

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 is available through **GSA Advantage[™]**, a menu-driven database system. The INTERNET address for **GSA Advantage[™]** is: **<http://www.GSAAdvantate.gov>**.

Schedule for – Management, Organizational and Business Improvement Services (MOBIS)

Federal Supply Group: 874 Class: R499

Contract Number GS-10F-0067P

For more information on ordering from Federal Supply Schedules

Click on the FSS Schedules button at <http://www.fss.gsa.gov>

Contract Period: November 07, 2003 through November 06, 2008

Contractor: Aptima, Inc.
12 Gill St., Suite 1400
Woburn, MA 01801

Business Size:
Small Business

Telephone: (781) 496-2424
Extension:
FAX Number: (781) 935-4385
Web Site: www.aptima.com
E-mail: brouady@aptima.com
Contract Administration: Christopher E. Brouady

CUSTOMER INFORMATION:

- 1a. Table of Awarded Special Item number(s) with appropriate cross-reference to page numbers:
874-1, 874-2
- 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.
- 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.
2. Maximum Order: \$1,000,000.00
3. Minimum Order: \$300.00

4. Geographic coverage (delivery Area): Domestic only
5. Point(s) of production (city, county, and state or foreign country):
6. Discount from list prices or statement of net price: Government net prices (discounts already deducted). See Attachment.
7. Quantity discounts: None Offered
8. Prompt payment terms: Net 30 days
- 9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Yes
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will Accept Over \$2,500
10. Foreign items (list items by country of origin): None
- 11a. Time of Delivery (Contractor insert number of days): Specified on the Task Order
- 11b. Expedited Delivery. The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list" Under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. Urgent Requirements. The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery: Contact Contractor
12. F.O.B. Points(s): Destination
- 13a. Ordering Address(es): Same as company address
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
14. Payment address(es): Same as company address
15. Warranty provision.: Contractor's standard commercial warranty
16. Export packing Charges (if applicable): N/A
17. Terms and conditions of Government purchase card acceptant (any thresholds above the micro-purchase level): Contact Contractor
18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A

19. Terms and conditions of installation (if applicable): N/A
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 20a. Terms and conditions for any other services (if applicable): N/A
21. List of service and distribution points (if applicable): N/A
22. List of participating dealers (if applicable): N/A
23. Preventive maintenance (if applicable): N/A
- 24a. Special attributes such as environmental attributes, (e.g., recycled content, energy efficiency, and/or reduced pollutants):
- 24b. 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/.
25. Data Universal Numbering System (DUNS) number: 96-7259946
26. Notification regarding registration in Central Contractor Registration (CCR) database: Registered

Aptima Inc. – Labor Category	Pricing with 0.75% IFF effective 5/20/05
Chief Scientist	\$168.88
Vice President of R&D	\$123.29
Senior Research Psychologist	\$115.20
Division Director/Program Manager	\$114.40
Senior Scientist	\$114.80
Systems Research & Optimization Engineer	\$109.17
Cognitive or Industrial/Organizational Psychologist	\$108.06
Operations Analyst	\$100.06
Human Factors Analyst II	\$95.29
Simulation Engineer	\$89.74
Human Factors Analyst I	\$83.08
Human Factors Engineer	\$78.98
Contracts/Finance Administrators/Mangers	\$84.92
Administrative Support	\$59.33

Labor Category: **Chief Scientist**

Degree/Experience: PhD in relevant field with 10 years experience MS, MBA, MA
in relevant field with 15 years experience
BS in relevant field with 20 years experience

Relevant Fields: Cognitive Psychology, Experimental Psychology,
Industrial/Organizational Psychology, Educational Psychology, Cognitive Science,
Organizational Development, or related behavioral science field. Human Factors
Engineering, Industrial Engineering, or related ergonomics and design field, Computer
Science, Systems Engineering, Mathematics, Electrical/Mechanical Engineering, or
related quantitative field.

Description: Plans conducts, oversees, and/or manages complex technical initiatives and
projects, or groups of projects. Supplies technical direction and leadership to professional staff.
Possesses and applies an advanced knowledge of particular field of specialization to the
completion of projects of major complexity. Represents the organization in outside discussions
and technical forums. Widely published in field of expertise.

Authority: Works with wide latitude for unreviewed action or decision and is integral to the
development of corporate policies and procedures.

