studies, and overall project management for the full system development lifecycle. Identifies themes capable of being developed in a new IT strategy methodology, helps to ensure overall soundness of analytical approach, and is able to suggest alternatives. Manages resources; champions firm initiatives and leads developments in new business enterprises through technical innovations. Other experience includes coordinating multiple projects and teams and assisting clients in achieving desired program results. Responsible for client communication related to technical concerns and is the point of contact with the client technical and/or delegated government representatives. Accountable for supervising designated resources and enforcing quality control practices for each project. Maintains responsibility for project reviews and overall contract progress and performance.

**Minimum Education**
Bachelor’s degree

**Information Technology Director II**

**Minimum/General Experience:**
10 years’ experience managing complex client programs.

**Functional Responsibility:**
Executive level management and direction on client engagements, experience in project definition and systems analysis, creation of competitive strategies, and integration of complex technical solutions. Proficiency in project estimation and resource planning efforts and in resolving project issues, such as technical compatibility, client expectations, and timing. Client project may include multiple vendors, large teams of people, multiple platforms, and/or varying skill sets of Client and team personnel. Provide leadership and conduct a broad range of services including procurement activities, feasibility studies, and overall project management for the full system development lifecycle. Identifies themes capable of being developed in a new IT strategy methodology, helps to ensure overall soundness of analytical approach, and is able to suggest alternatives. Manages resources; champions firm initiatives and leads developments in new business enterprises through technical innovations. Other experience includes coordinating multiple projects and teams and assisting clients in achieving desired program results. Responsible for client communication related to technical concerns and is the point of contact with the client technical and/or
delegated government representatives. Accountable for supervising designated resources and enforcing quality control practices for each project. Maintains responsibility for project reviews and overall contract progress and performance.

**Minimum Education**
Bachelor’s degree

**Information Technology Director III**

**Minimum/General Experience:**
15 years’ experience managing complex Client programs.

**Functional Responsibility:**
Executive level management and direction on client engagements, experience in project definition and systems analysis, creation of competitive strategies, and integration of complex technical solutions. Proficiency in project estimation and resource planning efforts and in resolving project issues, such as technical compatibility, client expectations, and timing. Client project may include multiple vendors, large teams of people, multiple platforms, and/or varying skill sets of Client and team personnel. Identifies themes capable of being developed into a new IT strategy methodology, helps to ensure overall soundness of analytical approach, and is able to suggest alternatives. Manages resources; champions firm initiatives and leads developments in new business enterprises through technical innovations. Other experience includes coordinating multiple projects and teams and assisting clients in achieving desired program results. Responsible for client communication related to technical concerns and is the point of contact with the client technical and/or delegated government representatives. Accountable for supervising designated resources and enforcing quality control practices for each project. Maintains responsibility for project reviews and overall contract progress and performance. Supervise project and program delivery, assess Client needs. Recognize and solve potential problems and evaluate project and program effectiveness. Conduct research and write reports/articles. This is a senior-level Director role.

**Minimum Education**
Bachelor’s degree

**Principal IT Reengineering Analyst**

**Minimum/General Experience:**
Minimum of 10 years of business process reengineering experience with three years’ experience within the last five years in the analysis, design/redesign, development, integration, and implementation of large-scale business processes/systems. *Experience in analysis, design and development of large-scale business information systems is required.

**Functional Responsibility:**
Responsible for leading and/or coordinating the evaluation and redesign of current business processes to ensure IT solution outcomes are effective and efficient in improving process performance. Recommends and designs cost effective strategies for use of system technology to meet Client information goals and objectives. Working knowledge of the basic principles of business process and engineering disciplines. Perform research, analysis, and evaluation of existing business processes and procedures identifying problems and developing solutions that achieve optimum performance and cost effectiveness.

