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U.S. General Services Administration

General Services Administration

Federal Supply Services

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>.

Professional Engineering Services (PES)

Federal Supply Schedule 871

FSC Group 871

Contract Number: GS-23F-0025K

Contract Period: 29 October 1999 through 28 October 2014

With One 5 Year Option Period

For more information on ordering from Federal Supply Schedules, go to the GSA Schedules home page at: <http://www.gsa.gov/schedules>.

For more information, please contact:

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Business Size: Large

Price List current through modification number CM-A326, dated 09/30/13

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Customer Information

1a. Awarded Special Item Numbers:

SIN 871-1: Strategic Planning for Technology Programs/Activities

SIN 871-2: Concept Development and Requirements Analysis

SIN 871-3: System Design, Engineering, and Integration

SIN 871-4: Test and Evaluation

SIN 871-5: Integrated Logistics Support

SIN 871-6: Acquisition and Life-Cycle Management

SIN 871-7: Construction Management

1b. Labor Rates: Please see **Appendices A & B for Labor Rates.**

1c. Labor Category Descriptions: Please see Appendix C.

2. **Maximum Order Threshold:** The maximum order threshold value per order for all Professional Engineering Services will be \$1,000,000. Clients may request discounts for orders above \$1,000,000. (Please see Ordering Thresholds in the Terms and Conditions Section for details)
3. **Minimum Order:** The minimum dollar value per order for all Professional Engineering Services is \$100.
4. **Geographic Coverage (Delivery Area):** Worldwide.
5. **Point of Production:** Mclean, VA and Booz Allen offices worldwide.
6. **Discount from List Prices:** All prices listed are net prices.
7. **Quantity Discounts:** Not applicable.
8. **Prompt Payment Terms:** No special discount is offered for prompt payment. Payment terms are net 30 days.
- 9a. **Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders at or below the micro-purchase threshold.
- 9b. **Acceptance of Government Credit Cards:** Government credit cards will be accepted for orders above the micro-purchase threshold.
10. **Foreign Items:** Not Applicable.
- 11a. **Time of Delivery:** Specified in each task order.
- 11b. **Expedited Delivery:** Items available for expedited delivery are noted in this price list.
- 11c. **Overnight and 2-Day Delivery:** Specified in each task order.
- 11d. **Urgent Requirements:** Not Applicable.
12. **F.O.B. Points(s):** Destination.

13a. Ordering Address:

Booz Allen Hamilton, Inc.
Attention: Contracts*
8283 Greensboro Drive
McLean, VA 22102-3838
888/224-7041 phone
703/902-3200 facsimile
RFP_services@bah.com

* Please mail to the attention of the Contract Administrator identified in the task order proposal.

13b. Ordering Procedures: The ordering procedures for supplies and services, information on Blanket Purchase Agreements (BPA), and a sample BPA can be found at the GSA/FSS Schedule homepage (<http://www.gsa.gov/schedules>).

14. Payment Address is as Follows:

Payment via Wire Transfer

Financial Institution:
Wachovia Bank
9-Digit ABA routing number: see invoice
Telegraphic abbreviation: PNB
Account number: see invoice

ACH Payments:

Booz Allen Hamilton Inc.
Wachovia Bank
9-Digit ABA routing number: see invoice
Account number: see invoice

Payment via Check/U.S. Mail

Booz Allen Hamilton Inc.
Wachovia Bank
P.O. Box 8500 (S-2725)
Philadelphia, PA 19178-2725

International Funds:

Booz Allen Hamilton Inc.
CHIPS Participant number:0509
SWIFT TID: PNBPU33

15. Warranty Provision: Not applicable.

16. Export Packing Charges: Will be determined on a task order basis.

17. Terms and Conditions of Government Purchase Card Acceptance: Government Commercial Credit Cards will be acceptable for payments. Bank account information for wire transfer payments will be shown on the invoices.

- 18. Terms and Conditions of Rental, Maintenance, and Repair:** Not applicable.
- 19. Terms and Conditions of Installation:** Not applicable.
- 20. Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts from List Prices:** Not applicable.
- 20a. Terms and Conditions for Any Other Services:** Not applicable.
- 21. List of Service and Distribution Points:** Not applicable.
- 22. List of Participating Dealers:** Not applicable.
- 23. Preventive Maintenance:** Not applicable.
- 24a. Special Attributes:** Not applicable.
- 24b. Section 508:** If applicable, Section 508 compliance information on Electronic and Information Technology (EIT) supplies and services will be addressed on a task order basis. The EIT standards can be found at www.Section508.gov.
- 25. Data Universal Numbering System (DUNS) Number:** 00-692-8857
- 26. Central Contractor Registration (CCR) Database:** Booz Allen is registered in the Central Contractor Registration (CCR) Database.
- 27. Uncompensated Overtime:** Booz Allen labor rates were developed utilizing uncompensated overtime for exempt employees. All hours delivered will be at the rates reflected in the price list.

Booz Allen Advantage

Why choose Booz Allen for Professional Engineering Services? Booz Allen brings unparalleled resources to its clients.

Quality—Booz Allen is globally recognized as a quality provider of professional engineering services. We have won numerous awards across the government for our innovative solutions including multiple Hammer Awards, then National Intelligence Meritorious Unit Citation, the Top Contractor from the Defense Information Systems Agency, and the Federal Technology Leadership Award. A majority of our clients engage us for follow-on work, offering further testament to our strong reputation and the value we provide to our customers.

Experience—With its breadth and depth of experience, Booz Allen offers a rich consulting skill base and management commitment to apply its world-recognized capability to innovatively resolve program objectives. Our insights and understanding of requirements regularly translate into cost savings and performance efficiencies measurable in terms of reduced learning curves, quality of service, and effective use of leading-edge information technologies. We strive to hire and maintain professional engineering staff, allowing Booz Allen to be a premier provider of quality services to our customers. We have served civilian, military, and intelligence agencies, state and local governments, and commercial concerns in projects covering a wide range of engineering services. These services are described in more detail in the following sections.

Well-Defined Management Practices —Booz Allen has spent years refining our management practices with the goal of developing a quality product that meets or exceeds client expectations, delivered on time and in budget. Our efforts have not gone without reward: a majority of our business is follow-on tasks for existing clients. This proves that Booz Allen delivers what we promise and achieves superior customer satisfaction, the same satisfaction that our clients can expect. Our management approach is to provide a single point of responsibility, the task manager, with the charter of delivering the final product. That is not to say that the manager works alone but rather that the manager has the full complement of Booz Allen resources available to assemble the right team to deliver the right results. Attention is paid to quality at Booz Allen, with defined standards and processes used throughout the firm.

Booz Allen's Professional Engineering Service Offerings

Booz Allen offers the full range of Professional Engineering Services needed by government agencies to improve agency mission performance, enhance security, and support federal clients' goals now and in the future. Our services span the full engineering life-cycle represented by Special Item Numbers (SINs) 871-1 through 871-7

AWARDED SPECIAL ITEM NUMBERS (SINs)

- **SIN 871-1: Strategic Planning for Technology Programs/Activities**
- **SIN 871-2: Concept Development and Requirements Analysis**
- **SIN 871-3: System Design, Engineering, and Integration**
- **SIN 871-4: Test and Evaluation**
- **SIN 871-5: Integrated Logistics Support**
- **SIN 871-6: Acquisition and Life-Cycle Management**
- **SIN 871-7: Construction Management**

Within each engineering phase, our Professional Engineering Services cut across all four primary engineering disciplines – chemical, civil, electrical, and mechanical – with a depth of professional engineering resources that enables us to respond successfully to virtually any government engineering requirement. Our specific PES offerings and qualifications are further defined in the following pages.

Strategic Planning for Technology Programs/Activities (SIN 871-1)

Booz Allen will define and interpret the high-level, organizational, engineering performance requirements associated with missions, programs, projects, and systems and evaluate the approaches for their achievement. The depth and breadth of Booz Allen's experience, embodying government and commercial best practices will be applied. Associated tasks include—

- **Mission Analysis**—Assist in developing mission needs statements by analyzing the capabilities of existing and planned systems and identifying shortfalls in current and planned capabilities based on expected mission assignments and anticipated threats. Provide support in system concept development, technical analysis, and acquisition and program management planning to assure future mission requirements are satisfied.
- **Program Goals and Objectives**—Refine operational and design requirements to assure the proper balance between performance and cost within affordability constraints. Conduct analyses to develop and refine client objectives and requirements, define performance objectives, and provide traceability between user and design requirements.
- **Requirements Analysis**—Perform trade-off studies among requirements (i.e., operational, functional, and performance); design alternatives and their related manufacturing, testing, and support processes; determine program schedule and life-cycle cost at a level commensurate with high-level decision making.
- **Organizational Performance Assessments**—Provide organizational performance analyses to define functional and performance requirements, including functional interfaces and architecture. Conduct design synthesis and verification activities to translate functional and performance requirements into organizational solutions that include people, workflows, product and process concepts, and solutions.
- **Special Studies and Analysis**—Develop and assess strategic planning documents associated with unique and uncommon issues such as acquisition strategies, technology insertion, and logistics.
- **Training**—Provide strategic planning assistance associated with developing and deploying training materials and resources. Evaluate the effectiveness of the full range of training options and the related costs. Develop training plans including objectives, schedules, budgets, and procurement strategies. Evaluate training system effectiveness.
- **Privatization and Outsourcing**—Assess the technical and organizational capabilities required to fulfill objectives and perform research to assess the relative capabilities of commercial and other government entities. Assist in evaluating options to determine best value. Develop strategies and documentation for commercial competitive and noncompetitive procurement, and execute procurement tracking from requirements definition through contract award and equipment receipt.

Concept Development and Requirements Analysis (SIN 871-2)

Booz Allen will conduct abstract or concept studies and analyses, requirements definition, preliminary planning, and evaluation of alternative technical approaches and associated costs for developing or enhancing high-level general performance specifications of a system, project, mission, or activity. Associated tasks include—

- **Cost/Performance Trade-Off Studies**—Perform analysis of alternative (AoA) studies to determine highest value in terms of mission performance and total ownership cost (TOC). Provide operational trade-off studies comparing the effect of performance and design characteristics on mission success. Establish metrics for acceptable performance and develop capability and cost relationships throughout the product life cycle.
- **Feasibility Analysis**—Apply simulation-based engineering and concept development analysis techniques to assess the feasibility of the range of design candidates. Perform risk assessments with respect to technology requirements, production, life-cycle support and modernization. Provide a database of government and industry best practices, and state-of-the-art technology, manufacturing techniques, and logistics.
- **Regulatory Compliance Support**—Research the full spectrum of legislative and regulatory requirements as well as applicable treaties and other associated agreements. Discern pertinent elements and develop an appropriate assessment and tracking mechanism to assure that the system under consideration meets all requirements.
- **Technology Conceptual Designs**—Based on current and future performance and operational requirements, determine the technology gaps. Develop technology concepts and assess the risks associated with their development. Assess and recommend the highest value technology concepts for development. Integrate new technology concepts into systems while considering long-term impacts and life-cycle costs.
- **Training**—Assess the training requirements associated with the introduction of new systems and related tactics. Design and develop state-of-the-art training materials, curricula, and the logistics necessary to successfully implement the requisite training.
- **Privatization and Outsourcing**—Research the capabilities of other government and commercial concerns in terms of providing the technologies and production services required to field new concepts. Assess associated risks and make recommendations.

