



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

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

SCHEDULE TITLE: Multiple Award Schedule

FSC Classes/Product Codes:

- DB10 – IT and Telecom - Compute As A Service: Mainframe/Servers
- DA01 – IT and Telecom – Business Application/Application Development Support Services (Labor)

CONTRACT NUMBER: **47QTCA21D00F1**

CONTRACT PERIOD: **September 15, 2021 through September 14, 2026**

Unique Entity ID (UEI) : **QD7DC6JSABJ5**

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at: <http://fss.gsa.gov/>.
Price list current as of Modification #PS-0007, effective September 12, 2022.

CONTRACTOR:

Kalani Consulting
17 Loudoun St. Suite 201
Leesburg, VA 20175
703-738-4561
richard.greenstreet@kalani-consulting.com
<http://www.kalani-consulting.com/>

CONTRACTOR'S ADMINISTRATION SOURCE:

Michelle N. Mearkle
17 Loudoun St. Suite 201
Leesburg, VA 20175
703-728-8505
michelle.mearkle@kalani-consulting.com
<http://www.kalani-consulting.com/>

CUSTOMER INFORMATION

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

SINs	Recovery	SIN Title
518210C	518210CRC	Cloud and Cloud Related IT Professional Services
54151S	54151SRC	Information Technology Professional Services
541611	541611RC	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
OLM	OLMRC	Order-Level Materials (OLM's)

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. [See Page 4](#)

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item. [See Page 4](#)

2. Maximum order:

SINs	Maximum Order
518210C	\$500,000
54151S	\$500,000
541611	\$1,000,000

3. Minimum order: [\\$100](#)

4. Geographic coverage (delivery area). [Domestic](#)

5. Point(s) of production (city, county, and State or foreign country). [17 Loudoun St. Suite 201 Leesburg, VA, 20175](#)



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



7. Quantity discounts. **2% for orders over \$250,000**
8. Prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions. **Net 30 days**
9. Foreign items (list items by country of origin). **Not Applicable**
- 10a. Time of delivery. (Contractor insert number of days.) **To Be Determined at the Task Order level**
- 10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. **To Be Determined at the Task Order level**
- 10c. Overnight and 2-day delivery. **To Be Determined at the Task Order level**
- 10d. Urgent Requirements. **To Be Determined at the Task Order level**
11. F.O.B. point(s). **Destination**
- 12a. Ordering address(es). **17 Loudoun St. Suite 201, Leesburg, VA, 20175**
- 12b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
13. Payment address(es). **17 Loudoun St, Suite 201, Leesburg, VA, 20175**
14. Warranty provision. **Standard Commercial Warranty Terms & Conditions**
15. Export packing charges, if applicable. **Not Applicable**
16. Terms and conditions of rental, maintenance, and repair (if applicable). **Not Applicable**
17. Terms and conditions of installation (if applicable). **Not Applicable**
- 18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). **Not Applicable**
- 18b. Terms and conditions for any other services (if applicable). **Not Applicable**
19. List of service and distribution points (if applicable). **Not Applicable**



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

21. Preventive maintenance (if applicable). **Not Applicable**

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

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

23. Unique Entity Identifier (UEI) number. **QD7DC6JSABJ5**

24. Notification regarding registration in System for Award Management (SAM) database. **Contractor registered and active in SAM**

Service Contract Labor Standards Matrix:

SCA/SCLS Matrix		
SCLS Eligible Contract Labor Category/Fixed Price Service	SCLS Equivalent Code Title	WD Number
N/A	N/A	N/A

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), apply to this contract and it includes SCLS applicable labor categories. Labor categories and fixed price services marked with a (**) in this pricelist are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS/SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e., nationwide).

IT Senior Project Manager	
Minimum Education:	Bachelor's Degree (in Computer Science or related discipline)
Minimum Years' Experience:	Five (5) years



Responsibilities:

- Acts as manager and overall point of contact for a specific project within an overall enterprise-wide IT solution program. Directs project-specific IT staff and reviews work products for completeness and adherence to customer requirements. Provides communication to management to review project plans, status reports, and deliverables. Develops overall project milestones and monitors the execution of the project against planned timelines. Serves as focal point for the contract and client regarding programs direction, task scheduling and budget control. Directs internal and subcontractor team(s) and performs overall strategic management, planning, contract level performance metrics and production of overall contract/task order support operations. Effectively manages funds, personnel, production standards, and resources and ensures quality and timely delivery of all contractual items. Manages one or more of the following areas: technical accountability of entire program; organization and planning for the program development of program cost estimates; development of program key milestones and schedules; assessment of program performance in terms of cost and schedule; management of program transition activities; development and maintenance of quality management processes; and supervision of personnel assigned to the project.

