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:
http://www.gsaadvantage.gov

Multiple Award Schedule

FSC Group:  Information Technology
FSC Class:  DA01, U012

Contract Number:  47QTCA21D006F

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov

Contract Period: March 10, 2021 to March 9, 2026

Oteemo Inc.
10701 Parkridge Blvd Ste 150
Reston, VA 20191
Telephone: 703-282-1636
Fax: 703-832-0653
www.oteemo.com

Contract Administrator: Jim Hiles
Email: jhiles@oteemo.com

Business Size/Status:  Small Business

Prices shown herein are NET (discount deducted).

Pricelist current through modification PS-A815 dated May 10, 2021
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ABOUT US

Oteemo is an Enterprise DevSecOps and Cloud-Native Transformations consultancy. We specialize in driving business value by transforming IT organizations into high-performing IT functions.

Since 2015, we’ve helped organizations accelerate innovation and transform their digital supply chains to produce better software more efficiently. Our customers range from small to Fortune 100 commercial enterprises and federal agencies across civilian and defense sectors. As an outcome-oriented technical consultancy, we focus on aligning and enabling our customers to leverage and accelerate technological innovation, scale their internal knowledge and skills, and transform how value is delivered to customers, constituents, or warfighters.

CORE COMPETENCIES

**Infrastructure and Cloud Engineering**
Assessments, Automation, Design and Engineering, Migration

**Cloud-Native Application Development**
Legacy Applications Modernization Blueprints, Refactoring/ReArchitecting Applications, Microservices and API, Migration from legacy systems, Test Automation

**Enterprise DevSecOps Transformation**
DevOps Readiness Assessments, Release Engineering and Continuous Delivery, Automation of Infrastructure, Test, and Security, Self-service Operations

**Containers and Advanced Kubernetes Orchestration**
Container Readiness Assessments, Architecture Design for Mission, Enterprise Kubernetes Migrations, Application Containerization, Container Hardening/Compliance Automation, Containerized DevSecOps

**MLOps and Data Architecture Transformation**
Data Services Engineering and Design, Legacy Modernization, Data Architecture Transformation, ML Ops Proof of Value, Model Development, Test, Release, and Training Pipelines

**Enablement, Training, and Capacity Building**
DevSecOps Technical Fundamentals, Modern IT Delivery, Operations, and Culture, Advanced Kubernetes Training Courses, Enterprise Training Programs

DIFFERENTIATORS

- Accelerate, Enablement, Adoption framework for organizational and technological change.
- One of the few domestic services consulting companies that hold the Cloud Native Computing Foundation (CNCF) Certified Kubernetes Solutions Provider (CKSP) and Kubernetes Training Partner (KTP) certifications.
- Proven solutions at speed – we’ve created proven, proprietary frameworks to deliver production-ready platforms and containerized architectures for accreditation in PRODUCTION in a matter of weeks vs. months to years.
- Trusted government solutions partner implementing and enhancing the DOD DevSecOps Reference Architecture across on-prem, cloud-native, and air-gapped/embedded systems.
- Proven experience helping commercial customers in highly regulated industries transform and modernize IT enterprises to deploy applications reliably, consistently, and securely.
- Customer enablement - Oteemo uniquely strives to make customers self-sufficient and includes paired-programming, mentorship, formal and informal training, and formal customer hand-offs in every customer engagement.
- Services blueprinting and a product-oriented approach ensures that solutions are adopted, delivered to support and enhance the developers’ experience.
- Connect customers, other program contributors, and end users to improve outcomes.

CORPORATE DATA

DUNS: 079503932
CAGE Code: 788U1
NAICS Code: 541690, 541511, 541512, 542519, 541618, 423430, 611420
SBA Business classification: Minority-owned Small Business
Accepts Government Purchase Cards: Yes
Address: 10701 Parkridge Blvd Ste 150, Reston, VA 21901

Acquisition Pathways:
GSA MAS - SIN 541515 (IT Professional Services), SIN 611420 (IT Training Services)
LevelUP DoD DevSecOps Services BOA
DISA SETI - SB Restricted IDIQ
NASA SEWP V
AFWERX SBIR D2P2
OTA Consortia Membership - C5, IWRP, NSTIC, NASC, SpEC

POINT OF CONTACT
Chris Scheich, EVP and Chief Revenue Officer
chris@oteemo.com
703-282-1636
www.oteemo.com
CUSTOMER INFORMATION

1a. Table of Awarded Special Item Numbers (SINs):