**Minimum Education**
Bachelor’s degree

**Principal Systems Engineer/Architect**

**Minimum/General Experience:**
8 years’ experience in information technology systems analysis and architecture.

**Functional Responsibility:**
Applies an enterprise-wide set of disciplines for the planning, analysis, design and construction of information systems on an enterprise-wide basis or across a major sector of the enterprise. Develops analytical and computational techniques and methodology for problem solutions. Performs enterprise wide strategic systems planning, business information planning, and business analysis. Performs process and data modeling in support of the planning and analysis efforts using both manual and automated tools. Applies reverse engineering and reengineering disciplines to develop migration strategies and planning documents. Provides technical guidance in software engineering techniques and automated support tools. Applies business process improvement practices to reengineer methodologies/principles and business process modernization projects. Applies,
as appropriate, activity and data modeling, transaction flow analysis, internal control and risk analysis and modern business methods and performance measurement techniques. Assists in establishing standards for information systems procedures. Experience in full lifecycle software design, development, evaluation, enhancement, maintenance, testing, or problem diagnosis/resolution. The Principal Systems Engineer/Architect will bring process modeling, process simulation, business process re-design, and performance measuring expertise to support large scale implementations or systems integration efforts. **Minimum Education**
Bachelor’s degree

**Program Manager**

**Minimum/General Experience:**
A minimum of 10 years of progressively responsible experience with at least six years in a supervisory capacity AND four years as a Project Manager

**Functional Responsibility:**
Define project scopes, budgets, and estimates for a large and/or complex project. Create, plan, manage, and effectively monitor a project plan, budget, and change control process for a large and/or complex project. This type of project may include multiple vendors, large teams of people, multiple platforms, and/or varying skill sets of Client and team personnel. Supervise and/or coordinate multiple teams of people for multiple ongoing projects or phases of projects. Provide leadership and conduct a broad range of services including procurement activities, feasibility studies, and overall project management for the full system development lifecycle. Provide Client executive guidance, and organizational change management.

**Minimum Education**
Bachelor’s degree and PMP Certification

**Project Manager I**

**Minimum/General Experience:**
2 years’ experience providing project management services.

**Functional Responsibility:**
Serves as the Project Manager for small to medium scope order(s). Works with Client contract personnel, management personnel and Client representatives. Responsible for the overall management of specific order(s) and ensures that the technical solutions and schedules are implemented in a timely manner and within budget. Performs enterprise wide system lifecycle, architecture, and interface planning. Organizes, directs and coordinates the planning and production of project activities associated with one assigned project. Analyzes project impact(s) of missed opportunities, scope changes, and organizational change management. Reviews and tracks program/project performance metrics.

**Minimum Education**
Bachelor’s degree

**Project Manager II**

**Minimum/General Experience:**
5 years’ experience providing project management services.

**Functional Responsibility:**
Serves as the Project Manager for medium to complex scope order(s). Works with Client contract personnel, management personnel and Client representatives. Responsible for the overall management of specific order(s) and ensures that the technical solutions and schedules are implemented in a timely manner and within budget. Performs enterprise wide system lifecycle, architecture, and interface planning. Organizes, directs and coordinates the planning and production of project activities associated with one to several assigned projects. Analyzes project impact(s) of missed opportunities, scope changes, and organizational change management. Reviews and tracks program/project performance metrics.

**Minimum Education**
Bachelor’s degree and PMP Certification
Project Manager III
Minimum/General Experience:
8 years’ experience providing project management services.

Functional Responsibility:
Serves as the Project Manager for a large, complex order(s). Works with Client contract personnel, management personnel and Client representatives. Responsible for the overall management of specific order(s) and ensures that the technical solutions and schedules are implemented in a timely manner and within budget. Performs enterprise-wide system lifecycle, architecture, and interface planning. Organizes, directs and coordinates the planning and production of project activities associated with multiple assigned projects. Analyzes project impact(s) of missed opportunities, scope changes, and organizational change management. Reviews and tracks program/project performance metrics.

Minimum Education
Bachelor’s degree and PMP Certification

Project Manager IV
Minimum/General Experience:
10 years’ experience providing project management services.

Functional Responsibility:
Serves as the Project Manager for a large, complex order(s). Works with Client contract personnel, management personnel and Client representatives. Responsible for the overall management of specific order(s) and ensures that the technical solutions and schedules are implemented in a timely manner and within budget. Performs enterprise-wide system lifecycle, architecture, and interface planning. Organizes, directs and coordinates the planning and production of project activities associated with multiple assigned projects. Analyzes project impact(s) of missed opportunities, scope changes, and organizational change management. Reviews and tracks program/project performance metrics. Provide team leadership and conduct a broad range of services including procurement activities, feasibility studies, overall project management for the full system development lifecycle, Client executive guidance, and organizational change management. Recommend special project assignments.

Minimum Education
Bachelor’s degree and PMP Certification

QA/QC Specialist I
Minimum/General Experience:
1 year experience providing quality assurance and quality control technical consulting services.