IT Subject Matter Specialist

Minimum Education:

Bachelor's degree (in Computer Science or related discipline)

Minimum Years' Experience:

Five (5) years

Responsibilities:

- Provides experienced high-level subject matter proficiency for work described in the task within an overall enterprise-wide IT solution program. Provides advanced technical knowledge and analysis of highly specialized IT specific tasks, applications and operational environments. Also applies experienced systems analysis, design, integration, documentation, training, and implementation advice on complex problems that require expert level knowledge of the Information Technology subject matter for effective implementation.

IT Business Systems Analyst

Minimum Education:	Bachelor's degree (in Business Administration, Finance, or related discipline)
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Minimum Years' Experience:	Three (3) years
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Responsibilities:

- Under general supervision, formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of applicable business systems and industry requirements. With this knowledge, develops or modifies moderately complex information systems. Includes analysis of business and user needs, documenting requirements, and revising existing system logic difficulties, as necessary. Guides and advises less-experienced Business Systems Analysts supporting IT related programs and tasks.

IT Applications Programmer

Minimum Education:	Bachelor's degree (in Computer Science or related discipline)
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Minimum Years' Experience:	Three (3) years
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Responsibilities:

- Devises or modifies procedures to solve complex problems considering computer equipment capacity and limitations, operating time, and form of desired results. Designs, codes, tests, debugs, and documents.

Cloud Senior Project Manager

Minimum Education:	Bachelor's degree (in Computer Science or related discipline)
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Minimum Years' Experience:	Five (5) years
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Responsibilities:

- Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Take projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services (includes commercially available cloud computing services such as Infrastructure as a Service [IaaS], Platform as a Service [PaaS], Software as a Service [SaaS], other emerging cloud services), and client services. Defines project scope and objectives. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Provides management/governance of Cloud solutions, DevOps, DevSecOps, and migrating legacy or other systems to Cloud solutions.

Cloud IT Subject Matter Specialist

Minimum Education:

Bachelor's degree (in Computer Science or related discipline)

Minimum Years' Experience:

Five (5) years

Responsibilities:

- Provides extremely high-level subject matter proficiency for work described in the task. Provides advanced technical knowledge and analysis of highly specialized cloud-based applications and operational environment (includes commercially available cloud computing services such as Infrastructure as a Service [IaaS], Platform as a Service [PaaS], Software as a Service [SaaS], and emerging cloud services). Assesses Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions. High-level functional systems analysis, design, integration, documentation, training, and implementation advice on complex problems that require expert level knowledge of the subject matter for effective implementation.

Cloud Systems Business Analyst Intermediate

Minimum Education:

Bachelor's degree (in Business



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	Administration, Finance, or related discipline)
Minimum Years' Experience:	Four (4) years
Responsibilities: <ul style="list-style-type: none"> Under general supervision, formulates and defines cloud-based systems scope and objectives (which include commercially available cloud computing services such as Infrastructure as a Service [IaaS], Platform as a Service [PaaS], Software as a Service [SaaS], and emerging cloud services) through research and fact-finding combined with an understanding of applicable business systems and industry requirements. With this knowledge, develops or modifies moderately complex cloud-based information systems. Includes analysis of business and user needs, documenting requirements, and revising existing system logic difficulties, as necessary. Guides and advises less-experienced Cloud Business Systems Analysts. Competent to work in some phases of cloud-based systems analysis and considers the business implications of the application of technology to the current business environment. 	

Cloud Applications Programmer	
Minimum Education:	Bachelor's degree (in Computer Science or related discipline)
Minimum Years' Experience:	Three (3) years
Responsibilities: <ul style="list-style-type: none"> Translate detailed design into cloud-based application systems, using commercially available cloud computing services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service (SaaS), and emerging cloud services. Test, debug, and refine cloud-based (i.e. AWS, MS Azure) applications to produce the required product. Prepare required documentation, including both program-level and user-level documentation. Enhance applications to improve performance and add functionality. DevOps, DevSecOps environment familiarity, developing cloud native applications or other Cloud oriented activities. 	



Principal Cloud IT Subject Matter Specialist	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years
Responsibilities: <ul style="list-style-type: none"> Broadly recognized within the domain of Cloud applications as an authority figure. Proficient in highly demanded and emerging Cloud tools or processes required under unique circumstances. Provides advanced technical knowledge and analysis of highly specialized cloud-based applications and operational environment (includes commercially available cloud computing services such as Infrastructure as a Service [IaaS], Platform as a Service [PaaS], Software as a Service [SaaS], and emerging cloud services). Assesses Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions. High-level functional systems analysis, design, integration, documentation, training, and implementation advice on complex problems that require expert level knowledge of the subject matter for effective implementation. 	