<table>
<thead>
<tr>
<th>SIN</th>
<th>SIN Description</th>
<th>Description Page</th>
<th>Price Page</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S/RC/STLOC</td>
<td>Information Technology Professional Services</td>
<td>4-6</td>
<td>7</td>
</tr>
<tr>
<td>611420/RC/STLOC</td>
<td>Information Technology Training</td>
<td>10</td>
<td>11</td>
</tr>
<tr>
<td>OLM/RC/STLOC</td>
<td>Order-Level Materials (OLM)</td>
<td>Defined at Order Level</td>
<td>Defined at Order Level</td>
</tr>
</tbody>
</table>

1b. Lowest Priced Model Number and Lowest Price: See page 11

1c. Labor Category Descriptions: See pages 4-6

2. Maximum Order:
   - 54151S/RC/STLOC: $500,000
   - 611420/RC/STLOC: $250,000
   - OLM/RC/STLOC: $250,000

3. Minimum Order: $100

4. Geographic Coverage: Domestic Only

5. Point (s) of Production: US

6. Discount from List Price: All Prices Herein are Net

7. Quantity Discounts: Applicable to SIN 611420 Only: 2% discount for single orders over $200,000

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

9. Foreign Items: None

10a. Time of Delivery: As negotiated with Ordering Activity

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: Oteemo, Inc. 10701 Parkridge Blvd Ste 150
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: Oteemo, Inc.  
10701 Parkridge Blvd Ste 150  
Reston, VA 20191  
Phone: 703-282-1636 / Fax: 703-832-0653  
Email: chris@oteemo.com

14. Warranty Provision: None

15. Export Packing Charges: Not Applicable

16. Terms and conditions of rental, maintenance, and repair: 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: 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

23. Data Universal Number System (DUNS) Number: 079503932

24. Oteemo Inc. is registered in the System for Award Management (SAM).
SIN 54151S LABOR CATEGORY DESCRIPTIONS

Experience Substitutions:

<table>
<thead>
<tr>
<th>Experience Substitution</th>
<th>Equals</th>
<th>Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>H.S. Diploma + 4 years additional experience + related industry certification</td>
<td>Equals</td>
<td>Bachelors Degree</td>
</tr>
<tr>
<td>(example: AWS Cloud Practitioner)</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Associates Degree + 2 years additional experience</td>
<td>Equals</td>
<td>Masters Degree</td>
</tr>
<tr>
<td>Bachelors Degree + 2 years additional experience</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Masters Degree + 3 years additional experience</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Bachelors Degree + 5 years additional experience</td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

Education Substitutions:

A Ph.D. may be substituted for three (3) years of required experience for positions requiring a Masters Degree or five (5) years with positions requiring a Bachelors Degree

A Masters Degree may be substituted for two (2) years of required experience with positions requiring a Bachelors Degree

A Bachelors Degree may be substituted for four (4) years of required experience with positions requiring a High School Diploma

An Associates Degree may be substituted for two (2) years of required experience with positions requiring a High School Diploma

A Bachelors Degree may be substituted for specialized software certifications and two (2) years of required experience with a High School Diploma

Specialized software certifications may be substituted for two (2) years of experience

Project Management Professional (PMP) certification may be substituted for two (2) years of experience