Functional Responsibility:
Demonstrates moderate experience in performing quality assurance and quality control of product and management processes. Moderate experience in quality control verification and validation, and product testing validation. Assists in the application of jurisdictional regulations, manuals, and standards relating to quality assurance. Assists with the development, monitoring, evaluation and implementation of quality assurance plans and systems, key performance-based system metrics, and assists with formal and informal reviews. Maintains the level of quality throughout the project life cycle. Assists with formal and informal quality reviews at pre-determined points throughout the project life cycle.

Minimum Education
Bachelor’s degree

QA/QC Specialist II
Minimum/General Experience:
3 years’ experience providing quality assurance and quality control technical consulting services.

Functional Responsibility:
Demonstrates strong experience in performing quality assurance and quality control of product and management processes. Strong experience in quality control verification and validation, and product testing validation. Applies jurisdictional regulations, manuals, and standards relating to quality assurance. Develops, monitors, evaluates and implements quality assurance plans and systems, key performance-based system metrics, and conducts formal and informal reviews. Maintains the level of quality throughout the project life cycle. Conducts formal and informal quality reviews at pre-determined points
throughout the project life cycle. May provide technical and administrative guidance and assistance for personnel performing software development tasks. May include the review of work products for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Makes recommendations for approval of systems installations. Assists with the preparation of milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives.

**Minimum Education**

Bachelor’s degree

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**QA/QC Specialist III**

**Minimum/General Experience:**

7 years’ experience providing quality assurance and quality control technical consulting services.

**Functional Responsibility:**

Demonstrates expert experience in performing quality assurance and quality control of product and management processes. Expert level experience in quality control verification and validation, and product testing validation. Applies jurisdictional regulations, manuals, and standards relating to quality assurance. Develops, monitors, evaluates and implements quality assurance plans and systems, key performance-based system metrics, and conducts formal and informal reviews. Maintains the level of quality throughout the project life cycle. Conducts formal and informal quality reviews at pre-determined points throughout the project life cycle. Provides technical and administrative direction for personnel performing software development tasks, including the review of work products for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Makes recommendations for approval of major systems installations. Prepares milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives.

**Minimum Education**

Bachelor’s degree

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**Senior IT Reengineering Analyst**

**Minimum/General Experience:**

Minimum of 5 years’ experience in the information systems field, including system analysis, business process design, development and implementation of business application solutions.

**Functional Responsibility:**

Responsible for leading and/or coordinating the evaluation and redesign of current business processes to ensure effective and efficient use of business information technology and resources and improve process performance. Recommends and designs cost effective strategies for use of system technology to meet Client information goals and objectives. Working knowledge of the basic principles of business process and engineering disciplines. Perform research, analysis, and evaluation of existing business processes and procedures identifying problems and developing solutions that achieve optimum performance and cost effectiveness.

**Minimum Education**

Bachelor’s degree

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**Software Testing Engineer**

**Minimum/General Experience:**

4 years’ experience providing testing services in a complex Client environment.

**Functional Responsibility:**

Works with technical staff to understand problems with software and resolve them. Resolves customer complaints with software and responds to suggestions for improvements and enhancements. Performs process and/or data modeling in support of the planning and analysis efforts using both manual and automated tools. Translates design into software. Responsible for testing and analysis of all elements of the network facilities; including power, software, communications machinery/devices, lines, modems and terminals. Responsible for the installation, configuration, and maintenance of operating systems. Recognizes and troubleshoots problems with server hardware and applications software. Establishes and documents standards and procedures for management review.
Minimum Education
Bachelor's degree

Software Trainer
Minimum/General Experience:
4 years’ experience providing professional training services in a Client environment.
Functional Responsibility:
Trains personnel by conducting formal classroom courses, workshops, seminars and/or computer-based or aided training. Coordinates for additional subject matter experts to participate in training as needed. Train software applications to system administrators and software end users. Provide train-the-trainer services as required. Assists in the development of formal classroom materials including instructor and student materials.
Minimum Education
Bachelor's degree