Senior Cloud IT Subject Matter Specialist	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Broadly recognized within the domain of Cloud applications as an authority figure. Provides extremely high-level subject matter proficiency for work described in the task. Provides advanced technical knowledge and analysis of highly specialized cloud-based applications and operational environment (includes commercially available cloud computing services such as Infrastructure as a Service [IaaS], Platform as a Service [PaaS], Software as a Service [SaaS], and emerging cloud services). Assesses Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions. High-level functional systems analysis, design, integration, documentation, training, and implementation advice on complex problems that require expert level knowledge of the subject matter for effective implementation. 	

Principal Cloud Architect	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years
Responsibilities: <ul style="list-style-type: none"> Plans, designs, develops, redesigns or enhances, installs, implements various technology and Cloud products, and enhances computer programs. Applies knowledge of programming and software to develop and test computer systems and produce the necessary outcome for clients. Able to draft technical white papers to better understand the technology being utilized and to provide instructions that help the client better understand the nature and applications of a specific product. 	

Senior Cloud Architect	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Plans, designs, develops, redesigns or enhances, installs, implements various technology and Cloud products, and enhances computer programs. Applies knowledge of programming and software to develop and test computer systems and produce the necessary outcome for clients. Able to draft technical white papers to better understand the technology being utilized and to provide instructions that help the client better understand the nature and applications of a specific product. 	

Cloud Architect	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities:	



- Plans, designs, develops, redesigns or enhances, installs, implements various technology and Cloud products, and enhances computer programs. Applies knowledge of programming and software to develop and test computer systems and produce the necessary outcome for clients. Able to draft technical white papers to better understand the technology being utilized and to provide instructions that help the client better understand the nature and applications of a specific product.

Principal Cloud Engineer

Minimum Education: Bachelor's Degree

Minimum Years' Experience: Ten (10) years

Responsibilities:

- Designs, develops, tests, implements, and maintains cloud-based application systems, such as user interface, e-commerce applications, site animation. Troubleshoots and solves any emergent software issues. Researches technical problems and proposes improvements for Cloud applications. Analyzes and integrates new cloud products\technologies with existing cloud applications to improve the cloud design and application functionality. Possesses knowledge regarding one or multiple regularly used cloud developing languages (e.g., HTML, Java, PHP, JSP, ASP.Net, Python, AJAX) as necessary. Usually requires a bachelor's degree of Computer Science or a related field. Builds exposure to some of the complex tasks within the job function.

Senior Cloud Engineer

Minimum Education: Bachelor's Degree

Minimum Years' Experience: Eight (8) years

Responsibilities:

- Designs, develops, tests, implements, and maintains cloud-based application systems, such as user interface, e-commerce applications, site animation. Troubleshoots and solves any emergent software issues. Researches technical problems and proposes



improvements for Cloud applications. Analyzes and integrates new cloud products\technologies with existing cloud applications to improve the cloud design and application functionality. Possesses knowledge regarding one or multiple regularly used cloud developing languages (e.g., HTML, Java, PHP, JSP, ASP.Net, Python, AJAX) as necessary. Usually requires a bachelor's degree of Computer Science or a related field. Builds exposure to some of the complex tasks within the job function.

Cloud Engineer

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Five (5) years
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Responsibilities:

- Designs, develops, tests, implements, and maintains cloud-based application systems, such as user interface, e-commerce applications, site animation. Troubleshoots and solves any emergent software issues. Researches technical problems and proposes improvements for Cloud applications. Analyzes and integrates new cloud products\technologies with existing cloud applications to improve the cloud design and application functionality. Possesses knowledge regarding one or multiple regularly used cloud developing languages (e.g., HTML, Java, PHP, JSP, ASP.Net, Python, AJAX) as necessary. Usually requires a bachelor's degree of Computer Science or a related field. Builds exposure to some of the complex tasks within the job function.

IT Program Director

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Manages daily operations for complex, mission-critical, and strategic, information technology related programs which may involve multiple projects and groups of



personnel. Serves as the program manager typically responsible for organizing, directing, and managing all aspects of contract operational support functions involving multiple complex and inter-related project tasks that often require managing teams of contractor personnel at multiple locations. Provide overall direction of program activities, effectively manages funds, personnel, production standards and resources (equipment and facilities) and ensures quality and timely delivery of all contractual items. Manage and maintain contractor interface with the senior levels of the customer's organization. Consult with customer and contractor personnel to formulate and review task plans and deliverables, ensuring conformance with program and project task schedules and costs and contractual obligations. Establish and maintain technical and financial reports to show progress of projects to management and customers, organize and assign responsibilities to subordinates, oversee and be responsible for the successful completion of all assigned tasks.