Labor Category: **Vice President of R&D**

Degree/Experience: PhD in relevant field with 10 years experience MS, MBA, MA
in relevant field with 15 years experience
BS in relevant field with 20 years experience

Relevant Fields: Cognitive Psychology, Experimental Psychology,
Industrial/Organizational Psychology, Educational Psychology, Cognitive Science,
Organizational Development, or related behavioral science field. Human Factors
Engineering, Industrial Engineering, or related ergonomics and design field. Computer
Science, Systems Engineering, Mathematics, Electrical/Mechanical Engineering, or
related quantitative field.

Description: Plans, conducts, oversees, and/or manages complex technical initiatives and
projects, or groups of projects. Supplies technical direction and leadership to professional staff,
particularly in the area of idea and concept development. Possesses and applies an advanced
knowledge of particular field of specialization to the completion of projects of major complexity.
Represents the organization in outside discussions and technical forums. Widely published in
field of expertise.

Authority: Generally works with wide latitude for unreviewed action or decision and is
integral to the development of corporate policies and procedures.

Labor Category: **Senior Research Psychologist**

Degree/Experience: PhD in relevant field with 5 years experience MS, MBA, MA in relevant field with 10 years experience
BS in relevant field with 15 years experience

Relevant Fields: Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, Cognitive Science, Organizational Development, or related behavioral science field.

Description: Plans and executes specific research assignments, including experimental design and analysis. Possesses and applies comprehensive knowledge of particular field of specialization to the completion of assignments. Has well-developed technical leadership skills. Acts as in-house consulting resource as required. Interacts frequently with customers and other staff members. Published in field of expertise.

Authority: Operates with some degree of latitude in keeping with Aptima's standard policies and procedures.

Labor Category: **Division Director/Program Manager**

Degree/Experience: PhD in relevant field with 5 years experience MS, MBA, MA in relevant field with 10 years experience
BS I relevant field with 15 years experience

Relevant Fields: Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, Cognitive Science, Organizational Development, or related behavioral science field. Human Factors Engineering, Industrial Engineering, or related ergonomics and design field. Computer Science, Systems Engineering, Mathematics, Electrical/Mechanical Engineering, or related quantitative field.

Description: Plans and executes organizational assignments and leads project/programs. Reviews technical progress and appraises results. Evaluates personnel performance. May act in liaison capacity with other departments, division, and organizations. Has well-developed management and technical leadership skills. Interacts frequently with customers. Recommends changes in corporate policies and procedures.

Authority: Operates with considerable latitude in keeping with Aptima's standard policies and procedures.

Labor Category: **Senior Scientist**

Degree/Experience: PhD in relevant field with 5 years experience MS, MBA, MA in relevant field with 10 years experience
BS in relevant field with 15 years experience

Relevant Fields: Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, cognitive Science, Organizational Development, or related behavioral science field. Human Factors Engineering, Industrial Engineering, or related ergonomics and design field. Computer Science, Systems Engineering, Mathematics, Electrical/Mechanical Engineering, or related quantitative field.

Description: Plans and executes complex technical assignments Reviews technical progress of contracts and appraises results. Possesses and applies comprehensive knowledge of particular field of specialization to the completion of assignments. Has well-developed technical leadership skills. Acts as in-house consulting resource as required. Interacts frequently with customers and other members of the technical staff. Widely published in field of expertise.

Authority: Operates with considerable latitude in keeping with Aptima's standard policies and procedures.

Labor Category: **System Research & Optimization Engineer**

Degree/Experience: PhD in relevant field with 3 years experience MS, MBA, MA in relevant field with 8 years experience
BS in relevant field with 13 years experience

Relevant Fields: Computer Science, Electrical Engineering, Mathematics, or related computing or quantitative field.

Description: Plans, leads, and/or participates in projects and/or major technical subtasks of projects. Possesses and applies comprehensive knowledge of particular field of specialization to the completion of assignments. Has technical leadership skills and is particularly skilled at the task of problem formulation. Is especially knowledgeable about simulation and modeling methodologies as they apply to complex dynamic distributed systems. Possesses the ability to provide effective software requirements to software development teams.

Authority: Operates with some latitude in keeping with Aptima's standard policies and procedures.

Labor Category: **Cognitive or Industrial/Organizational Psychologist**

Degree/Experience: PhD in relevant field with 3 years experience MS, MBA, MA in relevant field with 8 years experience
BS in relevant field with 13 years experience

Relevant Fields: Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, Cognitive Science, Organizational Development, or related behavioral science field.