System Design, Engineering, and Integration (SIN 871-3)

Booz Allen will translate product concepts into preliminary and detailed engineering design plans and specifications. The determination of risk and development of mitigation plans, configuration management, and component integration will be incorporated into the development of prototypes and system models. Further, to demonstrate and validate models and prototypes, Booz Allen will follow a rigorous test and evaluation process to ensure all performance criteria are met within the specified operating parameters. Associated tasks include—

- **Design Studies and Analysis**—Develop interface definitions and integration parameters to assure system components function as intended, facilitate system integration, and reduce performance risk. Assess evolving and revolutionary technologies for introduction into the system design. Evaluate the state-of-the-art and best practices for fabrication, testing and life-cycle support, focusing on best value determined by program objectives.
- **Simulation and Modeling**—Develop and operate appropriate computer-aided design (CAD) models, as well as other simulation-based models, to facilitate evaluation of design performance and product development. Make recommendations for product modification and enhancement based on the results of modeling and simulation activities.
- **Specification Preparation**—Produce documentation (e.g., specifications, drawings, CAD models, operation manuals) necessary to adequately define the system for prototype production, testing, manufacture, life-cycle support, modernization, and disposal.
- **System Design**—Based on modeling and simulation techniques, specification preparation, and other pertinent data, develop system designs that accommodate program objectives and established metrics. Perform appropriate engineering analyses and conduct design reviews to ensure compliance with system performance, cost, and schedule goals.
- **Configuration Management**—Establish and maintain a configuration management process that assures complete traceability of all requirements, specifications, production plans, changes, and related materials.
- **Fabrication and Assembly Support**—Provide on-site review of techniques and processes used to fabricate and assemble prototype systems. Develop solutions to related issues as they occur, assessing their impact on performance, cost, and schedule. Incorporate changes into specifications and production plans. Maintain configuration management.
- **Training**—Develop training products to address unique or unusual aspects of the system's fabrication, assembly, testing, maintenance, modernization, or disposal. These products will reflect the highest value to the client in terms of completeness, ease of use, integration with training infrastructure, maintenance, and cost.
- **Privatization and Outsourcing**—Evaluate available sources for required design capabilities, prototype fabrication, and other related activities and determine the source(s) that provide the most attractive combination of capability, availability, reliability, and cost.

Test and Evaluation (SIN 871-4)

Booz Allen will apply various techniques to evaluate system(s) performance against design objectives. From developing test plans and other germane documentation, to participating in testing and data analysis, to making recommendations, Booz Allen has the requisite skills and experience to assure clients receive accurate and meaningful test results. Associated tasks include—

- **Testing**—Develop testing protocol from program documents (e.g., Test and Evaluation Master Plan [TEMP]) assuring the protocol provides accurate metrics for all performance objectives. Conduct tests (e.g., first article and prototype, environmental, system safety, quality assurance) and analyze results. Perform modeling and simulation exercises to examine concept feasibility and system performance. Recommend design, production, or operational modifications based on test result analysis.
- **Independent Verification and Validation**—Provide objective, insightful recommendations to clients to assure a system or product meets the client’s needs throughout development and testing.
- **Reverse Engineering**—Determine the function or source of failure of a system or product by analyzing standard test results, examining product or system design, and/or conducting specialized tests. Document results and provide advice for product or system modification. Use similar techniques to analyze the function and design of competing systems or new technologies.
- **Quality Assurance**—In addition to conducting tests for quality assurance, the processes for statistical control, integrated product development, design, and production should be assessed for their contribution to the product quality.
- **Training**—Develop and implement unique training materials and curricula associated with test and evaluation requirements for the product or system throughout its life cycle.
- **Privatization and Outsourcing**—Research the capabilities of other government and commercial concerns in terms of providing the test and evaluation services. Assess associated risks and make recommendations.

Integrated Logistics Support (SIN871-5)

Booz Allen will provide the analysis, planning, and detailed design of all logistics support, including materiel, personnel, and operational maintenance and repair of products and systems throughout the life-cycle. The TOC impacts will be an overarching consideration. Associated tasks include—

- **Requirements Determination**—Examine the performance, cost, and operational objectives of the product or system and develop a set of logistics requirements that satisfies all relevant objectives. Consider the capabilities of existing infrastructure, processes, and skills when developing requirements for logistics support, and evaluate new and innovative approaches to logistics. Make recommendations and develop plans that offer highest value to the client by balancing needs, existing resources, innovation, and costs.
- **Policy Standards and Procedures Development**—Based on logistics requirements, accommodating resource constraints, and implementation issues, will develop a set of policy standards and procedures that satisfy product or system logistics requirements. Integrate the policies and procedures with other pertinent policies and procedures assuring coordination with related products and systems. Determine the impact of policies and procedures on TOC.
- **Logistics Planning**—As an integrated element of the product or system development, assure the logistics plan meets all requirements as the development process evolves. Consider human factors, long-term reliability and maintainability, infrastructure, investment requirements, training, and cost in establishing the feasibility of the logistics plan.
- **Training**—Establish related training needs to carry out the logistics plan. Assess the requirements for material and curriculum development and training implementation. Provide flexible options that remain germane through the entire life cycle.
- **Outsourcing and Privatization**—Research the capabilities of other government and commercial concerns in terms of providing integrated logistics support services. Assess associated risks and make recommendations.

Acquisition and Life-Cycle Management (SIN 871-6)

Booz Allen will draw on decades of experience in acquisition and life-cycle management to assure all planning, budgetary, contract, and program management functions required to field, operate, and support technology-based products and systems are provided at high value to our clients. Associated tasks include—

- **Acquisition Support**—Provide project and program management technical assistance during the development of system requirements, design specifications, reviews, logistics planning, test and evaluation, and other related acquisition functions. Perform sensitivity analyses and trade-off studies to ascertain the best value solution for our clients.
- **Operations and Maintenance**—During pre-deployment phases, assist in developing operations and maintenance requirements within the program objectives. After the system is fielded, provide technical support during operations and maintenance, including the resolution of technical issues, technology insertion, and development of policies and procedures.
- **Technology Management**—Assure the program has the most relevant and recent information on technology issues affecting the execution and effectiveness of the program. Assist the client in developing technology insertion plans and investment strategies by assessing performance, schedule, and cost impacts and any associated risks.
- **Training**—In support of acquisition and life-cycle management, identify all relevant training requirements throughout all program phases. Ascertain the skills, curricula, schedule, and costs associated with fulfilling these needs, and develop and implement the training as required.
- **Privatization and Outsourcing**—Research the capabilities of other government and commercial concerns in terms of providing acquisition and life-cycle management services. Further, identify opportunities for performance of technical functions throughout the program. Assess associated risks and make recommendations based on highest value to the client.

Construction Management (SIN 871-7)

Customer agencies shall utilize construction managers as its principal agent to advise on or manage the process over the project regardless of the project delivery method used. The Construction Manager assumes the position of professional adviser or extension of staff to the customer agency. The Construction Manager frequently helps the customer agency identify which delivery method is the best for the project. The construction management approach utilizes a firm (or team of firms) with construction, design and management expertise to temporarily expand the customer agency's capabilities, so that they can successfully accomplish their program or project. The Construction Manager also provides expert advice in support of the customer agency's decisions in the implementation of the project. The following are some of the tasks to be covered under Construction Management:

Project Design Phase Services: These services may include: design technical reviews; code compliance reviews; constructability reviews; analysis of Value Engineering proposals; preparation of cost estimates (including independent check estimates); cost analysis; cost control/monitoring; energy studies; utility studies; site investigations; site surveys; scheduling (including preparation of schedules and schedule reviews); review of design scope changes (including analysis of schedule impact); scheduling/conducting/documenting design related meetings; and performing market studies (material availability, contractor interest, etc.).

Project Procurement Phase Services: These services may include: providing assistance to the Contracting Officer in contract procurement; answering bid/RFP questions; attending/participating in site visits; attending/participating in pre-bid conferences; preparing and issuing solicitation amendments for review and approval by the Government Contracting Officer; and performing cost/bid/proposal analysis.

Project Construction Phase Services: These services may include: establishing temporary field offices; setting up job files, working folders, and record keeping systems; maintaining organized construction files; scheduling and conducting preconstruction meetings; documenting actions taken and decisions made, etc.; monitoring the submittal review process; review and monitoring of project schedules for construction progress with emphasis on milestone completion dates, phasing requirements, work flow, material deliveries, test dates, etc.; assisting in problem resolution and handling of disputed issues (including development of Government position); maintaining marked up sets of project plans and specifications for future as-built drawings; performing routine inspections of construction as work proceeds, taking action to identify work that does not conform to the contract requirements, and notifying the contractors when work requires correction; compiling, through site inspections, lists of defects and omissions related to the work performed and providing these lists to the contractor for correction; review of construction contractor payment requests (including preparation of necessary forms for payment processing); monitoring project financial data and budgetary cost accounting; administration of construction contract change orders (issuing proposal requests, preparing cost estimates, reviewing cost proposals, assisting agency in negotiations, preparing change order packages for processing); scheduling, conducting, and documenting regular progress meetings with all interested parties to review project status, discuss problems, and resolve issues; scheduling, conducting, and documenting (prepare minutes, etc. for distribution) construction related project meetings; monitoring construction contractor compliance with established safety standards (note and report unsafe working conditions, failures to adhere to safety plan required by construction contract); monitoring construction contractor's compliance with contract labor standards; coordination of construction activities with customer Managers and occupying agency personnel; monitoring the design and construction clarification process and, when appropriate, reminding the A/E and other parties involved of the need for timely actions; participating in all partnering activities during construction

(workshops, meetings, etc.); preparing special reports and regular project status reports; providing for progress and/or final photographs of project work; perform site surveys; provide assistance in obtaining permits; perform hazardous material assessments and monitoring of hazardous material abatement work; and provide cost estimating assistance.