IT Program Manager	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Serves as the focal point of contract with client regarding all program activities and information technology related programs and shall be the authorized interface with the contract level Contracting Officer's Representative (COR), government management personnel, and customer agency representatives. Provide overall direction of program activities, effectively manages funds, personnel, production standards and resources (equipment and facilities) and ensures quality and timely delivery of all contractual items. Manage and maintain contractor interface with the senior levels of the customer's organization. Consult with customer and contractor personnel to formulate and review task plans and deliverables, ensuring conformance with program and project task schedules and costs and contractual obligations. Utilizes proven leadership skills to organize, direct, and deploy resources with broad technical, business, and industry expertise. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicating policies, purposes, and goals of the organization to subordinates. 	

Principal IT Subject Matter Specialist

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Provides experienced high-level subject matter proficiency for work described in the task within an overall enterprise-wide IT solution program. Provides advanced technical knowledge and analysis of highly specialized IT specific tasks, applications and operational environments. Also applies experienced systems analysis, design, integration, documentation, training, and implementation advice on complex problems that require expert level knowledge of the Information Technology subject matter for effective implementation.

Senior IT Subject Matter Specialist

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Eight (8) years
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Responsibilities:

- Provides experienced high-level subject matter proficiency for work described in the task within an overall enterprise-wide IT solution program. Provides advanced technical knowledge and analysis of highly specialized IT specific tasks, applications and operational environments. Also applies experienced systems analysis, design, integration, documentation, training, and implementation advice on complex problems that require expert level knowledge of the Information Technology subject matter for effective implementation.

Principal Software Architect

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Utilizes advanced concepts, theories and principles to contribute towards the development of new concepts and principles. Advises management and customers on advanced technical research studies, concepts, and applications. Possesses managerial and leadership experience as necessary skills. Maintains broad knowledge of one or more areas of system architecture(s) including system life cycles, design, develop methodologies & information systems.

Senior Software Architect

Minimum Education:

Bachelor's Degree

Minimum Years' Experience:

Eight (8) years

Responsibilities:

- Utilizes advanced concepts, theories and principles to contribute towards the development of new concepts and principles. Advises management and customers on advanced technical research studies, concepts, and applications. Possesses managerial and leadership experience as necessary skills. Maintains broad knowledge of one or more areas of system architecture(s) including system life cycles, design, develop methodologies & information systems.

Software Architect

Minimum Education:

Bachelor's Degree

Minimum Years' Experience:

Five (5) years

Responsibilities:

- Utilizes advanced concepts, theories and principles to contribute towards the development of new concepts and principles. Advises management and customers on advanced technical research studies, concepts, and applications. Possesses managerial and leadership experience as necessary skills. Maintains broad knowledge of one or more areas of system architecture(s) including system life cycles, design,

develop methodologies & information systems.

Principal Software Engineer

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Studies and analyzes complex system requirements. Conducts design and development of software tools and subsystems to support software reuse and domain analyses and their implementation. Manages software development and support using formal specifications, data flow diagrams, other accepted design techniques. Interprets software system requirements and design specifications to code, and integrates and test software components. Estimates software development costs and sets development schedules. Reviews existing programs and assists in making refinements in order to reduce operating time and improve current techniques. Supervises software configuration management.

Senior Software Engineer

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Eight (8) years
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Responsibilities:

- Studies and analyzes complex system requirements. Conducts design and development of software tools and subsystems to support software reuse and domain analyses and their implementation. Manages software development and support using formal specifications, data flow diagrams, other accepted design techniques. Interprets software system requirements and design specifications to code, and integrates and test software components. Estimates software development costs and sets development schedules. Reviews existing programs and assists in making refinements in order to reduce operating time and improve current techniques. Supervises software configuration management.

Software Engineer	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Studies and analyzes complex system requirements. Conducts design and development of software tools and subsystems to support software reuse and domain analyses and their implementation. Manages software development and support using formal specifications, data flow diagrams, other accepted design techniques. Interprets software system requirements and design specifications to code, and integrates and test software components. Estimates software development costs and sets development schedules. Reviews existing programs and assists in making refinements in order to reduce operating time and improve current techniques. Supervises software configuration management. 	