<table>
<thead>
<tr>
<th>Job Title:</th>
<th>Minimum Education:</th>
<th>Minimum Experience:</th>
<th>Functional Responsibility:</th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Consultant I</td>
<td>Bachelors Degree</td>
<td>1 Year</td>
<td>Provides information technology consulting services in areas including but not limited to database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, and/or data/records management.</td>
</tr>
<tr>
<td>IT Consultant II</td>
<td>Bachelors Degree</td>
<td>2 Years</td>
<td>Provides information technology consulting services in areas including but not limited to database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, and/or data/records management.</td>
</tr>
<tr>
<td>IT Consultant III</td>
<td>Bachelors Degree</td>
<td>4 Years</td>
<td>Provides information technology consulting services in areas including but not limited to database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, and/or data/records management.</td>
</tr>
<tr>
<td>Job Title</td>
<td>Minimum Education</td>
<td>Minimum Experience</td>
<td>Functional Responsibility</td>
</tr>
<tr>
<td>---------------------------</td>
<td>-------------------</td>
<td>--------------------</td>
<td>----------------------------------------------------------------------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>IT Consultant IV</td>
<td>Bachelors Degree</td>
<td>5 Years</td>
<td>Provides information technology consulting services in areas including but not limited to database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, and/or data/records management.</td>
</tr>
<tr>
<td>Software Engineer I</td>
<td>Bachelors Degree</td>
<td>4 Years</td>
<td>Develops computer software code using a variety of software programming languages. Designs, tests, debugs, and documents software in a variety of business systems and applications. Creates strategies for developing IT systems and applications.</td>
</tr>
<tr>
<td>Software Engineer II</td>
<td>Bachelors Degree</td>
<td>6 Years</td>
<td>Develops computer software code using a variety of software programming languages. Designs, tests, debugs, and documents software in a variety of systems and applications. Creates strategies for developing IT systems and applications.</td>
</tr>
<tr>
<td>Systems Engineer III</td>
<td>Bachelors Degree</td>
<td>8 Years</td>
<td>Provides technical support related to the architecture, design, integration, and technical management. Develops applications and technical plans in the engineering process.</td>
</tr>
<tr>
<td>Developer I</td>
<td>Bachelors Degree</td>
<td>3 Years</td>
<td>Analyzes customer needs and develops overall IT concept and design objectives. Creates software in a variety of programming languages for a variety of IT software applications. Corrects and debugs errors in computer programs.</td>
</tr>
<tr>
<td>Developer II</td>
<td>Bachelors Degree</td>
<td>5 Years</td>
<td>Creates logical and functional software code in a variety of languages. Articulates the benefits and risks associated with different coding languages in different functional environments. Corrects and debugs more complex program problems.</td>
</tr>
<tr>
<td>Architect II</td>
<td>Bachelors Degree</td>
<td>6 Years</td>
<td>Leads the design and development of IT architecture. Creates diagrams and documentation with all components that comprise the IT systems including network topology.</td>
</tr>
<tr>
<td>Architect III</td>
<td>Bachelors Degree</td>
<td>8 Years</td>
<td>Leads the design and development of IT architecture. Creates diagrams and documentation with all components that comprise the IT systems including network topology.</td>
</tr>
<tr>
<td>Architect IV</td>
<td>Bachelors Degree</td>
<td>10 Years</td>
<td>Leads the design and development of IT architecture. Creates diagrams and documentation with all components that comprise the IT systems including network topology.</td>
</tr>
<tr>
<td>IT Project Manager I</td>
<td>Bachelors Degree</td>
<td>3 Years</td>
<td>Manages information technology related projects. Well versed in life cycle and project management methodologies. Tracks costs, schedule, and performance goals. Identifies and mitigates IT related risks.</td>
</tr>
<tr>
<td>Job Title:</td>
<td>Minimum Education:</td>
<td>Minimum Experience:</td>
<td>Functional Responsibility:</td>
</tr>
<tr>
<td>---------------------------</td>
<td>--------------------</td>
<td>---------------------</td>
<td>---------------------------------------------------------------------------------------------</td>
</tr>
<tr>
<td>IT Project Manager II</td>
<td>Bachelors Degree</td>
<td>5 Years</td>
<td>Manages information technology related projects. Well versed in life cycle and project management methodologies. Tracks costs, schedule, and performance goals. Identifies and mitigates IT related risks.</td>
</tr>
<tr>
<td>Technical Expert I</td>
<td>Bachelors Degree</td>
<td>7 Years</td>
<td>Utilizes IT expertise to provide technical direction for problem analysis and solution implementation for complex systems. Acts in a consulting and/or advisory capacity on all IT related issues. Advises on system improvements, optimization and/or maintenance efforts.</td>
</tr>
<tr>
<td>Technical Expert II</td>
<td>Bachelors Degree</td>
<td>10 Years</td>
<td>Utilizes IT expertise to provide technical direction for problem analysis and solution implementation for complex systems. Acts in a consulting and/or advisory capacity on all IT related issues. Advises on system improvements, optimization and/or maintenance efforts.</td>
</tr>
<tr>
<td>Technical Expert III</td>
<td>Bachelors Degree</td>
<td>12 Years</td>
<td>Utilizes IT expertise to provide technical direction for problem analysis and solution implementation for complex systems. Acts in a consulting and/or advisory capacity on all IT related issues. Advises on system improvements, optimization and/or maintenance efforts.</td>
</tr>
</tbody>
</table>
## SIN 54151S HOURLY RATES