Sr. Technical Documentation Specialist
Minimum/General Experience:
7 years’ experience providing professional software documentation consulting services.
Functional Responsibility:
Acquire information through research, hands-on software testing, and interviews with subject matter experts and end users. Organizes information for preparation of technical user manuals, application training materials, application installation guides, IT proposals, and reports of a technical nature. Translates complex technical content into easy readable text, graphs, charts, and tables. Studies technical drawings, specifications, and application mockups to integrate and delineate technology, operating procedure, and configuration management sequence. Develops/Edits functional descriptions, system specifications, user manuals, online documentation, application training manuals, application installation guides, special reports, and other customer deliverables and documents. Reviews materials and recommend revisions or changes in scope, format, content, and methods of reproduction and binding.
Minimum Education
Bachelor's degree

Sr. Quality Analyst
Minimum/General Experience:
10 years’ experience providing professional technical quality assurance services.
Functional Responsibility:
Provide quality assurance professional services for Client projects and programs. Plan and execute functional, performance and stress testing on applications and systems using automation and manual testing. Maintain an understanding of leading tools and technologies for development of mission critical web, database and related applications. Lead the development of SQA Test Plans, Test Procedures, SQA lab standards and tool requirements. Identify opportunities for process improvements that streamline development activities while minimizing risk. Mentor other team members in testing processes and testing tools in order to execute Test Plans as required. May supervise other Quality Assurance staff.
Minimum Education
Bachelor's degree

Web Designer I
Minimum/General Experience:
1 year experience providing professional web site design services.
Functional Responsibility:
Provide a full range of web design services including web site design, wireframe design, cascading style sheet (CSS) development, Adobe Flash design and development, style guide/policy development, graphics/art production, and usability consulting. Work with cross-functional teams to conceptualize, design, and validate desktop and web-based User Interfaces. Assess and recommend usability improvements for existing applications, integrate existing application interfaces with new
concepts and designs, create user interface documentation including task analysis, wireframes, and interaction requirements. Create and maintain application style guides. Modify existing or develop new Adobe Flash interactive elements such as interactive timelines. Modify existing or develop new designs and layouts using Adobe Photoshop. Modify existing or develop new cascading style sheets (CSS) that do not use table-based layouts. Provide online courseware design and development in HTML. Design logos or other branding elements for applications, websites or information technology services. This is an entry to mid-level position with experience in the aforementioned skills.

**Minimum Education**
Bachelor’s degree

**Web Designer II**

**Minimum/General Experience:**
3 years’ experience providing professional web site design services.

**Functional Responsibility:**
Provide a full range of web design services including web site design, wireframe design, cascading style sheet (CSS) development, Adobe Flash design and development, style guide/policy development, graphics/art production, and usability consulting. Work with cross-functional teams to conceptualize, design and validate desktop and web-based User Interfaces. Assess and recommend usability improvements for existing applications, integrate existing application interfaces with new concepts and designs, create user interface documentation including task analysis, wireframes, and interaction requirements. Create and maintain application style guides. Modify existing or develop new Adobe Flash interactive elements such as interactive timelines. Modify existing or develop new designs and layouts using Adobe Photoshop. Modify existing or develop new cascading style sheets (CSS) that do not use table-based layouts. Provide online courseware design and development in HTML. Design logos or other branding elements for applications, websites or information technology services. This is mid-level position with strong experience in the aforementioned skills. This position may or may not supervise other Web Designers.

**Minimum Education**
Bachelor’s degree

**Web Designer III**

**Minimum/General Experience:**
5 years’ experience providing professional web site design services.

**Functional Responsibility:**
Provide a full range of web design services including web site design, wireframe design, cascading style sheet (CSS) development, Adobe Flash design and development, style guide/policy development, graphics/art production, and usability consulting. Work with cross-functional teams to conceptualize, design and validate desktop and web-based User Interfaces. Assess and recommend usability improvements for existing applications, integrate existing application interfaces with new concepts and designs, create user interface documentation including task analysis, wireframes, and interaction requirements. Create and maintain application style guides. Modify existing or develop new Adobe Flash interactive elements such as interactive timelines. Modify existing or develop new designs and layouts using Adobe Photoshop. Modify existing or develop new cascading style sheets (CSS) that do not use table-based layouts. Provide online courseware design and development in HTML. Design logos or other branding elements for applications, websites or information technology services. This is senior level position with expert experience in the aforementioned skills. This position may supervise other Web Designers as required by the engagement.