Principal Systems Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years
Responsibilities: <ul style="list-style-type: none"> 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, review of program documentation to assure government standards / requirements are adhered to, and for progress in accordance with schedules. Coordinates with the Project Manager and/or Quality Assurance Manager to ensure problem solution and user satisfaction. Makes recommendations, if needed, for approval of major systems installations. Prepares milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives. 	

Senior Systems Analyst

Minimum Education:

Bachelor's Degree

Minimum Years' Experience:

Eight (8) years

Responsibilities:

- 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, review of program documentation to assure government standards / requirements are adhered to, and for progress in accordance with schedules. Coordinates with the Project Manager and/or Quality Assurance Manager to ensure problem solution and user satisfaction. Makes recommendations, if needed, for approval of major systems installations. Prepares milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives.

Systems Analyst

Minimum Education:

Bachelor's Degree

Minimum Years' Experience:

Five (5) years

Responsibilities:

- 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, review of program documentation to assure government standards / requirements are adhered to, and for progress in accordance with schedules. Coordinates with the Project Manager and/or Quality Assurance Manager to ensure problem solution and user satisfaction. Makes recommendations, if needed, for approval of major systems installations. Prepares milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives.

Principal Functional Analyst



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Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years
Responsibilities: <ul style="list-style-type: none"> Analyzes the needs of users to determine functional and cross-functional requirements of a system. Conducts functional allocation in order to identify required tasks and their interrelationships. Identifies what resources are required for each task. Uses functional analysis to identify required tasks and their interrelationships. Possesses expert-level knowledge and experience in integration. Collaborates with engineers on matters of systems integration. Provides daily supervision and direction to support staff. 	

Senior Functional Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Analyzes the needs of users to determine functional and cross-functional requirements of a system. Conducts functional allocation in order to identify required tasks and their interrelationships. Identifies what resources are required for each task. Uses functional analysis to identify required tasks and their interrelationships. Possesses expert-level knowledge and experience in integration. Collaborates with engineers on matters of systems integration. 	

Functional Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Analyzes the needs of users to determine functional and cross-functional 	



requirements of a system. Conducts functional allocation in order to identify required tasks and their interrelationships. Identifies what resources are required for each task. Uses functional analysis to identify required tasks and their interrelationships. Possesses expert-level knowledge and experience in integration. Collaborates with engineers on matters of systems integration.

Principal System Administrator

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Installs, configures and maintains operating systems and Commercial of the Shelf (COTS) software. Performs regular system administration tasks such as creating user IDs, backups and restorations. Changes user workstations, which includes IP and Switch administration. Monitors LAN/WAN traffic and overall system performance. Maintains current documentation for all processes and procedures.

Senior System Administrator

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Five (5) years
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Responsibilities:

- Installs, configures and maintains operating systems and Commercial of the Shelf (COTS) software. Performs regular system administration tasks such as creating user IDs, backups and restorations. Changes user workstations, which includes IP and Switch administration. Monitors LAN/WAN traffic and overall system performance. Maintains current documentation for all processes and procedures.



System Administrator	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Installs, configures and maintains operating systems and Commercial of the Shelf (COTS) software. Performs regular system administration tasks such as creating user IDs, backups and restorations. Changes user workstations, which includes IP and Switch administration. Monitors LAN/WAN traffic and overall system performance. Maintains current documentation for all processes and procedures.. 	

Help Desk Manager	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years
Responsibilities: <ul style="list-style-type: none"> Provides daily supervision and direction to staff who are responsible for phone and in-person support to users in the areas of e-mail, directories, standard Windows desktop applications, and applications developed or deployed under this contract. These personnel serve as the first point of contact for troubleshooting hardware/software PC and printer problems. 	

Help Desk Specialist - Level III	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Provides daily supervision and direction to staff who are responsible for phone and in-person support to users in the areas of e-mail, directories, standard Windows desktop 	



applications, and applications developed or deployed under this contract. These personnel serve as the first point of contact for troubleshooting hardware/software PC and printer problems.

Help Desk Specialist - Level II

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Five (5) years
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Responsibilities:

- Provides daily supervision and direction to staff who are responsible for phone and in-person support to users in the areas of e-mail, directories, standard Windows desktop applications, and applications developed or deployed under this contract. These personnel serve as the first point of contact for troubleshooting hardware/software PC and printer problems.

Quality Assurance Analyst Manager

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Provides leadership setting up QA or CM activities throughout lifecycle of projects. Conducts audits and reviews/analyzes data and documentation. Develops and implements procedures and test plans for assuring quality. Provides configuration management planning. Describes provisions for configuration identification, change control, configuration status accounting, and configuration audits. Regulates the change process so that only approved and validated changes are incorporated into product and related product documents.