<table>
<thead>
<tr>
<th></th>
<th></th>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>IT Consultant I</td>
<td>$125.96</td>
<td>$128.61</td>
<td>$131.31</td>
<td>$134.07</td>
<td>$136.88</td>
</tr>
<tr>
<td>IT Consultant II</td>
<td>$132.59</td>
<td>$135.38</td>
<td>$138.22</td>
<td>$141.12</td>
<td>$144.09</td>
</tr>
<tr>
<td>IT Consultant III</td>
<td>$143.96</td>
<td>$146.98</td>
<td>$150.07</td>
<td>$153.22</td>
<td>$156.44</td>
</tr>
<tr>
<td>IT Consultant IV</td>
<td>$151.54</td>
<td>$154.72</td>
<td>$157.97</td>
<td>$161.29</td>
<td>$164.67</td>
</tr>
<tr>
<td>Software Engineer I</td>
<td>$134.96</td>
<td>$137.80</td>
<td>$140.69</td>
<td>$143.64</td>
<td>$146.66</td>
</tr>
<tr>
<td>Developer I</td>
<td>$139.12</td>
<td>$142.04</td>
<td>$145.02</td>
<td>$148.07</td>
<td>$151.18</td>
</tr>
<tr>
<td>Developer II</td>
<td>$152.65</td>
<td>$155.86</td>
<td>$159.13</td>
<td>$162.47</td>
<td>$165.89</td>
</tr>
<tr>
<td>Architect III</td>
<td>$169.08</td>
<td>$172.63</td>
<td>$176.25</td>
<td>$179.95</td>
<td>$183.73</td>
</tr>
<tr>
<td>IT Project Manager I</td>
<td>$134.96</td>
<td>$137.80</td>
<td>$140.69</td>
<td>$143.64</td>
<td>$146.66</td>
</tr>
<tr>
<td>IT Project Manager II</td>
<td>$142.07</td>
<td>$145.05</td>
<td>$148.09</td>
<td>$151.20</td>
<td>$154.38</td>
</tr>
<tr>
<td>Architect II</td>
<td>$165.74</td>
<td>$169.22</td>
<td>$172.78</td>
<td>$176.41</td>
<td>$180.11</td>
</tr>
<tr>
<td>Architect IV</td>
<td>$214.22</td>
<td>$218.72</td>
<td>$223.31</td>
<td>$228.00</td>
<td>$232.79</td>
</tr>
<tr>
<td>Systems Engineer III</td>
<td>$165.74</td>
<td>$169.22</td>
<td>$172.78</td>
<td>$176.41</td>
<td>$180.11</td>
</tr>
<tr>
<td>Software Engineer II</td>
<td>$163.32</td>
<td>$166.75</td>
<td>$170.25</td>
<td>$173.83</td>
<td>$177.48</td>
</tr>
<tr>
<td>Technical Expert I</td>
<td>$174.87</td>
<td>$178.54</td>
<td>$182.29</td>
<td>$186.12</td>
<td>$190.03</td>
</tr>
<tr>
<td>Technical Expert II</td>
<td>$196.73</td>
<td>$200.86</td>
<td>$205.08</td>
<td>$209.38</td>
<td>$213.78</td>
</tr>
<tr>
<td>Technical Expert III</td>
<td>$209.84</td>
<td>$214.25</td>
<td>$218.75</td>
<td>$223.34</td>
<td>$228.03</td>
</tr>
</tbody>
</table>

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 611420 – Computer Training

a) Prepaid training tokens, credits, etc., shall not be permitted on this SIN.

b) Offerors shall provide training courses normally available to commercial customers, which will permit the ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of the IT Category.

c) Cancellation and Rescheduling

   i) The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.

   ii) In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.

   iii) The ordering activity reserves the right to substitute one student for another up to the first day of class.

   iv) In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

d) Follow-Up Support

The Contractor agrees to provide each student with unlimited telephone support or online support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor’s instructors for refresher assistance and answers to related course curriculum.

e) Format and Content Of Training

   i) Offerors shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings, printed and copied two-sided on paper containing 30% postconsumer materials (fiber). Such documentation will become the property of the student upon completion of the training class.

   ii) If applicable, for hands-on training courses, there must be a one-to-one assignment of IT equipment to students.

   iii) Offerors shall provide each student with a Certificate of Training at the completion of each training course.

   iv) Offerors shall provide the following information for each training course offered:

      a) course title;

      b) a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on learning);
c) length of course;

d) mandatory and desirable prerequisites for student enrollment;

e) minimum and maximum number of students per class;

f) locations where the course is offered;

g) class schedules;

h) price (per student, per class (if applicable)

v) For courses conducted at the ordering activity’s location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. The Industrial Funding Fee does NOT apply to travel and per diem charges.

vi) For Online Training Courses, a copy of all training material must be available for electronic download by the students.

f) “No Charge” Training

g) Offerors shall describe any training provided with equipment and/or software provided under this contract, free of charge as an attachment to the GSA Price List (I-FSS-600 CONTRACT PRICE LISTS (OCT 2016).

h) If other than the manufacturer, submit proof of authorization to provide training course(s) for manufacturer's software and/or hardware products.
## SIN 611420 DESCRIPTIONS

### Course Title: Kubernetes for SREs and DevSecOps Engineers

| Brief Description of Course: | This course is a 19+ hour intensive and hands-on learning experience. It is aimed at providing not only the fundamental concepts of Kubernetes but also real-life insights into the design, development and deployment of container-based services and workloads in a production-grade infrastructure.  

