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](http://www.gsaadvantage.gov).

**SCHEDULE TITLE:** Multiple Award Schedule

**FEDERAL SUPPLY GROUP:** Professional Services

**FSC Classes/Product Codes:**

- DA01 - IT and Telecom – Business Application/Application Development Support Services (Labor)

**CONTRACT NUMBER:** 47QTCA22D0095

**CONTRACT PERIOD:** 6/7/2022 – 6/6/2027

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

**CONTRACTOR:**
Pivotal Point, LLC
135 N Fairfax St
Falls Church, Virginia 22046
703-972-9116
information@pivotalpointllc.com
www.pivotalpointllc.com

**CONTRACTOR’S ADMINISTRATION SOURCE:**
Dokmai Webster
135 N Fairfax St
Falls Church, Virginia 22046
703-972-9116
information@pivotalpointllc.com

**BUSINESS SIZE:** Small

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov. Price list current as of 6/7/2022.

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

<table>
<thead>
<tr>
<th>SINs</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>54151SRC</td>
<td>Information Technology Professional Services</td>
</tr>
</tbody>
</table>

1b. Lowest Priced Item: See Pricelist (Government net price based on a unit of one).

1c. Hourly Rates: See Pricelist (includes discount and IFF).

2. Maximum order:

- 54151S: $500,000 per order

Note to Ordering Activities: *If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contractor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

3. Minimum order: $100

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

5. Point(s) of production (city, county, and State or foreign country). 135 N Fairfax St, Falls Church, VA 22046

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

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

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

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

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). 135 N Fairfax St, Falls Church, VA 22046

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). 135 N Fairfax St, Falls Church, VA 22046

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. ZUWLA1HGU4Z5
24. Notification regarding registration in System for Award Management (SAM) database.  Contractor registered and active in SAM
# LABOR CATEGORY DESCRIPTIONS

## Business Continuity Planner

<table>
<thead>
<tr>
<th>Minimum Education:</th>
<th>Requires a bachelor’s degree, applicable certificates, or its equivalent</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Years’ Experience:</td>
<td>5 years</td>
</tr>
</tbody>
</table>

**Responsibilities:**

Position covers all areas of IT business continuity planning cycle. Works with high-level organizational personnel and provides IT analysis and recommendations to organizations to ensure the continuation of core, mission-essential functions should personnel, facilities, inventory, IT/communications and/or infrastructure experience a natural or man-made debilitative event. Maintains schedules to meet all deadlines and objectives.

Designs and administers programs that include IT policies, standards, guidelines, training programs, and quality assurance processes for viable continuity planning. Oversees the development of Continuity of Operations (COOP) plans. Provides leadership to other business continuity professionals.

## Cable Installer

<table>
<thead>
<tr>
<th>Minimum Education:</th>
<th>Must be a high school graduate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Years’ Experience:</td>
<td>2 years</td>
</tr>
</tbody>
</table>

**Responsibilities:**

Performs IT aspects of installation of telephone, coaxial, and fiber optic cables, including vertical and horizontal cable pairs to the desktop. Locates and diagnoses signal transmission defects using various test equipment and visual inspection. Uses tools and related test equipment, ground power equipment, and pressure equipment. Prepares necessary written reports. Communicates effectively with IT management personnel, as required.

## Cable Splicer
<table>
<thead>
<tr>
<th>Minimum Education:</th>
<th>Must be a high school graduate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Years’ Experience:</td>
<td>2 years</td>
</tr>
</tbody>
</table>

**Responsibilities:**

Performs IT aspects of installation of telephone, coaxial, and fiber optic cables, including vertical and horizontal cable pairs to the desktop. Locates and diagnoses signal transmission defects using various test equipment and visual inspection. Uses tools and related test equipment, ground power equipment, terminate cables, and pressure equipment. Prepares necessary written reports. Communicates effectively with IT management personnel, as required.

<table>
<thead>
<tr>
<th>Project Manager</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Education:</td>
</tr>
<tr>
<td>Minimum Years’ Experience:</td>
</tr>
</tbody>
</table>

**Responsibilities:**

Overall responsibility for company performance on IT specific programs or projects. Functions as the leader, manager, and coordinator of all contributing disciplines and resources in the completion of IT projects or management of the program. Engage in assigning tasks; establishing and maintaining task schedules; maintaining liaison between appropriate engineering personnel and the customer to ensure effective coordination of all projects or program efforts; preparing and adhering to IT project cost and staffing plans; preparing plans, proposals, and briefings. Also provide management of contract negotiations and company representation with customers and subcontractors as required.

