On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage®, a menu-driven database system. The INTERNET address GSA Advantage® is: GSAAdvantage.gov

**Contract Number:** 47QTCA21D003G  
**Contract Period:** 12/28/2020 – 12/27/2025  
**Business Size:** Other than Small Business

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

**Excella, Inc.**  
2300 Wilson Blvd. Suite 600  
Arlington, VA 22201  
Phone Number: 703-840-8600  
Fax Number: 703-223-8775  
Website: www.excella.com

**Contract administration source:** Jeffrey Reed, jeff.reed@excella.com

**Schedule Title:** Multiple Award Schedule  
**Federal Supply Group:** Information Technology

Price list current as of Modification #A815, effective 12/29/2020.
1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151HEAL</td>
<td>54151HEALRC</td>
<td>Health Information Technology Services</td>
</tr>
<tr>
<td>54151S</td>
<td>54151SRC</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMRC</td>
<td>Order-Level Materials</td>
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</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract: See Pricing beginning on page 5.

1c. Descriptions of all corresponding commercial job titles with experience, functional responsibility and education: See Labor Category Descriptions beginning on page 8.

2. Maximum order:

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

3. Minimum order: $100

4. Geographic coverage (delivery area). Domestic and Overseas.

5. Point(s) of production: Same as Contractor Address.

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

7. Quantity discounts: None

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

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: Will Not Accept
10. Foreign items (list items by country of origin): Not Applicable

11a. Time of delivery: To Be Determined at the Task Order level

11b. Expedited Delivery. Items available for expedited delivery are noted in this price list: To Be Determined at the Task Order level

11c. Overnight and 2-day delivery: To Be Determined at the Task Order level

11d. Urgent Requirements: Contact Contractor

12. F.O.B. point(s): Destination

13a. Ordering address(es): Excella, Inc.
Contracts
ATTN: Jeffrey Reed
2300 Wilson Blvd. Suite 600
Arlington, VA 22201
Phone: 703-840-8614
Email: jeff.reed@excella.com

13b. 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.

14. Payment address(es): Excella, Inc.
ATTN: Jeffrey Reed
2300 Wilson Blvd. Suite 600
Arlington, VA 22201
Phone: 703-840-8614
Email: jeff.reed@excella.com

15. Warranty provision: Standard Commercial Warranty Terms & Conditions

16. Export packing charges, if applicable: Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): Contact Contractor

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

19. Terms and conditions of installation (if applicable): Not Applicable
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): Not Applicable

20a. Terms and conditions for any other services (if applicable): Not Applicable

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

22. List of participating dealers (if applicable): Not Applicable

23. Preventive maintenance (if applicable): Not Applicable

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services. The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).

25. Data Universal Number System (DUNS) number: 124023404

26. Notification regarding registration in System for Award Management (SAM) database: Excella, Inc. is registered and active in SAM.
## GSA HOURLY RATES FOR SPECIAL ITEM NUMBER 54151HEAL (w/ IFF)

<table>
<thead>
<tr>
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**Service Contract Labor Standards:** The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Awards Schedule and all services provided. While no specific labor categories have been identified as being subject to SCLS 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 eligible labor categories. If and/or when the contractor adds SCLS labor categories / employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
### GSA HOURLY RATES FOR SPECIAL ITEM NUMBER 54151S (w/ IFF)

<table>
<thead>
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<tbody>
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<td>$131.55</td>
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SIN 54151HEAL Labor Category Descriptions

**Health BI Developer 1**

**Functional Responsibilities:** Responsible for creating simple to medium complexity health IT reports and dashboards using BI Tools. Responsible for ensuring the health data structure design supports the BI deliverable and works with the architect or data integration developer to make changes if needed. Understanding of SQL, relational, multidimensional (OLAP) and Big Data structures in the health IT space. Creates prototypes based on health IT stakeholder requirements to confirm design meets the business needs. Ensures the final solution follows health IT best practices, is automated and is easily transitioned into the health IT client’s environment for ongoing maintenance. Part of a health IT team that creates and delivers end user training and documentation on BI deliverables.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 0 years

**Health BI Developer 2**

**Functional Responsibilities:** Responsible for creating simple to medium complexity health IT reports and dashboards using BI Tools. Responsible for ensuring the health data structure design supports the BI deliverable and works with the architect or data integration developer to make changes if needed. Understanding of SQL, relational, multidimensional (OLAP) and Big Data structures in the health IT space. Creates prototypes based on health IT stakeholder requirements to confirm design meets the business needs. Ensures the final solution follows health IT best practices, is automated and is easily transitioned into the health IT client’s environment for ongoing maintenance. Part of a health IT team that creates and delivers end user training and documentation on BI deliverables.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 1 year