**Day 1: Introduction to Kubernetes** – understand and interact with a Kubernetes cluster. Learn about the various API Objects available and how best to use them.  

**Day 2: Kubernetes in Depth** – gain a deeper understanding of the Kubernetes Control Plane and supporting tools. Deploy a secure Kubernetes cluster using proven best practices.  

**Day 3: Operating Your Kubernetes Cluster** – dive into Kubernetes ecosystem tools like Helm and strategies to efficiently manage your Kubernetes cluster. Experience running a CI/CD pipeline running with the Kubernetes cluster. |
| Course Format: | Lecture, Discussion, Hands-on Experiential Lab |
| Length of Course: | Three (3) Days |
| Pre-Requisites: | Basic understanding of infrastructure automation, containers, CI/CD |
| Minimum Students: | 5 |
| Maximum Students: | 25 |
| Location: | In-person at Client Location, Oteemo Office, Virtual/Remote |

### Course Title: Kubernetes Based Development for Application Developers

| Brief Description of Course: | This course is a 15+ hour intensive and hands-on learning experience. It is aimed at an “Application Developer” persona. The goal of this course is to train an application developer on all aspects of design, development and deployment of container workloads on a Kubernetes and cloud native platforms.  

**Day 1: Introduction to Kubernetes** – gain a deeper understanding of containers and best practices for containerizing an application. Understand and interact with a Kubernetes cluster. Learn about the various API Objects available and how to best use them.  

**Day 2: Kubernetes in Practice** – gain a deeper understanding of Kubernetes as it relates to getting your stateful or stateless application into Kubernetes. Dive into Kubernetes ecosystem tools like Helm to manage your applications.  

**Day 3: Developer Workflow with Kubernetes** – learn strategies to efficiently manage and secure your applications in Kubernetes. Experience running a CI/CD pipeline running with Kubernetes cluster. Dive into GitOps for managing deployments. |
| Course Format: | Lecture, Discussions, and Hands-on Experiential Lab |
| Length of Course: | Three (3) Days |
| Pre-Requisites: | Basic understanding of cloud-native application architectures |
| Minimum Students: | 5 |
| Maximum Students: | 25 |
| Location: | In-person at Client Location, Oteemo Office, Virtual/Remote |
## SIN 611420 AWARDED PRICING

<table>
<thead>
<tr>
<th>Course Title</th>
<th>Minimum Participants</th>
<th>Maximum Participants</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Kubernetes for SREs and DevSecOps Engineers</td>
<td>5</td>
<td>10</td>
<td>$11,244.33</td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>15</td>
<td>$16,866.50</td>
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<tr>
<td></td>
<td>16</td>
<td>20</td>
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<tr>
<td></td>
<td>21</td>
<td>25</td>
<td>$28,110.83</td>
</tr>
<tr>
<td>Kubernetes Based Development for Application Developers</td>
<td>5</td>
<td>10</td>
<td>$11,244.33</td>
</tr>
<tr>
<td></td>
<td>11</td>
<td>15</td>
<td>$16,866.50</td>
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<tr>
<td></td>
<td>16</td>
<td>20</td>
<td>$22,488.66</td>
</tr>
<tr>
<td></td>
<td>21</td>
<td>25</td>
<td>$28,110.83</td>
</tr>
</tbody>
</table>
USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

PREAMBLE

Oteemo, 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:

Chris Scheich
Tel# (703) 282-1636
Fax# (703) 832-0653
chris@oteemo.com
BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and Oteemo, Inc. enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s)

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

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

Signatures

Ordering Activity Date Oteemo, Inc. Date
BPA NUMBER_______

(CUSTOMER NAME) BLANKET PURCHASE AGREEMENT

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>
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(2) Delivery:

<table>
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<tr>
<th>DESTINATION</th>
<th>DELIVERY SCHEDULES / DATES</th>
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(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>BPA: OFFICE</th>
<th>POINT OF CONTACT</th>
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</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 ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements. Here is a general outline on how it works:

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