<table>
<thead>
<tr>
<th>Repair Center Team Leader</th>
</tr>
</thead>
<tbody>
<tr>
<td>Minimum Education:</td>
</tr>
</tbody>
</table>
Minimum Years’ Experience: 4 years

Responsibilities:
Monitors vendors’ installation of IT equipment and performing system testing and evaluation activities. Inspects and review hardware installation, wiring, power, grounding, system database validation, and other activities to ensure quality installation of services for the client. Performs adjunct installation, deinstallation, and relocation activities including, but not limited to, site preparation and installation and/or removal of cabling and wiring systems, terminal equipment, automated data processing services, and associated hardware and software. Tests quality assurance of voice and data switching equipment. Installs and/or maintain LAN/WAN equipment or networks of LANs/WANs. Communicates effectively in writing and verbally with all levels of technical and management personnel, as required. Performs network testing, analysis, and optimization. Applies transmission engineering principles to existing networks to ensure receipt of quality voice and data telecommunications services.

Special Applications Systems Engineer

Minimum Education: Must have a bachelor’s degree in Math or Computer Science from an accredited college or university

Minimum Years’ Experience: 5 years

Responsibilities:
Communicates during installation with TIER III and IV engineers and product designers as well as with customers to coordinate administration and troubleshooting of systems being installed. Responsible for test of all installed IT equipment and is capable of operating and understanding test devices such as frequency and data signal generators, oscilloscopes, transmission measuring equipment, volt-ohm meters. Responsible for documenting installation work activities and coordinating those activities with customers.

- Installs system hardware, maintenance, and administration terminals,
- Modems and any associated PC ancillary equipment.
- Connects all equipment requiring power-to-power source provided.
- Runs cables to main distributing frame or cross-connect field. Connect modems for remote access by offsite engineers.
- Assembles and installs specially designed furniture as required to support the
application, including but not limited to other adjunct devices such as remote
recorders telephone jacks, hand/headsets, clocks, special button strips, radio circuit
interface equipment, etc.

- Performs system translations and administrative tasks, coordinating with customers
  or responsible project managers.
- Tests and troubleshoots using remote engineering support, product developers and
designers prior to cutover to ensure equipment and design integrity.
- Provides support during cutover.
- Performs software and hardware upgrades.
- Performs systems analysis, integration, and design; programming, conversion and
  implementation support.

### PRICING

<table>
<thead>
<tr>
<th>SIN</th>
<th>Labor Category</th>
<th>GSA PRICE + IFF Year 1</th>
<th>GSA PRICE + IFF Year 2</th>
<th>GSA PRICE + IFF Year 3</th>
<th>GSA PRICE + IFF Year 4</th>
<th>GSA PRICE + IFF Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Business Continuity Planner</td>
<td>$174.35</td>
<td>$178.71</td>
<td>$183.18</td>
<td>$187.76</td>
<td>$192.45</td>
</tr>
<tr>
<td>54151S</td>
<td>Cable Installer</td>
<td>$84.79</td>
<td>$86.91</td>
<td>$89.08</td>
<td>$91.31</td>
<td>$93.59</td>
</tr>
<tr>
<td>54151S</td>
<td>Cable Splicer</td>
<td>$71.92</td>
<td>$73.72</td>
<td>$75.56</td>
<td>$77.45</td>
<td>$79.39</td>
</tr>
<tr>
<td>54151S</td>
<td>Project Manager</td>
<td>$119.57</td>
<td>$122.56</td>
<td>$125.62</td>
<td>$128.76</td>
<td>$131.98</td>
</tr>
<tr>
<td>54151S</td>
<td>Repair Center Team Leader</td>
<td>$101.05</td>
<td>$103.58</td>
<td>$106.17</td>
<td>$108.82</td>
<td>$111.54</td>
</tr>
<tr>
<td>54151S</td>
<td>Special Application Systems Engineer</td>
<td>$136.73</td>
<td>$140.15</td>
<td>$143.65</td>
<td>$147.24</td>
<td>$150.92</td>
</tr>
</tbody>
</table>
Service Contract Labor Standards Matrix:

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award 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.