**Health BI Developer 3**

**Functional Responsibilities:** Responsible for creating simple to medium complexity health IT reports and dashboards using BI Tools. Responsible for ensuring the health data structure design supports the BI deliverable and works with the architect or data integration developer to make changes if needed. Understanding of SQL, relational, multidimensional (OLAP) and Big Data structures in the health IT space. Creates prototypes based on health IT stakeholder requirements to confirm design meets the business needs. Ensures the final solution follows health IT best practices, is automated and is easily transitioned into the health IT client’s environment for ongoing maintenance. Part of a health IT team that creates and delivers end-user training and documentation on BI deliverables.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 2 years
Health BI Developer 5

**Functional Responsibilities:** Responsible for creating complex health IT reports and dashboards using BI Tools. Responsible for ensuring the health data structure design supports the BI deliverable and works with the architect or data integration developer to make changes if needed. Understanding of SQL, relational, multidimensional (OLAP) and Big Data structures in the health IT space. Creates prototypes based on health IT stakeholder requirements to confirm design meets the business needs. Ensures the final solution follows health IT best practices, is automated and is easily transitioned into the health IT client’s environment for ongoing maintenance. Part of a health IT team that creates and delivers end-user training and documentation on BI deliverables. Knowledge of BI tool architectures, common functions and features to be able to advise on BI tool selection. Performs simple data integration tasks to produce optimal data structures required for reports or dashboards (using a data integration tool or custom scripts).

**Minimum Education:** Bachelor’s
**Minimum Experience:** 4 years

Health Business Analyst 2

**Functional Responsibilities:** Uses analytical thinking and communication techniques to rapidly assimilate various types of health IT data and identify which are relevant. Assist requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT application products, information systems, and business processes. Understand prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements. Verifies and validates requirements achieve goals. Works closely with experienced analysts or project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 1 year

Health Business Analyst 4

**Functional Responsibilities:** Uses analytical thinking and communication techniques to rapidly assimilate various types of health IT data and identify which are relevant. Assist requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT application products, information systems, and business processes. Use prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements. Verifies and validates requirements achieve goals. Understand business analysis best practices. Works independently or as part of health IT team and enables others to collaborate as a team.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 3 years
Health Business Data Analyst 1

**Functional Responsibilities:** Use analytical thinking and communication techniques to rapidly assimilate various types of health IT data and identify which are relevant. Assist with requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT products, information systems, and business processes in a health data environment. Understand prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements for reports, dashboards, BI query objects, and source data systems. Works closely with experienced analysts or project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 0 years

Health Business Data Analyst 3

**Functional Responsibilities:** Use analytical thinking and communication techniques to rapidly assimilate various types of health IT data and identify which are relevant. Performs requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT products, information systems, and business processes in a health data environment. Use prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements for reports, dashboards, BI query objects, and source data systems. Understanding of best practices for typical health data solutions and components and industry trends. Works independently or as part of health IT team and enables others to collaborate as a team.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 2 years

Health Business Data Analyst 5

**Functional Responsibilities:** Use analytical thinking and communication techniques to rapidly assimilate various types of health IT data and identify which are relevant. Performs requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT products, information systems, and business processes in a health data environment. Use prioritization techniques to align requirements with vision. Facilitates elicitation with end users and health IT business stakeholders to translate business questions and goals into requirements for reports, dashboards, BI query objects, and source data systems. Implementation of best practices for typical health data solutions and components and industry trends. Evaluates and recommends health technical solutions and participates in strategic planning. Evaluates problems of health IT workflows, organization, and technology and develops appropriate corrective action. Follows best practices and develops and improves upon procedures consistent with task requirements.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 4 years
Health Change Management Analyst

**Functional Responsibilities:** Assists with the health data collection, analysis and strategy development for achieving maximum adoption of proposed changes. Supports health IT stakeholder interviews and analysis of client environment. Uses strong written and verbal communication skills to aid in health data analysis and development of briefing deliverables (including but not limited to messaging, training strategy, feedback mechanisms and resistance management). Works closely with experienced health change management analysts or project leaders who will provide guidance and oversight.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 1 year

