



Schedule
Contract GS-23F-0105K

***TECOLOTE RESEARCH, INC.
PES FEDERAL SUPPLY SCHEDULE PRICE LIST***

GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Price List

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

Schedule Title: Professional Engineering Services (PES)

FSC Group: Industrial Group 87

FSC Class: 871

Contract No.: GS-23F-0105K

Contract Period: 22 February 2000 – 21 February 2015

Contractor: Tecolote Research, Inc.
420 S. Fairview Ave., Ste. 201
Goleta, CA 93117-3626

Phone: (805) 571-6366

Fax: (805) 571-6377

Website: www.tecolote.com

Contract Admin: **Primary**

Ms. Elizabeth A. Hawes
420 S. Fairview Ave., Ste. 201
Goleta, CA 93117-3626

Phone: (805) 571-6366 ext. 126

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Email: ehawes@tecolote.com

Business size: Small Business under NAICS Code 541712

Alternate

Mr. Michael W. Underwood
420 S. Fairview Ave., Ste. 201
Goleta, CA 93117-3626

(805) 571-6366 ext. 120

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For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.fss.gsa.gov>.

Supplement No. 9 through Modification #PA-0008

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1. CUSTOMER INFORMATION

1.a. Special Item Numbers:

SIN	SIN Title	Section/ Page
871-1	Strategic Planning for Technology Programs/Activities	Sec 3, pgs 8&9
871-2	Concept Development and Requirements Analysis	Sec 3, pgs 8&9
871-5	Integrated Logistics Support	Sec 3, pgs 8&9
871-6	Acquisition and Life Cycle Management	Sec 3, pgs 8&9

1.b. **Pricing:** All pricing information is provided in Section 4 of this Price List.

1.c. **Hourly Rates:** See Section 4 for a description of labor category titles, experience, functional responsibility and education.

2. **Maximum order:** \$1,000,000.00

3. **Minimum order:** \$100.00

4. **Geographic coverage:** Worldwide.

5. Points of Production:

Tecolote Research, Inc. Performance Locations	
<u>Albuquerque Office</u> 2201 Buena Vista Drive, SE, Ste. 303 Albuquerque, NM 87106-4265 Bernalillo County	<u>Lompoc Office</u> 415 East Ocean Ave., Ste. H Lompoc, CA 93436-6839 Santa Barbara County
<u>Boston Operations</u> 54 Middlesex Turnpike, Suite A Bedford, MA 01730-1475 Middlesex County	<u>Los Angeles Division</u> 3601 Aviation Blvd., Ste. 1600 Manhattan Beach, CA 90266-3758 Los Angeles County
<u>Chantilly Operations</u> 15059 Conference Center Drive, Ste. 210 Chantilly, VA 20151-3845 Fairfax County	<u>Montgomery Office</u> 602 Interstate Park Drive Montgomery, AL 36109-5459 Montgomery County

Tecolote Research, Inc. Performance Locations	
<u>Colorado Springs Operations</u> 985 Space Center Drive, Ste. 305 Colorado Springs, CO 80915-3627 Arapahoe County <u>Dahlgren Office</u> 15521 Real Estate Ave., Suite 208 King George, VA 22485-5328 King George County <u>Dayton Operations</u> 4141 Colonel Glenn Hwy., Ste. 200 Beavercreek, OH 45431-1677 Montgomery County <u>Denver Office (SBG)</u> 777 South Wadsworth Blvd. Suite 1-202 Lakewood, CO 80226 Jefferson County <u>Ft. Monmouth Operations</u> 621 Shrewsbury Ave., Suite 129 Shrewsbury, NJ 07702-4153 Monmouth County <u>Houston Office</u> 1322 Space Park Drive, Ste. A246 Nassau Bay, TX 77058 Harris County <u>Huntsville Operations</u> 4950 Corporate Drive, Ste. 140 Huntsville, AL 35805-6227 Madison County	<u>Ogden Office</u> 476 Heritage Park Blvd., Ste. 205 Layton, UT 84041-5636 Davis County <u>Patuxent River Office</u> 22299 Exploration Drive Exploration IV, Ste. 101 Lexington Park, MD 20653-2056 St. Mary's County <u>Santa Barbara Operations</u> 5266 Hollister Avenue, Ste. 301 Santa Barbara, CA 93111-2089 Santa Barbara County <u>Tacoma Office</u> 3518 6th Ave., Suite 301 University Place, WA 98406 Pierce County <u>Washington, D.C. Operations</u> 2231 Crystal Drive, Suite 702 Arlington, VA 22202-3724 Arlington County <u>Washington Navy Yard</u> 80 M Street, SE, Suite 440 Washington, DC 20003-3561 District of Columbia