Description: Plans, leads, and/or participates in projects and/or major technical subtasks of projects. Possesses and applies comprehensive knowledge of particular field of specialization to the completion of assignments. Has technical leadership skills. Is especially knowledgeable about cognitive analysis, the modeling of complex distributed human/machine systems and organizations, and/or interactive learning technologies.

Authority: Operates with some latitude in keeping with Aptima's standard policies and procedures.

Labor Category: **Operations Analyst**

Degree/Experience: PhD in relevant field with 3 years experience MS, MBA, MA in relevant field with 8 years experience
BS in relevant field with 13 years experience

Relevant Fields: Psychology, Military Science, Political Science, Human Relations, or related field.

Description: Plans, leads, and/or participates in projects and/or major technical subtasks of projects. Possesses and applies comprehensive knowledge of particular field of specialization to the completion of assignments. Has technical leadership skills. Is especially knowledgeable about military or industrial operations and logistics. Provides in-house consulting services to other staff members as a domain expert.

Authority: Operates with some latitude in keeping with Aptima's standard policies and procedures.

Labor Category: **Human Factors Analyst II**

Degree/Experience: MS, MBA, MA in relevant field with 4 years experience
BS in relevant field with 7 years experience

Relevant Fields: Human Factors Engineering, Industrial Engineering, or related ergonomics and design field. Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, Cognitive Science, Organizational Development or related behavioral science field.

Description: Under general supervision, helps to plan and execute Human Factors project tasks. Possesses and applies knowledge of training development or research, job and task analysis, cognitive task analysis, human performance measurement, and knowledge elicitation techniques. Technical assignments are increasingly broad in nature.

Authority: Operates within Aptima's standard policies and procedures.

Labor Category: **Simulation Engineer**

Degree/Experience: MS, MBA, MA in relevant field with 4 years experience
BS in relevant field with 7 years experience

Relevant Fields: Computer Science, Mathematics, Biomedical Engineering,
Mechanical Engineering, Electrical Engineering, or related quantitative field.

Description: Under general supervision, helps to plan and execute modeling and simulation related project tasks. Possesses and applies knowledge about simulation methods for analysis of complex human-machine systems. Technical assignments may be broad in nature, requiring originality and ingenuity.

Authority: Operates within Aptima's standard policies and procedures.

Labor Category: **Human Factors Analyst I**

Degree/Experience: MS, MBA, MA in relevant field with 2 years experience
BS in relevant field with 3 years experience

Relevant Fields: Human Factors Engineering, Industrial Engineering, or related ergonomics and design field. Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, Cognitive Science, Organizational Development or related behavioral science field.

Description: Under close supervision executes Human Factors related project tasks. Possesses and applies developing knowledge of training development or research, job and task analysis, cognitive analysis, human performance measurement, and knowledge elicitation techniques. Technical assignments are usually specific but become increasing challenging.

Authority: Operates within Aptima's standard policies and procedures.

Labor Category: **Human Factors Engineer**

Degree/Experience: MS, MBA, MA in relevant field with 2 years experience
BS in relevant field with 3 years experience

Relevant Fields: Human Factors Engineering, Industrial Engineering, or related ergonomics and design field. Cognitive Psychology, Experimental Psychology, Industrial/Organizational Psychology, Educational Psychology, Cognitive Science, Organizational Development or related behavioral science field.

Description: Under close supervision executes technical project tasks. Possesses and applies developing knowledge of applied human engineering, training development or research, or usability testing in military or industrial environments. Technical assignments are usually specific but become increasingly challenging.

Authority: Operates within Aptima's standard policies and procedures.

Labor Category: **Contracts/Finance Administrators/Managers**

Degree/Experience: MS, MBA, MA in relevant field
BS/BA in relevant field

Relevant Fields: Accounting, Economics, Business Administration, or related field

Description: Executes the fiscal and contractual obligations of ongoing projects. Possesses and applies advanced knowledge of government contract law and subcontract administration, proposal pricing, and job cost accounting. This category DOES NOT include clerical workers.

Authority: Operates within Aptima's standard policies and procedures and in keeping with all local, state, federal, and IRS regulations.

Labor Category: **Administrative Support**

Degree/Experience: MS, MBA, MA in relevant field with 0 years experience
BS/BA in relevant field with 1 year experience
High School with 5 years experience

Relevant Fields: Business Management or related field

Description: Under varying degrees of supervision executes the administrative and support functions of ongoing projects. Possesses and applies knowledge of basic computer skills, including word processing, spreadsheets, graphics, and presentation management.

Authority: Operates within Aptima's standard policies and procedures.