Health Data Integration Developer

**Functional Responsibilities:** Work as part of a health IT team to identify and understand source health data systems. Map source system data to best practice data models under supervision from lead developer. Develop and test extract, transform, and load (ETL) processes for structured health data sources under supervision from lead developer. Adapt data integration processes to accommodate changes in source systems and new business user requirements under supervision from lead developer.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 0 years

Health Data Scientist

**Functional Responsibilities:** Uses statistical analysis techniques to understand patterns in large volumes of health data, identify relationships, detect anomalies and classify health data sets. Designs experiments, tests hypotheses and builds models of simple complexity using statistical analysis techniques such as linear and logistic regression. Capable of integrating and preparing varied health datasets. Validates model on deployment. Communicates results via popular data visualization tools and techniques.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 0 years

Health Developer 1

**Functional Responsibilities:** Assists with health IT systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes with appropriate technologies. Follows best practices and works closely with experienced analysts or project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 0 years
Health Developer 2

**Functional Responsibilities:** Assists with health IT systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes with appropriate technologies. Follows best practices and works closely with experienced analysts or project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 1 year

Health Developer 3

**Functional Responsibilities:** Performs health IT systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Follows best practices and develops and improves upon procedures consistent with task requirements.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 2 years

Health Developer 4

**Functional Responsibilities:** Performs health IT systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Follows best practices and develops and improves upon procedures consistent with task requirements.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 3 years

Health Program Analyst 1

**Functional Responsibilities:** Use analytical thinking and communication techniques to rapidly assimilate various types of health data and identify which are relevant. Assist with requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health communications, information systems, and business processes at a program level. Understand prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements for communications, knowledge management, process analysis, and business architecture. Works closely with experienced analysts or project leaders to seek guidance and added instructions.

**Minimum Education:** Bachelor’s
**Minimum Experience:** 0 years
Health Program Analyst 5

**Functional Responsibilities:** Use analytical thinking and communication techniques to rapidly assimilate various types of health data and identify which are relevant. Performs requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health communications, information systems, and business processes at a program level. Use prioritization techniques to align requirements with vision. Facilitate elicitation with end users and health IT business stakeholders to translate business questions and goals into requirements for communications, knowledge management, process analysis, and business architecture. Implements best practices for process analysis, market analysis, strategic communications, change management, and knowledge management. Evaluates and recommends health technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. Follows best practices and develops and improves upon procedures consistent with task requirements.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 4 years

Health Project Manager

**Functional Responsibilities:** Leads health IT projects with the delivery of high-value activities and by collaborating closely with health IT customers and stakeholders. Coordinates project planning activities and tracks progress and risk. Highly accountable for health IT team’s work and takes responsibility for the client’s success.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 4 years

Health Software Analyst 3

**Functional Responsibilities:** Use analytical thinking and communication techniques to rapidly assimilate various types of health data and identify which are relevant. Performs requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT application products, information systems, and business processes in a health development environment. Use prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements for application design, development, and DevOps exercises. Verifies and validates working software satisfies needs. Understand best practices for application development, testing, and DevOps exercises. Works independently or as part of health IT team and enables others to collaborate as a team.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 2 years
Health Software Analyst 4

Functional Responsibilities: Use analytical thinking and communication techniques to rapidly assimilate various types of health data and identify which are relevant. Performs requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of health IT application products, information systems, and business processes in a health development environment. Use prioritization techniques to align requirements with vision. Works with end users and health IT business stakeholders to translate business questions and goals into requirements for application design, development, and DevOps exercises. Verifies and validates working software satisfies needs. Understand best practices for application development, testing, and DevOps exercises. Works independently or as part of health IT team and enables others to collaborate as a team.

Minimum Education: Bachelor’s
Minimum Experience: 3 years

Experience & Degree Substitution Equivalencies
Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

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<tr>
<td>Associate’s</td>
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<tr>
<td>Bachelor’s</td>
<td>Associate’s degree + 2 years relevant experience or 4 years relevant experience</td>
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<tr>
<td>Master’s</td>
<td>Bachelor’s plus 2 years relevant experience or Associate’s degree + 4 years relevant experience or 6 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>Master’s + 2 years relevant experience, or Bachelor’s + 4 years relevant experience or Associate’s + 6 years relevant experience or 8 years relevant experience</td>
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SIN 54151S Labor Category Descriptions