Commissioning Services: These services shall include, but are not limited to, providing professional and technical expertise for start-up, calibration, and/or certification of a facility or operating systems within a facility. The CM must be able to provide any level of commissioning need from total support to specialty services. Commissioning services may require start-up planning, forecasting start-up duration, estimating start-up costs, determining start-up objectives, organizing start-up teams and team assignments, testing building system components, conducting performance tests.

Testing Services: The CM may be tasked to provide the services of an independent testing agency/laboratory to perform project specific quality control testing and inspection services. The services may include, but are not limited to, testing/inspection of soils, concrete, precast concrete connections, steel, steel decking, applied fireproofing, roofing, curtain walls/glazing, and elevator installations.

Claims Services: The CM may be tasked to provide Claims Services when and as required by the Government for specific projects. The CM will review disputes and claims from the A&E and/or construction contractor(s) and render all assistance that the Government may require, including, but not limited to, the following: Furnishing reports with supporting information necessary to resolve disputes or defend against the claims; preparation and assembly of appeal files; participation in meetings or negotiations with claimants; appearance in legal proceedings; preparation of cost estimates for use in claims negotiations; preparation of risk assessments/analyses relative to claim exposures; preparation of findings of fact and any other documentation required by the Government.

Post Construction Services: At or near substantial completion of project construction, the CM may be tasked to provide services such as:

Performing Post Occupancy Evaluations (POE's); assisting Agency in the formulation of lessons learned; providing occupancy planning including development of move schedules, cost estimates, inventory lists, etc.; providing move coordination, relocation assistance, and/or furniture coordination; providing telecommunication and computer coordination.

Contractors are awarded one or more of the following primary engineering disciplines (PEDs) under this

Special Item Number:

Chemical Engineering (CE)

Civil Engineering (CI)

Electrical Engineering (EE) Mechanical Engineering (ME)

TERMS AND CONDITIONS

The prices quoted in this price list were established in accordance with Booz Allen's government-approved estimating and timekeeping systems. Timekeeping is based on a "total-time accounting" system in which employees record all hours worked and allocate these hours to their correct cost categories, whether direct or indirect. Travel time outside of normal business hours and normal commuting costs are not billed.

For T&M type task orders, Booz Allen will bill for all hours worked, including travel time if the employee is traveling in support of a task order (at the client's direction) during normal business hours. Travel time outside of normal business hours and normal commuting costs are not billed.

Client Facility Requirements

Should work be required at the client site, Booz Allen would expect to furnish only the appropriate staff members to complete the work. We would expect the client to furnish all office space, equipment, and supplies at no cost to Booz Allen. This includes, but is not limited to, telephones, faxes, copiers, personal computers, ordinary business software, and normal copying and reproduction services.

Foreign Taxes And Duties

- A. The prices listed herein are based on domestic performance of PES task orders. Booz Allen warrants that the prices do not include any tax, duty, customs fees, or other foreign governmental costs, assessments, or similar charges from which the U.S. Government is exempt. However, if additional costs are legally owed or incurred by Booz Allen as a result of rightful performance of PES at foreign sites, then those costs shall be negotiated and incorporated into the respective task orders as allowable other direct costs.
- B. Booz Allen will include standard commercial export packaging, including containerization (if necessary), packaging, preservation, and marking in the pricing offered and accepted by the Government under individual task orders.

Independent Contractor

All services performed by Booz Allen under the terms of this contract shall be as an independent contractor and not as an agent or employee of the Government.

Inspection of Services

FAR 52.246-4 Inspection of Services–Fixed Price (August 1996) and FAR 52.246-6 Inspection of Services–Time and Material and Labor Hour (January 1996) shall apply, as appropriate, to PES task orders.

Invoices

Booz Allen shall submit invoices upon completion of the work ordered. For firm-fixed price orders, partial payments are authorized and shall be based upon completion of defined milestones, interim products, and/or deliverables. Invoices shall be submitted monthly for recurring services performed during the preceding month for time and materials orders.

Liability Limitations

- A. **Injury or Damages**— Booz Allen shall not be liable for any injury to Government personnel or damage to Government property arising from the services provided unless such injury is due to the fault or negligence of Booz Allen.
- B. **Consequential Damages**— Booz Allen shall not be liable for any consequential damages, including strict liability, of any kind or nature, associated with any actual or alleged breach of the contract, tort or negligence, or otherwise caused. In no event shall Booz Allen be liable for costs or damages resulting from alleged breach of the contract even if, under applicable law, such costs or damages would not be considered consequential or special damages.

Ordering Procedures

A. Procedures for Professional Engineering Services Priced on GSA Schedule at Hourly Rates.

1. FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SIN) within a Schedule. GSA has established special ordering procedures for PES (SINs 871-1 through 871-6) that are priced on schedule at hourly rates. These special ordering procedures, which are outlined herein, take precedence over the procedures in FAR 8.404.
2. The GSA has determined that the rates for PES contained in this pricelist are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.
3. When ordering PES, ordering offices shall—
 - i. Prepare a Request for Quotation:
 - a. A performance-based statement of work that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (e.g., security clearances, travel, special knowledge, etc.) should be prepared.
 - b. A request for quotation should be prepared that includes the performance-based statement of work and requests the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor-hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the hourly rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.

- c. The request for quotation may request the contractors, if necessary or appropriate, to submit a project plan for performing the task and information on the contractor's experience and/or past performance on similar tasks.
 - d. The request for quotation shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical acceptability of responses. If consideration will be limited to schedule contractors who are small business concerns the request for proposals shall notify the contractors that will be the case.
- ii. Transmit the Request for Quotation to contractors:
 - a. Based on an initial evaluation of catalogs and pricelists, the ordering office should identify the contractor that appears to offer the best value (considering the scope of services offered, hourly rates, and other factors such as contractors' locations, as appropriate).
 - b. The request for quotation should be to three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not to exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request for quotation should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractor's costs associated with responding to requests for quotations for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement.
- iii. Evaluate proposals and select the contractor to receive the order:
 - a. After responses have been evaluated against the factors identified in the request for quotation, the order should be placed with the schedule contractor that represents the best value and results in the lowest overall cost alternative (considering price, special qualifications, administrative costs, etc.) to meet the Government's needs.
- 4. The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPA) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs, ordering offices shall—
 - i. Inform contractors in the request for quotation (based on the agency's requirement) if a single BPA or multiple BPAs will be established and indicate the basis that will be used for selecting the contractor to be awarded the BPAs.
 - a. **SINGLE BPA:** Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best

value and results in the lowest overall cost alternative to meet the agency's needs should be awarded the BPA.

- b. **MULTIPLE BPAs:** When the ordering office determines that multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedure in (3)(ii)(b) above, and then place the order with the schedule contractor that represents the best value and results in the lowest overall cost alternative to meet the agency's needs.
 - ii. Review BPAs periodically. Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value (considering price, special qualifications, etc.) and results in the lowest overall cost alternative to meet the agency's needs.
- 5. The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.
- 6. When the ordering office's requirement involves both products as well as services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the greatest value in terms of meeting the agency's total needs.
- 7. The ordering office, at a minimum, should document orders by identifying which contractor the services were purchased from, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of schedule contractors' proposals that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

B. Procedures for Professional Engineering Services Available on Schedule at Fixed Prices.

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with Subpart FAR 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

1. Orders Placed at or Below the Micro-Purchase Threshold:
Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule contractor.
2. Orders Exceeding the Micro-Purchase Threshold but Not Exceeding the Maximum Order Threshold:
Orders should be placed with the schedule contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three schedule contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the service representing the best value, the ordering office may consider—
 - i. special features of the service that are required in effective program performance and that are not provided by a comparable service; and
 - ii. past performance.
3. Orders Exceeding the Maximum Order Threshold. Each schedule contract has an established maximum order threshold. The PES threshold of \$1,000,000 represents the point where it is advantageous for the ordering office to seek a price reduction. In accordance with FAR 8.404, and before placing an order that exceeds the maximum order threshold, ordering offices shall—
 - i. Based on the initial evaluation, generally seek price reductions from the schedule contractor(s) appearing to provide the best value (considering price and other factors); and
 - ii. After price reductions have been sought, place the order with the schedule contractor that provides the best value and results in the lowest overall cost alternative (see FAR 8.404(a)). If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.
For orders exceeding the maximum order threshold, Booz Allen may:
 - a. Offer a new lower price for this requirement
 - b. Offer the lowest price available under the contract; or
 - c. Decline the order (orders must be returned in accordance with FAR 52.216-19).

4. Blanket Purchase Agreements (BPA):

The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

5. Price Reductions:

In addition to the circumstances outlined in paragraph (3), above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

Orders

- A. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks that extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available. For GSA reporting purposes only, an order should include the SIN(s) covered. Booz Allen's task order proposal will reflect the applicable SINs.
- B. All task orders are subject to the terms and conditions of the contract. Ordering agencies may incorporate provisions in their task orders that are essential to their requirements (i.e., security clearances, hazardous substances, special handling, key personnel, etc.) These provisions, when required, will be included in individual task orders. Any cost necessary for Booz Allen to comply with the provision(s) will be included in the task order proposal, unless otherwise prohibited by law. In the event of conflict between a task order and the contract, the contract will take precedence.

Other Direct Costs

In accordance with Booz Allen's accounting practices, any item used in direct support of a contract may be charged directly to a task order. Typical ODCs include, but are not limited to, long-distance telephone, reproduction, hardware, software, microcomputer usage, miscellaneous supplies (e.g., diskettes and pagers), and local and long-distance travel with the appropriate indirect burdens (no fee or profit) in accordance with our Indirect Rate Summary contained in our DCAA review Provisional Rates and Forward Pricing Submission. Travel required in the performance of task orders under this contract shall be reimbursed by the ordering agency to the extent that such costs are within funding limitations and are otherwise allowable in accordance with the FAR or applicable agency regulations. Travel will be in accordance with the Federal Travel Regulation or Joint Travel Regulations, as applicable.

The labor category rates included in the pricelist will apply to the work performed within the geographical scope of this contract. However, we recognize that work may be required that may result in markedly different costs than are normally incurred, for example, work performed in overseas locations (i.e., outside the 48

contiguous states). Booz Allen would expect—in conjunction with the client—to examine these costs and negotiate appropriate pricing arrangements on a case-by-case basis.

Payments

For firm-fixed price orders the Government shall pay Booz Allen, upon submission of proper invoices or vouchers, the price(s) stipulated in the order. Partial payments shall be made when authorized by the order. 52.212-4 (JUNE 2010) (DEVIATION I FEB 2007) applies to fixed price orders.