Senior Quality Assurance Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Under general supervision, formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of applicable business systems and industry requirements. With this knowledge, develops or modifies moderately complex information systems. Includes analysis of business and user needs, documenting requirements, and revising existing system logic difficulties, as necessary. Guides and advises less-experienced Business Systems Analysts supporting IT related programs and tasks. 	

Quality Assurance Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Under general supervision, formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of applicable business systems and industry requirements. With this knowledge, develops or modifies moderately complex information systems. Includes analysis of business and user needs, documenting requirements, and revising existing system logic difficulties, as necessary. Guides and advises less-experienced Business Systems Analysts supporting IT related programs and tasks. 	

Principal Test Engineer	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years



Responsibilities:

- Under general supervision, formulates and defines systems scope and objectives. Evaluate, recommend, and implement automated test tools and strategies. Design, implement, and conduct test and evaluation procedures to ensure system requirements are met. Develop, maintain, and upgrade automated test scripts and architectures for application products. Write, implement, and report status for system test cases for testing. Analyze test cases and provide regular progress reports. Serve as subject matter specialist providing testing know-how for the support of user requirements of complex to highly complex software/hardware applications. Direct and/or participate in all phases of risk management assessments and software/hardware development with emphasis on analysis of user requirements, test design and test tools selection.

Senior Test Engineer

Minimum Education:

Bachelor's Degree

Minimum Years' Experience:

Eight (8) years

Responsibilities:

- Evaluate, recommend, and implement automated test tools and strategies. Design, implement, and conduct test and evaluation procedures to ensure system requirements are met. Develop, maintain, and upgrade automated test scripts and architectures for application products. Write, implement, and report status for system test cases for testing. Analyze test cases and provide regular progress reports. Serve as subject matter specialist providing testing know-how for the support of user requirements of complex to highly complex software/hardware applications. Direct and/or participate in all phases of risk management assessments and software/hardware development with emphasis on analysis of user requirements, test design and test tools selection.

Test Engineer

Minimum Education:

Bachelor's Degree



Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Evaluate, recommend, and implement automated test tools and strategies. Design, implement, and conduct test and evaluation procedures to ensure system requirements are met. Develop, maintain, and upgrade automated test scripts and architectures for application products. Write, implement, and report status for system test cases for testing. Analyze test cases and provide regular progress reports. Serve as subject matter specialist providing testing know-how for the support of user requirements of complex to highly complex software/hardware applications. Direct and/or participate in all phases of risk management assessments and software/hardware development with emphasis on analysis of user requirements, test design and test tools selection. 	

Principal Business Systems Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Ten (10) years
Responsibilities: <ul style="list-style-type: none"> Under general supervision, formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of applicable business systems and industry requirements. With this knowledge, develops or modifies moderately complex information systems. Includes analysis of business and user needs, documenting requirements, and revising existing system logic difficulties, as necessary. Guides and advises less-experienced Business Systems Analysts supporting IT related programs and tasks. 	

Senior Business Systems Analyst	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years



Responsibilities:

- Under general supervision, formulates and defines systems scope and objectives through research and fact-finding combined with an understanding of applicable business systems and industry requirements. With this knowledge, develops or modifies moderately complex information systems. Includes analysis of business and user needs, documenting requirements, and revising existing system logic difficulties, as necessary. Guides and advises less-experienced Business Systems Analysts supporting IT related programs and tasks.

Program Director

Minimum Education:

Bachelor's Degree

Minimum Years' Experience:

Ten (10) years

Responsibilities:

- Manages daily operations for complex, mission-critical, and strategic programs which may involve multiple projects and groups of personnel. Serves as the program manager typically responsible for organizing, directing, and managing all aspects of contract operational support functions involving multiple complex and inter-related project tasks that often require managing teams of contractor personnel at multiple locations. Provide overall direction of program activities, effectively manages funds, personnel, production standards and resources (equipment and facilities) and ensures quality and timely delivery of all contractual items. Manage and maintain contractor interface with the senior levels of the customer's organization. Consult with customer and contractor personnel to formulate and review task plans and deliverables, ensuring conformance with program and project task schedules and costs and contractual obligations. Establish and maintain technical and financial reports to show progress of projects to management and customers, organize and assign responsibilities to subordinates, oversee and be responsible for the successful completion of all assigned tasks.

Program Manager	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Serves as the focal point of contract with client regarding all program activities and shall be the authorized interface with the contract level Contracting Officer's Representative (COR), government management personnel, and customer agency representatives. Provide overall direction of program activities, effectively manages funds, personnel, production standards and resources (equipment and facilities) and ensures quality and timely delivery of all contractual items. Manage and maintain contractor interface with the senior levels of the customer's organization. Consult with customer and contractor personnel to formulate and review task plans and deliverables, ensuring Utilizes proven leadership skills to organize, direct, and deploy resources with broad technical, business, and industry expertise. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel and communicating policies, purposes, and goals of the organization to subordinates. 	