**Minimum Education**
Bachelor’s degree
<table>
<thead>
<tr>
<th>Labor Category</th>
<th>GSA Hourly Rates</th>
</tr>
</thead>
<tbody>
<tr>
<td>Application Architect I</td>
<td>$ 180.40</td>
</tr>
<tr>
<td>Application Architect II</td>
<td>$ 206.61</td>
</tr>
<tr>
<td>Application Architect III</td>
<td>$ 232.82</td>
</tr>
<tr>
<td>Application Developer I</td>
<td>$ 133.52</td>
</tr>
<tr>
<td>Application Developer II</td>
<td>$ 170.60</td>
</tr>
<tr>
<td>Application Developer III</td>
<td>$ 209.44</td>
</tr>
<tr>
<td>Computer Programmer</td>
<td>$ 83.26</td>
</tr>
<tr>
<td>Computer Systems Analyst I</td>
<td>$ 76.11</td>
</tr>
<tr>
<td>Computer Systems Analyst II</td>
<td>$ 110.17</td>
</tr>
<tr>
<td>Computer Systems Analyst III</td>
<td>$ 164.24</td>
</tr>
<tr>
<td>Functional Information Technology Consultant – Level I</td>
<td>$ 145.50</td>
</tr>
<tr>
<td>Functional Information Technology Consultant – Level II</td>
<td>$ 171.61</td>
</tr>
<tr>
<td>Functional Information Technology Consultant – Level III</td>
<td>$ 173.64</td>
</tr>
<tr>
<td>Functional Information Technology Consultant – Level IV</td>
<td>$ 220.44</td>
</tr>
<tr>
<td>Functional Information Technology Consultant – Level V</td>
<td>$ 309.79</td>
</tr>
<tr>
<td>Information Technology Director I</td>
<td>$ 210.57</td>
</tr>
<tr>
<td>Information Technology Director II</td>
<td>$ 236.33</td>
</tr>
<tr>
<td>Information Technology Director III</td>
<td>$ 283.59</td>
</tr>
<tr>
<td>Principal IT Reengineering Analyst</td>
<td>$ 193.13</td>
</tr>
<tr>
<td>Principal Systems Engineer/Architect</td>
<td>$ 175.72</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$ 271.06</td>
</tr>
<tr>
<td>Project Manager I</td>
<td>$ 153.49</td>
</tr>
<tr>
<td>Project Manager II</td>
<td>$ 172.10</td>
</tr>
<tr>
<td>Project Manager III</td>
<td>$ 206.50</td>
</tr>
<tr>
<td>Project Manager IV</td>
<td>$ 228.48</td>
</tr>
<tr>
<td>QA/QC Specialist I</td>
<td>$ 85.95</td>
</tr>
<tr>
<td>QA/QC Specialist II</td>
<td>$ 135.85</td>
</tr>
<tr>
<td>QA/QC Specialsnt III</td>
<td>$ 176.59</td>
</tr>
<tr>
<td>or IT Reengineering Analyst</td>
<td>$ 130.49</td>
</tr>
<tr>
<td>Software Testing Engineer</td>
<td>$ 128.69</td>
</tr>
<tr>
<td>Software Trainer</td>
<td>$ 121.55</td>
</tr>
<tr>
<td>Sr. Technical Documentation Specialist</td>
<td>$ 145.52</td>
</tr>
<tr>
<td>Sr. Quality Analyst</td>
<td>$ 213.07</td>
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<tr>
<td>Web Designer I</td>
<td>$ 83.44</td>
</tr>
<tr>
<td>Web Designer II</td>
<td>$ 101.99</td>
</tr>
<tr>
<td>Web Designer III</td>
<td>$ 120.54</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.
1. Specific Instructions for SIN 54151ECOM - Electronic Commerce and Subscription Services
   a. Acceptance Testing: Acceptance testing shall be performed of the systems for ordering activity approval in accordance with the approved test procedures. Management and operations pricing shall be provided on a uniform basis. All management and operations requirements for which pricing elements are not specified shall be provided as part of the basic service.
   b. Normal commercial installation, operation, maintenance, and engineering interface training on the system shall be provided. If there is a separate charge, it must be stated as an attachment to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)).
   c. Monthly summary report may be provided to the Ordering Activity in accordance with commercial practice.