For Time-and-Materials and Labor Hour orders, 52.212-4 (JUNE 2010) (ALTERNATE I OCT 2008) (DEVIATION I FEB 2007) shall apply.

Performance Incentives

- A. When using a performance based statement of work, performance incentives may be agreed upon between the Contractor and the ordering office on individual fixed price orders or Blanket Purchase Agreements, for fixed price tasks, under this contract in accordance with this clause.
- B. The ordering office must establish maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- C. To the maximum extent practicable, ordering offices shall consider establishing incentives where performance is critical to the agency's mission and incentive are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.
- D. The above procedures do not apply to Time and Material or labor hour orders.

Performance of Services

- A. Booz Allen shall commence performance of services on the date agreed to by Booz Allen and the ordering office.
- B. The ordering office should include the criteria for satisfactory completion for each task in the statement of work or task order. Services shall be completed in a good and workmanlike manner.
- C. Any contractor travel required in the performance of task orders must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem ceiling rates will apply to all contractor travel. Contractors cannot use GSA city pair contracts.

Rate Differentials

The rates included in this pricelist represent fully loaded hourly labor rates for each labor category for work performed at contractor sites and client sites.

- A. **Work at Client Site**—Should work be required at the client's site, Booz Allen may apply the client site rates included in this pricelist. These rates assume that, at a minimum:
 - 1. The client provides all office space, supplies, and equipment; and
 - 2. Booz Allen employees are 100 percent dedicated and billable to the project for a performance period of not less than ninety (90) consecutive days.

- B. Work at Contractor Site**—For work performed at contractor sites, Booz Allen will furnish all normal supplies and services required for the work (some may be an additional direct charge to the client). This includes facilities, supplies, personal computers, business software, and telephones.
- C. Security Clearance Requirements**—In the event that security requirements are necessary, the ordering agency may incorporate into their task orders a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the inclusion of security requirements, such costs will be negotiated with the ordering agency.

Responsibilities:

Responsibilities of Booz Allen

Booz Allen shall comply with all laws, ordinances, and regulations (federal, state, city, or otherwise) covering work of this character.

Responsibilities of the Government

Subject to security regulations, the ordering office shall permit Booz Allen & Hamilton access to all facilities necessary to perform the requisite services.

Scope

- A. The prices, terms and conditions stated under Special Item Numbers 871-01 through 871-06 apply exclusively to the Professional Engineering Services (PES) General Services Schedule and are within the scope of this Schedule. All prices include the required .75% GSA Federal Supply Service Industrial Funding Fee, which is paid by Booz Allen to the Government quarterly on the basis of its sales.
- B. Booz Allen shall provide services at Booz Allen's facility and/or at the ordering agency's location, as agreed to by Booz Allen and the ordering office. The Booz Allen facility prices and the ordering agency's facility prices are listed. Applicability of ordering agency location rates shall be determined on a task-by-task basis.

Security

No DD254s are associated with the basic PES Federal Supply Service Contract. If security clearances are required for a specific task order, DD254s may be issued against the order. Booz Allen's cognizant security offices are—

<p><u>Facility Clearance</u> Defense Security Service 7010 Little River Turnpike Suite #310 Annandale, VA 22003-0308 Telephone: (202) 325-0616</p>	<p><u>Personnel Security Clearance Verification</u> Defense Security Service Post Office Box 2499 Columbus, OH 43216 Telephone: (888) 282-7682</p>
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Facility Clearance: Top Secret with Top Secret Storage Capability

Granted by: DIS, Washington, DC, September 1, 1992

Technical Data

FAR clause 52.227-14, Rights in Data-General (Jun 1987)–Alternate II will govern technical data under this contract.

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 a client agency requirement:

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 of the Federal Supply Schedule Contract.

Participation in a team arrangement is limited to Federal Supply Schedule Contractors.

Clients should refer to FAR 9.6 for specific details on team arrangements.

Here is a general outline of how it works:

- The client identifies requirements.
- Federal Supply Schedule contractors may individually meet the client’s needs, or
- Federal Supply Schedule contractors may individually submit a Schedules “Team Solution” to meet the client’s requirement.

Clients make a best value selection.

Booz | Allen | Hamilton

delivering results that endure

Appendix A Labor Rates

#	PES - GS-23F-0025K LABOR CATEGORY	Year 11 (10/29/09 - 10/28/10)		Year 12 (10/29/10 - 10/28/11)		Year 13 (10/29/11 - 10/28/12)		Year 14 (10/29/12 - 10/28/13)		Year 15 (10/29/13 - 10/28/14)	
		BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site
1	Lead Program Manager	\$199.91	\$173.11	\$206.51	\$178.82	\$213.32	\$184.72	\$220.36	\$190.82	\$227.63	\$197.12
2	Senior Program Manager	\$178.26	\$151.47	\$184.14	\$156.47	\$190.22	\$161.63	\$196.50	\$166.96	\$202.98	\$172.47
3	Program Manager	\$128.80	\$105.11	\$133.05	\$108.58	\$137.44	\$112.16	\$141.98	\$115.86	\$146.67	\$119.68
4	Senior Project Manager	\$155.59	\$128.80	\$160.72	\$133.05	\$166.02	\$137.44	\$171.50	\$141.98	\$177.16	\$146.67
5	Project Manager	\$122.62	\$98.92	\$126.67	\$102.18	\$130.85	\$105.55	\$135.17	\$109.03	\$139.63	\$112.63
6	Junior Project Manager	\$88.62	\$74.19	\$91.54	\$76.64	\$94.56	\$79.17	\$97.68	\$81.78	\$100.90	\$84.48
7	Lead Requirements Engineer	\$175.18	\$147.35	\$180.96	\$152.21	\$186.93	\$157.23	\$193.10	\$162.42	\$199.47	\$167.78
8	Senior Requirements Engineer	\$161.78	\$134.98	\$167.12	\$139.43	\$172.63	\$144.03	\$178.33	\$148.78	\$184.21	\$153.69
9	Requirements Engineer	\$128.80	\$105.11	\$133.05	\$108.58	\$137.44	\$112.16	\$141.98	\$115.86	\$146.67	\$119.68
10	Junior Requirements Engineer	\$75.22	\$63.89	\$77.70	\$66.00	\$80.26	\$68.18	\$82.91	\$70.43	\$85.65	\$72.75
11	Lead Design Engineer	\$164.87	\$147.35	\$170.31	\$152.21	\$175.93	\$157.23	\$181.74	\$162.42	\$187.74	\$167.78
12	Senior Design Engineer	\$154.57	\$132.93	\$159.67	\$137.32	\$164.94	\$141.85	\$170.38	\$146.53	\$176.00	\$151.37
13	Design Engineer	\$126.74	\$107.16	\$130.92	\$110.70	\$135.24	\$114.35	\$139.70	\$118.12	\$144.31	\$122.02
14	Junior Design Engineer	\$77.28	\$65.95	\$79.83	\$68.13	\$82.46	\$70.38	\$85.18	\$72.70	\$87.99	\$75.10
15	Lead Test Engineer	\$144.26	\$99.95	\$149.02	\$103.25	\$153.94	\$106.66	\$159.02	\$110.18	\$164.27	\$113.82
16	Senior Test Engineer	\$116.44	\$90.68	\$120.28	\$93.67	\$124.25	\$96.76	\$128.35	\$99.95	\$132.59	\$103.25
17	Test Engineer	\$86.56	\$71.10	\$89.42	\$73.45	\$92.37	\$75.87	\$95.42	\$78.37	\$98.57	\$80.96
18	Junior Test Engineer	\$66.98	\$56.67	\$69.19	\$58.54	\$71.47	\$60.47	\$73.83	\$62.47	\$76.27	\$64.53
19	Lead Logistics Engineer	\$144.26	\$99.95	\$149.02	\$103.25	\$153.94	\$106.66	\$159.02	\$110.18	\$164.27	\$113.82
20	Senior Logistics Engineer	\$107.16	\$87.59	\$110.70	\$90.48	\$114.35	\$93.47	\$118.12	\$96.55	\$122.02	\$99.74
21	Logistics Engineer	\$79.34	\$65.95	\$81.96	\$68.13	\$84.66	\$70.38	\$87.45	\$72.70	\$90.34	\$75.10
22	Junior Logistics Engineer	\$62.86	\$54.61	\$64.93	\$56.41	\$67.07	\$58.27	\$69.28	\$60.19	\$71.57	\$62.18
23	Lead Engineer	\$218.45	\$207.12	\$225.66	\$213.95	\$233.11	\$221.01	\$240.80	\$228.30	\$248.75	\$235.83
24	Senior Engineer	\$182.39	\$159.71	\$188.41	\$164.98	\$194.63	\$170.42	\$201.05	\$176.04	\$207.68	\$181.85
25	Engineer	\$141.17	\$113.35	\$145.83	\$117.09	\$150.64	\$120.95	\$155.61	\$124.94	\$160.75	\$129.06
26	Junior Engineer	\$87.59	\$70.07	\$90.48	\$72.38	\$93.47	\$74.77	\$96.55	\$77.24	\$99.74	\$79.79
27	Lead Scientist	\$231.85	\$184.44	\$239.50	\$190.53	\$247.40	\$196.82	\$255.56	\$203.32	\$263.99	\$210.03
28	Senior Scientist	\$182.39	\$140.14	\$188.41	\$144.76	\$194.63	\$149.54	\$201.05	\$154.47	\$207.68	\$159.57
29	Scientist	\$147.35	\$112.32	\$152.21	\$116.03	\$157.23	\$119.86	\$162.42	\$123.82	\$167.78	\$127.91
30	Lead Operations/Research Analyst	\$136.02	\$111.29	\$140.51	\$114.96	\$145.15	\$118.75	\$149.94	\$122.67	\$154.89	\$126.72
31	Senior Operations/Research Analyst	\$118.50	\$94.80	\$122.41	\$97.93	\$126.45	\$101.16	\$130.62	\$104.50	\$134.93	\$107.95