Senior Project Manager	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Acts as manager and overall point of contact for a specific project. Directs project\ staff and reviews work products for completeness and adherence to customer requirements. Provides communication to management to review project plans, status reports, and deliverables. Develops overall project milestones and monitors the execution of the project against planned timelines. Serves as focal point for the contract and client regarding programs direction, task scheduling and budget control. Directs internal and subcontractor team(s) and performs overall strategic management, planning, contract level performance metrics and production of overall contract/task order support operations. Effectively manages funds, 	



GSA MAS Schedule

personnel, production standards, and resources and ensures quality and timely delivery of all contractual items. Manages one or more of the following areas:

technical accountability of entire program; organization and planning for the program development of program cost estimates; development of program key milestones and schedules; assessment of program performance in terms of cost and schedule; management of program transition activities; development and maintenance of quality management processes; and supervision of personnel assigned to the project.

Principal Subject Matter Specialist

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Ten (10) years
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Responsibilities:

- Provides experienced high-level subject matter proficiency for work described in the task. Provides advanced technical knowledge and analysis of tasks, applications and operational environments. Also applies experienced systems analysis, design, integration, documentation, training, and implementation advice on complex problems.

Senior Subject Matter Specialist

Minimum Education:	Bachelor's Degree
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Minimum Years' Experience:	Eight (8) years
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Responsibilities:

- Provides experienced high-level subject matter proficiency for work described in the task. Provides advanced technical knowledge and analysis of tasks, applications and operational environments. Also applies experienced systems analysis, design, integration, documentation, training, and implementation advice on complex problems.



Subject Matter Specialist	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Five (5) years
Responsibilities: <ul style="list-style-type: none"> Provides experienced high-level subject matter proficiency for work described in the task. Provides advanced technical knowledge and analysis of tasks, applications and operational environments. Also applies experienced systems analysis, design, integration, documentation, training, and implementation advice on complex problems. 	

Business Process Consultant	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Responsible for most complex systems process analysis, design, and simulation. Requires highest-level understanding of organization's business systems and industry requirements. Focus is on process analysis and re-engineering, with an understanding of technical problems and solutions as they relate to the current and future business environment. Creates process change by integrating new processes with existing ones and communicating these changes to impacted Business Systems teams. Recommends and facilitates quality improvement efforts. May lead re-engineering team and act as project manager in some cases. 	



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Consultant	
Minimum Education:	Bachelor's Degree
Minimum Years' Experience:	Eight (8) years
Responsibilities: <ul style="list-style-type: none"> Works with end user groups to evaluate and solve technical problems. Evaluates existing systems and/or user needs to analyze, design, recommend, and implement system changes. 	

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

Experience Substitutions:

- In place of the minimum required education, can substitute 1 year of general work experience and 1 year of specialized experience in related technical area(s) for each year of education.
- A Bachelor's Degree may be substituted with Associate Degree + 2 years additional relevant IT experience.
- An Associate Degree may be substituted with a high school education + 2 years additional relevant IT experience.

SIN	Labor Category	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF
		09.16.22 - 09.15.23	09.16.23 - 09.15.24	09.16.24 - 09.15.25	09.16.25 - 09.15.26
518210C	Cloud Sr. Project Manager	\$147.19	\$150.43	\$153.73	\$157.12
518210C	Cloud IT Subject Matter Specialist	\$210.41	\$215.03	\$219.77	\$224.60
518210C	Cloud Business Systems Analyst Intermediate	\$81.72	\$83.52	\$85.35	\$87.22
518210C	Cloud Applications Programmer	\$85.35	\$87.22	\$89.14	\$91.10
518210C	Principal Cloud IT Subject Matter Specialist	\$264.98	\$270.81	\$276.77	\$282.85
518210C	Senior Cloud IT Subject Matter Specialist	\$231.05	\$236.14	\$241.34	\$246.65