**IT BI Developer 1**

**Functional Responsibilities:** Responsible for creating simple to medium complexity reports and dashboards using BI Tools like Tableau, Cognos, BO etc. Responsible for ensuring the data structure design supports the BI deliverable (i.e. has the data elements available, query performance is acceptable etc.) and works with the architect or data integration to make changes if needed. Understanding of SQL, relational, multidimensional (OLAP) and Big Data structures in order to source effectively from these for reports and dashboards. Creates prototypes based on stakeholder requirements to confirm design meets the business needs. Uses SQL connecting directly to data source to confirm counts shown in BI Tool. Ensures the final solution follows best practices, is automated and is easily transitioned into the client's environment for ongoing maintenance. Part of a team that creates and delivers end-user training and documentation on BI deliverables.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 0 years

**IT Business Data Analyst 2**

**Functional Responsibilities:** Use analytical thinking and communication techniques, in combination with information technology and data systems tools, to rapidly assimilate various types of information and identify which are relevant. Assist with requirements and prioritization activities including elicitation, analysis, design, testing, and implementation of products, information systems, and business processes in a data environment. Understand prioritization techniques to align requirements with vision. Works with end users and business stakeholders to translate business questions and goals into requirements for, and assist in the implementation of, reports, dashboards, BI query objects, and source data systems. Works closely with experienced analysts or project leaders to seek guidance and added instructions. Works directly in information technology and data systems.

**Minimum Education:** Bachelor’s  
**Minimum Experience:** 1 year

**IT Executive Information Technology Consultant 1**

**Functional Responsibilities:** Responsible for management, performance and completion of projects such as systems development for complex enterprise-wide software solutions. Supervises and performs (hands-on if necessary) systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. Plans, organizes, and controls the overall activities of the project and ensures that all activities conform to the Terms and Conditions of the contract and task order procedures. Ability to interact with executive leadership at the customer/client.
Minimum Education: Bachelor’s
Minimum Experience: 7 years

IT Program Manager 6
Functional Responsibilities: Leads projects of different sizes and objectives. Provides technical expertise in IT systems modernization. Specific expertise in Systems Architecture or other area of technical expertise. Provides direction to teams and interacts with clients at a supervisory level. Participates in strategic planning activities and assists in budget preparations.

Minimum Education: Bachelor’s
Minimum Experience: 6 years

IT Technical Analyst 1
Functional Responsibilities: Assists with systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes with appropriate technologies. Follows best practices and works closely with experienced analysts or project leaders to seek guidance and added instructions.

Minimum Education: Bachelor’s
Minimum Experience: 1 year

IT Technical Analyst 2
Functional Responsibilities: Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Follows best practices and develops and improves upon procedures consistent with task requirements.

Minimum Education: Bachelor’s
Minimum Experience: 2 years

IT Technical Consultant 1
Functional Responsibilities: Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Follows best practices and develops and improves upon procedures consistent with task requirements.

Minimum Education: Bachelor’s
Minimum Experience: 3 years
**IT Technical Consultant 2**

**Functional Responsibilities:** Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. Assists project manager in providing daily supervision and direction to staff, as needed. Follows best practices and develops and improves upon procedures consistent with task requirements.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 4 years

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**IT Technical Manager 2**

**Functional Responsibilities:** Designs and develops complex enterprise-wide technical solutions. Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. May provide direction to or be responsible for the performance of a group of employees functioning as an integral part of a larger project organization. Ability to interact with senior leadership at the customer/client as necessary.

**Minimum Education:** Bachelor’s

**Minimum Experience:** 6 years

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**Experience & Degree Substitution Equivalencies**

Experience exceeding the minimum shown may be substituted for education. Likewise, education exceeding the minimum shown may be substituted for experience.

<table>
<thead>
<tr>
<th>Equivalent Degree</th>
<th>Experience</th>
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<tbody>
<tr>
<td>High School</td>
<td>1 year of relevant experience</td>
</tr>
<tr>
<td>Associate’s</td>
<td>High School or equivalent plus 2 years relevant experience</td>
</tr>
<tr>
<td>Bachelor’s</td>
<td>Associate’s degree + 2 years relevant experience or 4 years relevant experience</td>
</tr>
<tr>
<td>Master’s</td>
<td>Bachelor’s plus 2 years relevant experience or Associate’s degree + 4 years relevant experience or 6 years relevant experience</td>
</tr>
<tr>
<td>PhD</td>
<td>Master’s + 2 years relevant experience, or Bachelor’s + 4 years relevant experience or Associate’s + 6 years relevant experience or 8 years relevant experience</td>
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