Appendix A Labor Rates

#	PES - GS-23F-0025K LABOR CATEGORY	Year 11 (10/29/09 - 10/28/10)		Year 12 (10/29/10 - 10/28/11)		Year 13 (10/29/11 - 10/28/12)		Year 14 (10/29/12 - 10/28/13)		Year 15 (10/29/13 - 10/28/14)	
		BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site
32	Operations/Research Analyst	\$80.38	\$69.04	\$83.03	\$71.32	\$85.77	\$73.67	\$88.60	\$76.10	\$91.52	\$78.61
33	Junior Operations/Research Analyst	\$69.04	\$58.74	\$71.32	\$60.68	\$73.67	\$62.68	\$76.10	\$64.75	\$78.61	\$66.89
34	Lead Management Analyst	\$145.29	\$117.47	\$150.08	\$121.35	\$155.03	\$125.35	\$160.15	\$129.49	\$165.43	\$133.76
35	Senior Management Analyst	\$129.84	\$102.01	\$134.12	\$105.38	\$138.55	\$108.86	\$143.12	\$112.45	\$147.84	\$116.16
36	Management Analyst	\$103.04	\$81.40	\$106.44	\$84.09	\$109.95	\$86.86	\$113.58	\$89.73	\$117.33	\$92.69
37	Junior Management Analyst	\$65.88	\$55.43	\$68.06	\$57.26	\$70.31	\$59.15	\$72.63	\$61.10	\$75.03	\$63.12
38	Senior Financial Analyst	\$125.72	\$99.95	\$129.87	\$103.25	\$134.16	\$106.66	\$138.59	\$110.18	\$143.16	\$113.82
39	Financial Analyst	\$86.56	\$69.04	\$89.42	\$71.32	\$92.37	\$73.67	\$95.42	\$76.10	\$98.57	\$78.61
40	Junior Financial Analyst	\$72.13	\$58.74	\$74.51	\$60.68	\$76.97	\$62.68	\$79.51	\$64.75	\$82.13	\$66.89
41	Senior Trainer	\$111.29	\$88.62	\$114.96	\$91.54	\$118.75	\$94.56	\$122.67	\$97.68	\$126.72	\$100.90
42	Trainer	\$84.50	\$69.04	\$87.29	\$71.32	\$90.17	\$73.67	\$93.15	\$76.10	\$96.22	\$78.61
43	Junior Trainer	\$65.88	\$56.48	\$68.06	\$58.35	\$70.31	\$60.28	\$72.63	\$62.27	\$75.03	\$64.32
44	Senior Support Specialist	\$63.89	\$55.65	\$66.00	\$57.49	\$68.18	\$59.39	\$70.43	\$61.35	\$72.75	\$63.37
45	Support Specialist	\$57.52	\$51.25	\$59.42	\$52.94	\$61.38	\$54.69	\$63.41	\$56.49	\$65.50	\$58.35
46	Administrative Specialist	\$53.34	\$43.93	\$55.10	\$45.38	\$56.92	\$46.88	\$58.80	\$48.43	\$60.74	\$50.03
47	Senior Project Control Specialist	\$73.16	\$61.83	\$75.57	\$63.87	\$78.06	\$65.98	\$80.64	\$68.16	\$83.30	\$70.41
48	Project Control Specialist	\$51.25	\$47.07	\$52.94	\$48.62	\$54.69	\$50.22	\$56.49	\$51.88	\$58.35	\$53.59
49	Junior Project Control Specialist	\$42.88	\$41.84	\$44.30	\$43.22	\$45.76	\$44.65	\$47.27	\$46.12	\$48.83	\$47.64
50	Lead Information Specialist	\$128.80	\$93.77	\$133.05	\$96.86	\$137.44	\$100.06	\$141.98	\$103.36	\$146.67	\$106.77
51	Senior Information Specialist	\$103.04	\$83.47	\$106.44	\$86.22	\$109.95	\$89.07	\$113.58	\$92.01	\$117.33	\$95.05
52	Information Specialist	\$75.22	\$61.83	\$77.70	\$63.87	\$80.26	\$65.98	\$82.91	\$68.16	\$85.65	\$70.41
53	Junior Information Specialist	\$59.77	\$52.55	\$61.74	\$54.28	\$63.78	\$56.07	\$65.88	\$57.92	\$68.05	\$59.83
54	Lead Mission Analyst	\$198.87	\$161.78	\$205.43	\$167.12	\$212.21	\$172.63	\$219.21	\$178.33	\$226.44	\$184.21
55	Senior Mission Analyst	\$180.32	\$148.38	\$186.27	\$153.28	\$192.42	\$158.34	\$198.77	\$163.57	\$205.33	\$168.97
56	Mission Analyst	\$158.69	\$129.84	\$163.93	\$134.12	\$169.34	\$138.55	\$174.93	\$143.12	\$180.70	\$147.84
57	Junior Mission Analyst	\$132.93	\$111.29	\$137.32	\$114.96	\$141.85	\$118.75	\$146.53	\$122.67	\$151.37	\$126.72
58	Functional Expert Consultant Level I	\$146.32	\$146.32	\$151.15	\$151.15	\$156.14	\$156.14	\$161.29	\$161.29	\$166.61	\$166.61
59	Functional Expert Consultant Level II	\$222.57	\$222.57	\$229.91	\$229.91	\$237.50	\$237.50	\$245.34	\$245.34	\$253.44	\$253.44
60	Functional Expert Consultant Level III	\$302.95	\$302.95	\$312.95	\$312.95	\$323.28	\$323.28	\$333.95	\$333.95	\$344.97	\$344.97
61	Functional Expert Consultant Level IV	\$387.44	\$387.44	\$400.23	\$400.23	\$413.44	\$413.44	\$427.08	\$427.08	\$441.17	\$441.17
62	Functional Expert Consultant Level V	\$443.08	\$443.08	\$457.70	\$457.70	\$472.80	\$472.80	\$488.40	\$488.40	\$504.52	\$504.52

Appendix A Labor Rates: Government Site

#	PES - GS-23F-0025K LABOR CATEGORY	Year 11 (10/29/09 - 10/28/10)		Year 12 (10/29/10 - 10/28/11)		Year 13 (10/29/11 - 10/28/12)		Year 14 (10/29/12 - 10/28/13)		Year 15 (10/29/13 - 10/28/14)	
		BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site	BAH Site	GOV Site
63	Lead Homeland Security Expert	\$249.37	\$212.27	\$257.60	\$219.27	\$266.10	\$226.51	\$274.88	\$233.98	\$283.95	\$241.70
64	Homeland Security Expert	\$192.69	\$150.45	\$199.05	\$155.41	\$205.62	\$160.54	\$212.41	\$165.84	\$219.42	\$171.31
65	Sr. Homeland Security Specialist	\$153.53	\$120.56	\$158.60	\$124.54	\$163.83	\$128.65	\$169.24	\$132.90	\$174.82	\$137.29
66	Homeland Security Specialist	\$120.56	\$96.86	\$124.54	\$100.06	\$128.65	\$103.36	\$132.90	\$106.77	\$137.29	\$110.29
67	Jr. Homeland Security Specialist	\$85.52	\$71.10	\$88.34	\$73.45	\$91.26	\$75.87	\$94.27	\$78.37	\$97.38	\$80.96

****Indicates SCA eligible categories.**

Note: Government site rates assume that, at a minimum, that the client provides all office space, supplies, and equipment; and Booz Allen employees are 100 percent dedicated and billable to the project for a performance period of not less than ninety (90) consecutive days. Contractor Site rates apply if these conditions are not met.

SCA MATRIX		
SCA Eligible Contract Labor Category	SCA Equivalent Code - Title	WD Number
Administrative Specialist	01020 – Administrative Assistant	2005-2104

The SCA is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated SCA labor categories are based on the U.S. Department of Labor Wage Determination Numbers(s) identified in the matrix. The prices offered are based on the preponderance of where work is performed and should the contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices may be discounted accordingly.

Appendix B

Labor Category Descriptions

Each labor category specified below is defined with regard to education, general experience, and specific experience requirements. Training and certification requirements for a labor category are specified in the specific experience description. The duties normally performed by a person filling a labor category position are defined.

Booz Allen recognizes that successful performance depends on having the right skills and experience. These skills and experience, in turn, are acquired through the proper mix of education and professional experience. More and more, we find that the skills needed to support advanced technology efforts, and to meet today's problems and tomorrow's challenges, are not always supported by a traditional education and work experience combination. Therefore, Booz Allen may substitute between equivalent experience and education in order to provide the quality of services required by the client.

1. Lead Program Manager

Education: M.S. or M.A. degree.

General Experience: Typically has 10 to 12 years experience in managing complex engineering or technical efforts involving multiple facets of engineering disciplines.

Duties: Performs day-to-day management of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs, and coordinates the planning and production of all contract support activities. Demonstrates written and oral communication skills. Establishes and alters (as necessary) corporate management structure to direct effective contract support activities.

2. Senior Program Manager

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience in managing complex engineering or technical efforts involving multiple facets of an engineering discipline.

Duties: Performs day-to-day management of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs, and coordinates planning and production of all contract support activities. Demonstrates written and oral communication skills. Establishes and alters (as necessary) corporate management structure to direct effective contract support activities.

3. Program Manager

Education: B.S. or B.A. degree.

General Experience: Typically has 4 to 6 years experience in managing complex engineering or technical efforts involving multiple facets of an engineer discipline.

Duties: Performs day-to-day management of overall contract support operations, possibly involving multiple projects and groups of personnel at multiple locations. Organizes, directs, and coordinates planning and production of all contract support activities. Demonstrates written and oral communication skills. Establishes and alters (as necessary) corporate management structure to direct effective contract support activities.

4. Senior Project Manager

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience in managing complex engineering or technical efforts involving multiple facets of an engineering discipline.

Duties: Performs day-to-day management of assigned task order projects that involve teams of engineers, scientists, and management professionals involved in analyzing, designing, integrating, training, testing, documenting, implementing, and maintaining complex systems. Demonstrates proven skills in those technical areas addressed by the task order to be managed. Organizes, directs, and coordinates planning and production of all activities associated with assigned task order projects. Demonstrates written and oral communication skills.

5. Project Manager

Education: B.S. or B.A. degree.

General Experience: Typically has 4 to 6 years experience in managing complex engineering or technical efforts involving multiple facets of an engineering discipline.

Duties: Performs day-to-day management of assigned task order projects that involve teams of engineers, scientists, and management professionals involved in analyzing, designing, integrating, training, testing, documenting, implementing, and maintaining large complex systems. Demonstrates proven skills in those technical areas addressed by the task order to be managed. Organizes, directs, and coordinates planning and production of all activities associated with assigned task order projects. Demonstrates written and oral communication skills.

6. Junior Project Manager

Education: B.S. or B.A. degree.

General Experience: Typically has 1 to 3 years experience in managing engineering or technical efforts involving multiple facets of an engineering discipline.

Duties: Performs day-to-day management of assigned task order projects that involve teams of engineers, scientists, and management professionals involved in analyzing, designing, integrating, training, testing, documenting, implementing, and maintaining large complex systems. Demonstrates proven skills in those technical areas addressed by the task order to be managed. Organizes, directs, and coordinates planning and production of all activities associated with assigned task order projects. Demonstrates written and oral communication skills.

7. Lead Requirements Engineer

Education: M.S. degree.