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SIN	Labor Category	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF
		09.16.22 - 09.15.23	09.16.23 - 09.15.24	09.16.24 - 09.15.25	09.16.25 - 09.15.26
518210C	Principal Cloud Architect	\$240.85	\$246.15	\$251.56	\$257.09
518210C	Senior Cloud Architect	\$194.17	\$198.44	\$202.80	\$207.26
518210C	Cloud Architect	\$157.45	\$160.92	\$164.45	\$168.07
518210C	Principal Cloud Engineer	\$203.97	\$208.45	\$213.04	\$217.72
518210C	Senior Cloud Engineer	\$163.37	\$166.96	\$170.64	\$174.40
518210C	Cloud Engineer	\$132.22	\$135.13	\$138.11	\$141.15
54151S	IT Senior Project Manager	\$147.19	\$150.43	\$153.73	\$157.12
54151S	IT Subject Matter Specialist	\$210.41	\$215.03	\$219.77	\$224.60
54151S	IT Business Systems Analyst	\$81.72	\$83.52	\$85.35	\$87.22
54151S	IT Applications Programmer	\$85.35	\$87.22	\$89.14	\$91.10
54151S	IT Program Director	\$196.40	\$200.73	\$205.14	\$209.65
54151S	IT Program Manager	\$188.89	\$193.04	\$197.28	\$201.62
54151S	Principal IT Subject Matter Specialist	\$264.54	\$270.37	\$276.31	\$282.39
54151S	Senior IT Subject Matter Specialist	\$220.45	\$225.30	\$230.26	\$235.32
54151S	Principal Software Architect	\$213.81	\$218.52	\$223.32	\$228.24
54151S	Senior Software Architect	\$176.34	\$180.22	\$184.19	\$188.24
54151S	Software Architect	\$136.87	\$139.88	\$142.95	\$146.10
54151S	Principal Software Engineer	\$180.21	\$184.17	\$188.22	\$192.36
54151S	Senior Software Engineer	\$161.26	\$164.81	\$168.43	\$172.14
54151S	Software Engineer	\$106.52	\$108.87	\$111.26	\$113.71
54151S	Principal Systems Analyst	\$153.35	\$156.73	\$160.17	\$163.70
54151S	Senior Systems Analyst	\$125.65	\$128.41	\$131.23	\$134.13
54151S	Systems Analyst	\$85.32	\$87.19	\$89.11	\$91.07
54151S, 541611	Principal Functional Analyst	\$152.68	\$156.03	\$159.47	\$162.97
54151S, 541611	Senior Functional Analyst	\$111.42	\$113.86	\$116.37	\$118.93
54151S, 541611	Functional Analyst	\$86.40	\$88.30	\$90.25	\$92.23
54151S	Principal System Administrator	\$156.80	\$160.24	\$163.77	\$167.38
54151S	Senior System Administrator	\$121.70	\$124.38	\$127.12	\$129.92
54151S	System Administrator	\$102.36	\$104.60	\$106.90	\$109.25
54151S	Help Desk Manager	\$112.76	\$115.23	\$117.77	\$120.36
54151S	Help Desk Specialist - Level III	\$83.17	\$85.01	\$86.88	\$88.80
54151S	Help Desk Specialist - Level II	\$69.29	\$70.81	\$72.37	\$73.96
54151S, 541611	Quality Assurance Analyst Manager	\$118.01	\$120.60	\$123.25	\$125.96



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SIN	Labor Category	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF	GSA PRICE + IFF
		09.16.22 - 09.15.23	09.16.23 - 09.15.24	09.16.24 - 09.15.25	09.16.25 - 09.15.26
54151S, 541611	Senior Quality Assurance Analyst	\$98.34	\$100.50	\$102.71	\$104.97
54151S, 541611	Quality Assurance Analyst	\$81.95	\$83.76	\$85.60	\$87.49
54151S	Principal Test Engineer	\$133.27	\$136.20	\$139.19	\$142.26
54151S	Senior Test Engineer	\$111.06	\$113.51	\$116.01	\$118.56
54151S	Test Engineer	\$92.55	\$94.59	\$96.68	\$98.80
54151S, 541611	Principal Business Systems Analyst	\$115.08	\$117.61	\$120.20	\$122.84
54151S, 541611	Senior Business Systems Analyst	\$95.90	\$98.01	\$100.16	\$102.37
541611	Program Director	\$196.40	\$200.73	\$205.14	\$209.65
541611	Program Manager	\$188.89	\$193.04	\$197.28	\$201.62
541611	Senior Project Manager	\$144.02	\$147.18	\$150.42	\$153.72
541611	Principal Subject Matter Specialist	\$264.54	\$270.37	\$276.31	\$282.39
541611	Senior Subject Matter Specialist	\$220.45	\$225.30	\$230.26	\$235.32
541611	Subject Matter Specialist	\$205.88	\$210.42	\$215.04	\$219.78
541611	Business Process Consultant	\$133.64	\$136.58	\$139.59	\$142.66
541611	Consultant	\$163.30	\$166.90	\$170.57	\$174.32