2. If an electronic commerce service plan is offered the following must be stated as an attachment to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016)):
   a. Describe the electronic service plan and eligibility requirements;
   b. Describe charges, if any, for additional usage guidelines; and
   c. Describe corporate volume discounts and eligibility requirements, if any.
<table>
<thead>
<tr>
<th>SIN</th>
<th>MANUFACTURER NAME</th>
<th>MFR PART NO</th>
<th>PRODUCT NAME</th>
<th>PRODUCT DESCRIPTION</th>
<th>UOI</th>
<th>GSA PRICE (inclusive of the .75% IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ Tier 1</td>
<td>OpenSesame Plus Complete, T1</td>
<td>OpenSesame Plus Complete unlimited access subscription service, Tier 1; annual subscription to curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$147.83</td>
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<tr>
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<td>OpenSesame Inc.</td>
<td>OS+ Tier 2</td>
<td>OpenSesame Plus Complete, T2</td>
<td>OpenSesame Plus Complete unlimited access subscription service, Tier 2; annual subscription to curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$65.07</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ Tier 3</td>
<td>OpenSesame Plus Complete, T3</td>
<td>OpenSesame Plus Complete unlimited access subscription service, Tier 3; annual subscription to curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$45.80</td>
</tr>
<tr>
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<td>OpenSesame Inc.</td>
<td>OS+ Tier 4</td>
<td>OpenSesame Plus Complete, T4</td>
<td>OpenSesame Plus Complete unlimited access subscription service, Tier 4; annual subscription to curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$28.74</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ Tier 5</td>
<td>OpenSesame Plus Complete, T5</td>
<td>OpenSesame Plus Complete unlimited access subscription service, Tier 5; annual subscription to curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$20.22</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ 100 Tier 1</td>
<td>OpenSesame Plus 100, T1</td>
<td>OpenSesame Plus 100, Tier 1; annual subscription to up to 100 courses from curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$118.26</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ 100 Tier 2</td>
<td>OpenSesame Plus 100, T2</td>
<td>OpenSesame Plus 100, Tier 2; annual subscription to up to 100 courses from curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$52.06</td>
</tr>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ 100 Tier 3</td>
<td>OpenSesame Plus 100, T3</td>
<td>OpenSesame Plus 100, Tier 3; annual subscription to up to 100 courses from curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$36.61</td>
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<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ 100 Tier 4</td>
<td>OpenSesame Plus 100, T4</td>
<td>OpenSesame Plus 100, Tier 4; annual subscription up to 100 courses from curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$23.00</td>
</tr>
<tr>
<td>SIN</td>
<td>MANUFACTURER NAME</td>
<td>MFR PART NO</td>
<td>PRODUCT NAME</td>
<td>PRODUCT DESCRIPTION</td>
<td>UOI</td>
<td>GSA PRICE (inclusive of the .75% IFF)</td>
</tr>
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</tr>
<tr>
<td>54151ECOM</td>
<td>OpenSesame Inc.</td>
<td>OS+ 100 Tier 5</td>
<td>OpenSesame Plus 100, T5</td>
<td>OpenSesame Plus 100, Tier 5; annual subscription to up to 100 courses from curated elearning library of 5,000+ courses; price per person, per year</td>
<td>EA</td>
<td>$16.17</td>
</tr>
</tbody>
</table>
USA Commitment to Promote Small Business Participation Procurement Programs

PREAMBLE
Meridian Knowledge Solutions, Inc. 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 demonstrate 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:

Meridian Knowledge Solutions, LLC
80 Iron Point Circle, Suite 100
Folsom, CA 95630
(916) 985-9625 voice
(916) 985-9625 fax
www.meridianks.com
BEST VALUE BLANKET PURCHASE AGREEMENT
FEDERAL SUPPLY SCHEDULE

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and Meridian Knowledge 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 47QTCA20D004L.

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 ____________

Contractor ___________________________ Date ____________
Pursuant to GSA Federal Supply Schedule Contract Number(s) ______________, Blanket Purchase Agreements, the Contractor 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>
</tr>
</thead>
<tbody>
<tr>
<td>________________________</td>
<td>___________________________</td>
</tr>
</tbody>
</table>

2. Delivery:

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>DELIVERY SCHEDULES / DATES</th>
</tr>
</thead>
<tbody>
<tr>
<td>__________________</td>
<td>___________________________</td>
</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>
<td>__________________</td>
<td>__________________</td>
</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 the Contractor’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 of the Federal Supply Schedule Contract. Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors. Clients should refer to FAR 9.6 for specific details on Team Arrangements. Here is a general outline on how it works:

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