General Experience: Typically has 10 to 12 years experience in technical work in the major area of full life-cycle system engineering.

Duties: Supervises systems engineering, technical efforts and performs typical associated tasks that include, but are not limited to, requirements analysis, cost/cost performance trade-off analysis, feasibility analysis, regulatory compliance support, technology conceptual designs, and special studies and analyses.

8. Senior Requirements Engineer

Education: B.S. degree.

General Experience: Typically has 7 to 9 years experience in technical work in the major area of full life-cycle system engineering involving concept development and requirements analysis.

Duties: Supervises systems engineering technical efforts and performs typical associated tasks that include, but are not limited to, requirements analysis, cost analysis, cost performance trade-off analysis, feasibility analysis, regulatory compliance support, technology conceptual designs, and special studies and analyses.

9. Requirements Engineer

Education: B.S. degree.

General Experience: Typically has 4 to 6 years experience in technical work in the major area of full life-cycle system engineering involving concept development and requirements analysis.

Duties: Typical associated tasks include but are not limited to requirements analysis, cost analysis, cost performance trade-off analysis, feasibility analysis, regulatory compliance support, technology conceptual designs, and special studies and analysis.

10. Junior Requirements Engineer

Education: B.S. degree.

General Experience: Educational background inclusive of system engineering, design, and integration.

Duties: Typical associated tasks include, but are not limited to, requirements analysis, cost analysis, cost performance trade-off analysis, feasibility analysis, regulatory compliance support, technology conceptual designs, and special studies and analysis.

11. Lead Design Engineer

Education: M.S. degree.

General Experience: Typically has 10 to 12 years of experience in the areas of system design, engineering, and integration.

Duties: Supervises systems design technical effort and performs typical tasks that include, but are not limited to, computer-aided design, design studies and analyses, research and development, specification preparation, configuration management and document control, fabrication, assembly, and simulation and modeling.

12. Senior Design Engineer

Education: B.S. degree.

General Experience: Must have 7 years experience in the areas of system design, engineering, and integration.

Duties: Supervises systems design technical effort and performs typical tasks that include, but are not limited to, computer-aided design, design studies and analysis, research and development, specification preparation, configuration management and document control, fabrication, assembly, and simulation and modeling.

13. Design Engineer

Education: B.S. degree.

General Experience: Typically has 4 to 6 years experience in the areas of system design, engineering, and integration.

Duties: Typical associated tasks include, but are not limited to, computer-aided design, design studies and analysis, research and development, specification preparation, configuration management and document control, fabrication, assembly, and simulation and modeling.

14. Junior Design Engineer

Education: B.S. degree.

General Experience: Educational background inclusive of system design, engineering, and integration.

Duties: Typical associated tasks include, but are not limited to, computer-aided design, design studies and analyses, research and development, specification preparation, configuration management and document control, fabrication, assembly, and simulation and modeling.

15. Lead Test Engineer

Education: B.S. or B.A. degree.

General Experience: Typically has 10 to 12 years experience in the area of test and evaluation.

Duties: Supervises test and evaluation technical effort. Performs typical tasks that include, but are not limited to, prototype development and first article testing, environmental testing, independent verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and physical testing of the product or system.

16. Senior Test Engineer

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience in the area of test and evaluation.

Duties: Supervises test and evaluation technical effort. Performs typical tasks that include, but are not limited to, prototype development and first article testing, environmental testing, independent verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and physical testing of the product or system.

17. Test Engineer

Education: B.S. or B.A. degree.

General Experience: Must have 5 years experience in the area of test and evaluation.

Duties: Typical associated tasks include, but are not limited to, prototype development and first article testing, environmental testing, independent verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and physical testing of the product or system.

18. Junior Test Engineer

Education: B.S. or B.A. degree.

General Experience: Educational background inclusive of the area of test and evaluation.

Duties: Typical associated tasks include, but are not limited to, prototype development and first article testing, environmental testing, independent verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and physical testing of the product or system.

19. Lead Logistics Engineer

Education: B.A. or B.S. degree.

General Experience: Typically has 10 to 12 years experience providing logistic support for major systems.

Duties: Directly supports and supervises logistical personnel supporting program managers performing tasking associated with engineering or acquisition projects. Prepares integrated logistic plans and policy and procedures for logistic support for major systems. Ensures that proper logistic considerations are included in the system development processes at each major milestone. Performs analyses to determine system maintainability, reliability, and supportability requirements. Documents results of the analysis in a report format. Develops systems maintenance concepts and plans and life-cycle supply requirements and processes to meet supply requirements. Performs cost analyses associated with systems logistic support and develops and reviews systems acquisition projects' operating plans and procedures to ensure logistic support considerations are included. Performs technical training, configuration management, and quality assurance.

20. Senior Logistics Engineer

Education: B.A. or B.S. degree.

General Experience: Typically has 7 to 9 years experience providing logistic support for major systems.

Duties: Directly supports and supervises logistical personnel supporting program managers performing tasking associated with engineering or acquisition projects. Prepares integrated logistic plans and policy and procedures for logistic support for major systems. Ensures that proper logistic considerations are included in the system development processes at each major milestone. Performs analyses to determine system maintainability, reliability, and supportability requirements. Documents results of the analyses in a report format. Develops systems maintenance concepts and plans and life cycle supply requirements and processes to meet supply requirements. Performs cost analysis associated with systems logistic support and develops and reviews systems acquisition projects' operating plans and procedures to ensure logistic support considerations are included. Performs technical training, configuration management, and quality assurance.

21. Logistics Engineer

Education: B.A. or B.S. degree.

General Experience: Typically has 4 to 6 years experience providing logistic support for major systems.

Duties: Prepares integrated logistic plans and policy and procedures for logistic support for major systems. Ensures that proper logistic considerations are included in system development processes at each major milestone. Assists in performing analyses to determine system maintainability, reliability, and supportability requirements. Documents results of the analyses in a report format. Develops and reviews systems acquisition

projects' operating plans and procedures to ensure logistic support considerations are included. Performs technical training, configuration management, and quality assurance.

22. Junior Logistics Engineer

Education: B.A. or B.S. degree.

General Experience: Educational background or required level of experience providing logistic support for major systems.

Duties: Prepares integrated logistic plans and policy and procedures for logistic support for major systems. Ensures that proper logistic considerations are included in system development processes at each major milestone. Assists in performing analyses to determine system maintainability, reliability, and supportability requirements. Documents results of the analysis in a report format. Develops and reviews systems acquisition projects' operating plans and procedures to ensure logistic support considerations are included. Performs technical training, configuration management, and quality assurance.

23. Lead Engineer

Education: M.S. degree.

General Experience: Typically has 10 to 12 years experience in an engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering disciplines.

Duties: Leads engineering efforts and supervises engineering staff participating in such efforts. Provides engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Makes recommendations and advises on system development, improvements, optimization, or support efforts. Performs risk assessments and analyses employing modeling and simulation techniques.

24. Senior Engineer

Education: B.S. degree.

General Experience: Typically has 7 to 9 years experience in an engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering disciplines.

Duties: Leads engineering efforts and supervises engineering staff participating in such efforts. Provides engineering, technical, and managerial direction for problem definition, analysis, requirement development and implementation for complex systems in the engineering discipline required to meet technical requirements. Makes recommendations and advises on system development, improvements, optimization, or support efforts. Performs risk assessments and analysis employing modeling and simulation techniques.

25. Engineer

Education: B.S. degree.

General Experience: Typically has 4 to 6 years experience in an engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering disciplines.

Duties: Supports engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on system development, improvements, optimization, or support efforts.

26. Junior Engineer

Education: B.S. degree.

General Experience: Educational background in an engineering discipline such as industrial, civil, aviation, aerospace, electrical, mechanical, nuclear, chemical, information, computer, software, marine, environmental, telecommunications, information security, network, or other engineering disciplines.

Duties: Supports engineering efforts that provide engineering, technical, and managerial direction for problem definition, analysis, requirement development, and implementation for complex systems in the engineering discipline required to meet technical requirements. Participates in efforts that develop recommendations and advice on system development, improvements, optimization, or support efforts.

27. Lead Scientist

Education: M.A. or M.S. degree.

General Experience: Typically has 10 to 12 years of experience in a scientific field such as biology, chemistry, nuclear, environmental, physics, mathematics, geology, or other scientific areas.

Duties: Performs the functions of a technical expert in the relevant scientific field in support of major programs or system development. Applies scientific expertise in defining and resolving system issues, performing analysis, and developing plans and requirements in the subject-matter area for complex systems. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems.

28. Senior Scientist

Education: B.A. or B.S. degree.

General Experience: Typically has 7 to 9 years of experience in a scientific field such as biology, chemistry, nuclear, environmental, physics, mathematics, geology, or other scientific areas.

Duties: Performs the functions of a technical expert in the relevant scientific field in support of major programs or system development. Applies scientific expertise in defining and resolving system issues, performing analysis, and developing plans and requirements in the subject-matter area for complex systems. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems.

29. Scientist

Education: B.A. or B.S. degree.

General Experience: Typically has 4 to 6 years experience in a scientific field such as biology, chemistry, nuclear, environmental, physics, mathematics, geology, or other scientific areas.

Duties: Performs the functions of a technical expert in the relevant scientific field in the support of major programs or system development. Applies scientific expertise in defining and resolving system issues, performing analysis and developing plans and requirements in the subject-matter area for complex systems.

Coordinates and manages the preparation of analyses, evaluations, and recommendations for proper implementation of programs and systems.

30. Lead Operations/Research (O/R) Analyst

Education: M.S. or M.A. degree.

General Experience: Typically has 10 to 12 years experience in performing analysis in the operations or research areas.

Duties: Provides supervision to analysts and performs analyses applying appropriate scientific and engineering processes and modeling techniques to the life-cycle development of systems. Performs analyses and trade-off studies related to operational issues and reviews test plans to ensure MOEs address operational requirements. Reviews plans for system integration, operation, and maintenance and assists in the development of training for operational personnel. Applies operations research methodology to defining and formulating economic analyses and related benefit, cost, and risk studies.

31. Senior Operations/Research Analyst

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience in performing analysis in the operations or research areas.

Duties: Provides supervision to analysts and performs analysis applying appropriate scientific and engineering processes and modeling techniques to the life-cycle development of systems. Performs analyses and trade-off studies related to operational issues and reviews test plans to ensure MOEs address operational requirements. Reviews plans for system integration, operation, and maintenance and assists in the development of training for operational personnel. Applies operations research methodology to defining and formulating economic analyses and related benefit, cost, and risk studies.

32. Operations/Research Analyst

Education: B.S. or B.A. degree.

General Experience: Typically has 4 to 6 years experience in performing analysis in the operations or research areas.

Duties: Provides supervision to analysts and performs analysis applying appropriate scientific and engineering processes and modeling techniques to the life-cycle development of systems. Performs analysis and trade-off studies related to operational issues, and reviews test plans to ensure MOEs address operational requirements. Reviews plans for system integration, operation, and maintenance and assists in the development of training for operational personnel. Applies operations research methodology to defining and formulating economic analyses and related benefit, cost, and risk studies.

33. Junior Operations/Research Analyst

Education: B.S. or B.A. degree.

General Experience: Must have educational background or required level of experience in operations or research analysis.

Duties: Performs analysis applying appropriate scientific and engineering processes and modeling techniques to the life-cycle development of systems. Performs analyses and trade-off studies related to operational issues and reviews test plans to ensure MOEs address operational requirements. Reviews plans for system integration, operation, and maintenance and assists in the development of training for operational personnel.

34. Lead Management Analyst

Education: M.S. or M.A. degree.

General Experience: Typically has 10 to 12 years experience performing management analysis.

Duties: Applies applicable management analysis processes, modeling and simulation tools, and technical techniques to provide the services required. Employs process improvement and reengineering methodologies and principles to conduct process modernization projects. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Serves as key coordinator among multiple project teams to ensure enterprise wide integration of management efforts. Provides daily supervision and direction to personnel performing management analysis tasking.

35. Senior Management Analyst

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience performing management analysis.

Duties: Applies appropriate management analysis processes, modeling and simulation tools, and technical techniques to provide the services required. Employs process improvement and reengineering methodologies and principles to conducting process modernization projects. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Coordinates multiple project teams to ensure enterprise wide integration of management efforts. Provides daily supervision and direction to personnel performing management analysis tasking.

36. Management Analyst

Education: B.A. or B.S. degree.

General Experience: Typically has 4 to 6 years experience performing management analysis

Duties: Applies appropriate management analysis processes, modeling and simulation tools, and technical techniques to provide the services required. Employs process improvement and reengineering methodologies and principles to conducting process modernization projects. Provides group facilitation, interviewing, training, and additional forms of knowledge transfer. Coordinates a project team to ensure enterprise wide integration of management efforts.

37. Junior Management Analyst

Education: B.A. or B.S. degree.

General Experience: Educational background or required level of experience in management analysis.

Duties: Applies appropriate management analysis processes, modeling and simulation tools, and technical techniques to provide the services required. Employs process improvement and reengineering methodologies and principles to conducting process modernization projects.

38. Senior Financial Analyst

Education: B.A. or B.S. degree.

General Experience: Typically has 7 to 9 years financial analysis or management experience.

Duties: Serves as a group leader ensuring a group of analysts are working in concert to automate complex business practices within the time frame specified by the client and that all the requirements are met. Assesses products and procedures for compliance with government standards, accounting principles, and multi-tiered system application standards. Performs should-cost analysis and trade studies related to cost trade-off options for major systems development or procurement. Prepares milestone status reports and presentations, and coordinates all aspects of complex financial application automation. Completes objectives independently within the negotiated budget.

39. Financial Analyst

Education: B.A. or B.S. degree

General Experience: Typically has 4 to 6 years financial analysis or management experience.

Duties: Provides the full range of financial functions for major system development including should-cost and projected cost analysis and trade studies related to cost trade-off options. Defines established financial business practices for integration into the client's financial business system. Identifies potential problems and recommended solutions through analysis. Works with functional specialists, automation specialists, contractors, vendors, and clients to effectively translate the client's requirements into an automated application. Acts as a focal point for coordinating all disciplines in the recommended solution. Applies state-of-the-art tools and processes to effectively automate financial applications in the most effective manner while adhering to the established accounting principles and practices.

40. Junior Financial Analyst

Education: B.A. or B.S. degree.

General Experience: Educational background or required level of experience in financial analysis or management.

Duties: Supports the conduct of should-cost and projected cost analysis and trade studies related to cost trade-off options. Assists in defining established financial business practices for integration into the client's financial business system and in identifying potential problems and recommended solutions through analysis.

41. Senior Trainer

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience in system development, training, or related fields.

Duties: Supervises training and instruction personnel and conducts research necessary to develop and revise training courses and prepare appropriate training catalogs. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops, and seminars. Provides daily supervision of, and direction to, training staff.

42. Trainer

Education: B.S. or B.A. degree.

General Experience: Typically has 4 to 6 years experience in system development, training, or related fields.

Duties: Under the supervision of the Senior Trainer, develops and revises training courses and prepares appropriate training catalogs. Prepares instructor materials (course outline, background material, and training aids). Prepares all material (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops, and seminars.

43. Junior Trainer

Education: B.S. or B.A. degree.

General Experience: Must have educational background or required level of experience performing training development or instruction.

Duties: Develops and revises training courses and prepares appropriate training catalogs. Prepares instructor materials (course outline, background material, and training aids). Prepares all material (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops, and seminars.

44. Senior Support Specialist

Education: Associate degree or H.S. diploma and 4 years relevant work experience.

General Experience: Typically 3 to 4 years of experience providing support to technical programs.

Duties: Depending on the functional specialty, support the program management staff in the preparation of deliverables, proposals, internal reports, briefings, and drawings associated with the project being supported. Supervise other support specialists performing on the project. Must demonstrate the ability to work independently or under only general direction.

45. Support Specialist

Education: Associate degree or H.S. diploma and 3 years of relevant experience.

General Experience: Typically has 1 year of experience providing support to technical programs.

Duties: Depending on the functional specialty, support the program management staff in the preparation of deliverables, proposals, internal reports, briefings, and drawings associated with the project being supported.

46. Administrative Specialist

Education: Associate degree or H.S. diploma and 1 year relevant work experience.

General Experience: Typically has 1 year of experience in administrative functional specialty.

Duties: Depending on administrative functional specialty, provides support to program management staff. Supervises other administrative staff.

47. Senior Project Control Specialist

Education: B.S. or B.A. degree.

General Experience: Typically has 7 to 9 years experience working with accounting and financial systems. Has direct contract experience with staffing and resource planning, preparation of financial reports and presentations, and cost reporting under government contract guidelines.

Duties: Supervises project control staff members and manages financial and/or administrative aspects of assigned contract tasking or deliverables. Reviews contracts and identifies project control requirements. Determines staff assignments, project control systems, and administrative and financial reporting requirements. Prepares project management plans independently or in conjunction with program/project managers. Serves as key coordinator for project control data and policy among contracts having multiple projects. Tracks and validates all client financial information, establishes and maintains master contract files, prepares reports on and monitors status of all deliverables, ensures quality assurance in all products delivered, tracks the financial status of contracts, and reports payment of government fees. Prepares and updates task status reports and prepares revenue projections reports. Employs automated tools and systems to perform project control functions.

48. Project Control Specialist

Education: Associate degree or H.S. diploma and 2 years relevant work experience.

General Experience: Typically has 4 to 6 years experience working with accounting and financial systems. Has direct contract experience with staffing and resource planning, preparation of financial reports and presentations, and cost reporting under government contract guidelines.

Duties: Reviews contracts and identifies project control requirements. Determines staff assignments, project control systems, and administrative and financial reporting requirements. Tracks and validates all client financial information, establishes and maintains master contract files, prepares reports on and monitors status of all deliverables, ensures quality assurance in all products delivered, tracks the financial status of contracts, and reports payment of government fees. Prepares and updates task status reports and prepares revenue projections reports. Employs automated tools and systems to perform project control functions.

49. Junior Project Control Specialist

Education: Associate degree or H.S. diploma and 1 year relevant work experience.

General Experience: Typically has 1 year experience working with accounting and financial systems. Has direct contract experience with staffing and resource planning, preparation of financial reports and presentations, and cost reporting under government contract guidelines.

Duties: Tracks and validates all client financial information, establishes and maintains master contract files, prepares reports on and monitors status of all deliverables, ensures quality assurance in all products delivered. Tracks the financial status of contracts and reports payment of government fees. Prepares and updates task status reports and prepares revenue projections reports. Employs automated tools and systems to perform project control functions.

50. Lead Information Specialist

Education: M.S. or M.A. degree.

General Experience: Typically has 10 to 12 years experience in managing the implementation of information engineering projects and experience in system analysis, design, and programming.

Duties: Applies an enterprise wide set of disciplines and processes for planning, analyzing, designing, constructing, and implementing information engineering for complex systems. Develops analytical and computational techniques and methodology for problem solutions. Performs process and data modeling in support of the systems planning and analysis efforts, using manual and automated tools. Employs reverse engineering and reengineering disciplines to develop migration strategic and planning documents. Supervises information engineers assigned to support a system development.

51. Senior Information Specialist

Education: B.A. or B.S. degree.

General Experience: Typically has 7 to 9 years experience in managing implementation of information engineering projects and experience in systems analysis, design, and programming.

Duties: Applies an enterprise wide set of disciplines and processes for planning, analyzing, designing, constructing, and implementing information engineering for complex systems. Develops analytical and computational techniques and methodology for problem solutions. Performs process and data modeling in support of the systems planning and analysis efforts, using manual and automated tools. Employs reverse engineering and reengineering disciplines to develop migration strategic and planning documents. Supervises information engineers assigned to support a system development.

52. Information Specialist

Education: B.A. or B.S. degree.

General Experience: Typically has 4 to 6 years experience in managing implementation of information engineering projects and experience in systems analysis, design, and programming.

Duties: Applies an enterprise wide set of disciplines and processes for planning, analyzing, designing, constructing, and implementing information engineering for complex systems. Develops analytical and computational techniques and methodology for problem solutions. Performs process and data modeling in support of the systems planning and analysis efforts, using manual and automated tools. Employs reverse engineering and reengineering disciplines to develop migration strategic and planning documents.

53. Junior Information Specialist

Education: B.A. or B.S. degree.

General Experience: Educational background or required level of experience in providing information engineering services to systems development.

Duties: Applies an enterprise wide set of disciplines and processes for planning, analyzing, designing, constructing, and implementing information engineering for complex systems. Develops analytical and computational techniques and methodology for problem solutions. Performs process and data modeling in support of the systems planning and analysis efforts, using manual and automated tools. Employs reverse engineering and reengineering disciplines to develop migration strategic and planning documents.

54. Lead Mission Analyst

Education: B.S. or B.A. degree

General Experience: 10 or more years of experience in the operational and mission area under consideration. Experience includes planning, performing, and supervising the day-to-day operational functions associated with the mission.

Duties: Applies knowledge of client's mission area to develop and refine concepts of operations and operational plans that make optimum use of existing and planned systems to meet mission needs. As required, participates in the development of system concepts, system requirements, concepts of operations, and training requirements in every phase of the system development process.

55. Senior Mission Analyst

Education: B.S. or B.A. degree

General Experience: 7 or more years of experience in the operational and mission area under consideration. Experience includes planning, performing, and supervising the day-to-day operational functions associated with the mission.

Duties: Applies knowledge of client's mission area to develop and refine concepts of operations and operational plans that make optimum use of existing and planned systems to meet mission needs. As required, participates in the development of system concepts, system requirements, concepts of operations, and training requirements in every phase of the system development process.

56. Mission Analyst

Education: B.S. or B.A. degree

General Experience: 4 or more years of experience in the operational and mission area under consideration. Experience includes planning, performing, and supervising the day-to-day operational functions associated with the mission.

Duties: Applies knowledge of client's mission area to develop and refine concepts of operations and operational plans that make optimum use of existing and planned systems to meet mission needs. As required, participates in the development of system concepts, system requirements, concepts of operations, and training requirements in every phase of the system development process.

57. Junior Mission Analyst

Education: B.S. or B.A. degree

General Experience: Up to 3 years of experience in the operational and mission area under consideration. Experience includes planning, performing, and supervising the day-to-day operational functions associated with the mission.

Duties: Applies knowledge of client's mission area to develop and refine concepts of operations and operational plans that make optimum use of existing and planned systems to meet mission needs. As required, participates in the development of system concepts, system requirements, concepts of operations, and training requirements in every phase of the system development process.

58. Functional Expert Consultant, Level I

Education: B.A. or B.S. degree

Specialized Experience: This position requires up to 3 years of experience in the appropriate area.

Duties: Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. May include subject matter and unique technical knowledge. Assists engineering staff with the analysis, evaluation and implementation of systems and other engineering tasks.

Note: This labor category may only be used in support of engineering specific work.

59. Functional Expert Consultant, Level II

Education: B.S. or B.A. degree

Specialized Experience: This position requires 3 to 5 years of experience in the appropriate area.

Duties: Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. May include subject matter and unique technical knowledge. Assists engineering staff with the analysis, evaluation and implementation of systems and other engineering tasks.

Note: This labor category may only be used in support of engineering specific work.

60. Functional Expert Consultant, Level III

Education: B.S. or B.A. degree

Specialized Experience: This position requires 5 to 10 years of experience in the appropriate area.

Duties: Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. May include subject matter and unique technical knowledge. Assists engineering staff with the analysis, evaluation and implementation of systems and other engineering tasks.

Note: This labor category may only be used in support of engineering specific work.

61. Functional Expert Consultant, Level IV

Education: B.S. or B.A. degree

Specialized Experience: This position requires 10 years of experience in the appropriate area.

Duties: Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. May include subject matter and unique technical knowledge. Assists engineering staff with the analysis, evaluation and implementation of systems and other engineering tasks.

Note: This labor category may only be used in support of engineering specific work.

62. Functional Expert Consultant, Level V

Education: B.S. or B.A. degree

Specialized Experience: This position requires over 10 years of experience in the appropriate area. May have expert credentials or be recognized as an authority.

Duties: Provides task unique functional expertise necessary to interpret requirements, ensure responsiveness and achieve successful performance. May include subject matter and unique technical knowledge. Assists

engineering staff with the analysis, evaluation and implementation of systems and other engineering tasks.

Note: This labor category may only be used in support of engineering specific work.

63. Lead Homeland Security Expert

Education: B.S. or B.A. degree

General Experience: 4 or more years of experience in the operational and mission area under consideration. Experience includes planning, performing, and supervising the day-to-day operational functions associated with the mission.

Duties: Applies knowledge of client's mission area to develop and refine concepts of operations and operational plans that make optimum use of existing and planned systems to meet mission needs. As required, participates in the development of system concepts, system requirements, concepts of operations, and training requirements in every phase of the system development process.

64. Homeland Security Expert

Education: B.S. or B.A. degree

General Experience: 10 or more years of progressive experience providing support to and/or managing complex projects.

Duties: Provides technical and managerial direction for problem definition, analysis, requirements development, and implementation for complex systems in the Homeland Security area. Makes recommendations and advises on organization wide system improvements in the area(s) of the individual's specialized Homeland Security expertise.

65. Sr. Homeland Security Specialist

Education: B.S. or B.A. degree

General Experience: 6 or more years of progressive experience providing support to complex projects.

Duties: Assists with problem definition and analysis and with developing plans and requirements for complex systems in the Homeland Security area. May lead projects or provide senior support to projects in the area(s) of the individual's specialized Homeland Security expertise.

66. Homeland Security Specialist

Education: B.S. or B.A. degree

General Experience: 3 or more years of progressive experience providing support to moderately complex projects.

Duties: Provides technical and functional analysis, assistance, and support to projects in the area(s) of the individual's specialized Homeland Security expertise.

67. Jr. Homeland Security Specialist

Education: B.S. or B.A. degree

General Experience: Up to 2 years of progressive experience providing support to simple to moderately complex projects involving areas relevant to Homeland Security, including but not limited to: Continuity of

Operations Planning (COOP), Disaster Recovery Planning (DRP), Information Assurance, Critical Infrastructure Protection (CIP), Physical Security, Emergency Preparedness, Counterterrorism, Force Protection, Border Security, Law Enforcement, Transportation and Aviation Security.

Duties: Provides assistance and support to projects relevant to the area of Homeland Security.

Degree / Experience Equivalency

The labor category definitions in our Pricelist describe the functional responsibilities and education and experience requirements for each labor category. These requirements are a guide to the types of experience and educational background of typical personnel in each labor category.

Education and experience may be substituted for each other. Each year of relevant experience may be substituted for 1 year of education, and vice versa. In addition, certifications, professional licenses, and vocational technical training may be substituted for experience or education with the written approval of the ordering activity.

Degree	Experience Equivalence*	Other Equivalence
Associate's	1 year relevant experience	Vocational or technical training in work-related field
Bachelor's	Associate's degree + 2 years relevant experience, or 4 years relevant experience	Professional certification
Master's	Bachelor's + 2 years relevant experience, or Associate's + 4 years relevant experience	Professional license
Doctorate	Master's + 2 years relevant experience, or Bachelor's + 4 years relevant experience	

* Successful completion of each year of higher education that has not yet resulted in a degree may be counted 1-for-1 for a year of experience.

Further, both parties recognize that, on occasion, there may be a need to waive the requirements in order to use the best individual for the task. Therefore, waivers to the education/experience requirements may be granted by either the task order contracting officer or contracting officer technical representative. If such a waiver is included in our proposal, award of said proposal shall be deemed a grant of the waiver.

Appendix C

Principal Engineering Disciplines Matrix

Special Item Numbers	Primary Engineering Disciplines			
	<u>Civil</u>	<u>Chemical</u>	<u>Electrical</u>	<u>Mechanical</u>
871-1: Strategic Planning for Technology Programs/Activities	X	X	X	X
871-2: Concept Development and Requirements Analysis	X	X	X	X
871-3: System Design, Engineering, and Integration	X	X	X	X
871-4: Test & Evaluation	X	X	X	X
871-5: Integrated Logistics Support	X	X	X	X
871-6: Acquisition & Life Cycle-Support	X	X	X	X
871-7: Construction Management	X	X	X	X

Civil Engineering Discipline

Within the Civil Engineering Discipline, there are several specialties within the scope of this work; a partial listing follows:

- Environmental
- Geotechnical
- Structural
- Surveying
- Transportation
- Water resources

Chemical Engineering Discipline

Within the Chemical Engineering Discipline, there are several specialties within the scope of this work a partial listing follows:

- Biotechnology
- Ceramics
- Electronic Components & Chemicals
- Environmental Control & Cleanup
- Food
- Petrochemicals
- Pharmaceuticals
- Pulp and Paper
- Safety engineering
- Refining
- Textiles

Appendix C Continued

Electrical Engineering Discipline

Within the Electrical Engineering Discipline, there are several specialties within the scope of this work; a partial listing follows:

- | | | |
|---|--|--|
| ▪ Aerospace and Electronic Systems | ▪ Antennas and Propagation | ▪ Broadcast Technology |
| ▪ Circuits and Systems | ▪ Communications | ▪ Components Packaging, and Manufacturing Technology |
| ▪ Computer | ▪ Consumer Electronics | ▪ Control Systems |
| ▪ Dielectrics and Electrical Insulation | ▪ Education | ▪ Engineering Management |
| ▪ Electromagnetic Compatibility | ▪ Engineering in Medicine and Biology | ▪ Geoscience & Remote Sensing |
| ▪ Information Theory | ▪ Industrial Electronics | ▪ Intelligent Transportation Systems |
| ▪ Industry Applications | ▪ Instrumentation and Measurement | ▪ Lasers & Electro-Optics |
| ▪ Magnetism | ▪ Microwave Theory and Techniques | ▪ Neural Networks Council |
| ▪ Nuclear and Plasma Sciences | ▪ Oceanic Engineering | ▪ Power Electronics |
| ▪ Power Engineering | ▪ Professional Communication | ▪ Reliability |
| ▪ Robotics & Automation | ▪ Signal Processing on Social Implications of Technology | ▪ Solid-State Circuits |
| ▪ Systems, Man, and Cybernetics | ▪ Ultrasonics, Ferroelectrics, and Frequency Control | ▪ Vehicular Technology |

Appendix C Continued

Mechanical Engineering Discipline

Within the mechanical engineering discipline, there are several specialties within the scope of this work; a partial listing follows:

- ASME Heat Transfer/K16
- Applied Mechanics
- Dynamic Systems and Control
- Fluids Engineering
- Heat Transfer
- Internal Combustion Engine
- Manufacturing Engineering
- Noise Control and Acoustics
- Offshore Mechanics and Arctic Engineering
- Plant Engineering and Maintenance
- Pressure Vessels and Piping
- Solar Energy
- Technology and Society
- Advanced Energy Systems
- Bioengineering
- Electrical and Electronic Packaging
- Fluids Power Systems and Technology Systems
- International Gas Turbine
- Materials
- Microchannel flow and heat transfer
- Non-Destructive Evaluation Engineering
- Ocean Engineering
- Power
- Rail Transportation
- Solid Waste Processing
- Tribology
- Aerospace Engineering
- Design Engineering
- Environmental Engineering
- Fuels and Combustion Technologies
- Information Storage and Processing Systems
- Management
- Materials Handling Engineering
- Nuclear Engineering
- Petroleum
- Process Industries
- Safety Engineering and Risk Analysis
- Textile Engineering