6. **Discount from list prices or statement of net price:** Non-commercial pricing. All prices stated herein are net.
7. **Quantity discounts:** None.
8. **Prompt payment terms:** Net 30. No prompt payment discount.
- 9.a. **Notification that Government purchase cards are accepted below the micropurchase threshold:** ☒ YES ☐ NO
- 9.b. **Notification that Government purchase cards are accepted above the micropurchase threshold:** ☒ YES ☐ NO
10. **Foreign Items:** None.

- 11.a. **Time of delivery:** Negotiated by individual task orders.
- 11.b. **Expedited Delivery:** To be negotiated, if required, by individual task orders.
- 11.c. **Overnight and 2-day delivery:** To be negotiated, if required, by individual task orders.
- 11.d. **Urgent Requirements:** To be negotiated, if required, by individual task orders.
12. **F.O.B. point(s):** Destination.
13. **Ordering address(es):**

Tecolote Research, Inc. 420 S. Fairview Ave., Ste. 201 Goleta, CA 93117-3626	
<u>Primary POC:</u>	<u>Alternate POC:</u>
Name: Ms. Elizabeth A. Hawes	Mr. Michael W. Underwood
Phone: (805) 571-6366 ext.126	(805) 571-6366 ext.120
Fax: (805) 571-6377	(805) 571-6377
Email: ehawes@tecote.com	munderwood@tecote.com

- 13.b. **Ordering Procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs) [are](#) found in Federal Acquisition Regulation (FAR) 8.405-3.
14. **Payment address(es):**
- Tecolote Research, Inc.
P.O. Box 6069
Santa Barbara, CA 93160-6069
15. **Warranty provision:** The contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.
16. **Export packing charges, if applicable:** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** None.
18. **Terms and conditions of rental, maintenance, and repair:** To be negotiated, if required, by individual task order.
19. **Terms and conditions of installation:** To be negotiated, if required, by individual task order.
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:** To be negotiated, if required, by individual task order.

- 20.a. **Terms and conditions for any other services:** To be negotiated, if required, by individual task order.
21. **List of service and distribution points:** To be negotiated, if required, by individual task order.
22. **List of participating dealers:** To be provided, if required, by individual task order.
23. **Preventive maintenance:** To be negotiated, if required, by individual task order.
- 24.a. **Special attributes such as environmental attributes (e.g. recycled content, energy efficiency, and/or reduced pollutants):** To be negotiated, if required, by individual task order.
- 24.b. **Section 508 Compliance Information:** Information on Section 508 Compliance on Electronic and Information Technology (EIT) supplies and services is available at <http://www.tecolote.com/Services/SoftwareDevelopment.htm>. The EIT standards can be found at www.Section508.gov.
25. **Data Universal Number System (DUNS) number:** 074108176
26. **Notification regarding registration in Central Contractor Registration (CCR) database:** Yes

Additional Ordering Information

Taxpayer ID Number:	Contact Liz Hawes at (805) 571-6366 x126
Cage Code:	0BMB0

2. INTRODUCTION TO TECOLOTE RESEARCH, INC.



Tecolote Research, Inc. was founded in Santa Barbara, California, in 1973. We are an independent, employee-owned firm that is nationally known for providing specialized program acquisition, sustainment, technical, and management analysis support for clients primarily within the U.S. Government. The company has grown from an original staff of two to a current staff of over 600 technical and support personnel located nationwide. Tecolote's steady growth results from a record of integrity, customer satisfaction, and our commitment to high-quality service.

Many of the challenges set down by our clients require that we take an engineering or management problem and turn it into an economic solution. Tecolote embraces these challenges and has always maintained a reputation in the industry for excellence. We take the time to understand and thoroughly define the problem at hand, and always strive to apply the best available professional expertise, management principles, and analytical methods.

In addition to the specific PES-related services summarized in Section 3, Tecolote provides clients with integrated products and services that support cost analysis, program management, and business consulting (See Figure). The focus of our technical expertise is in the areas of electrical and mechanical engineering. We use our engineering staff to support design trades and develop/validate technical baselines for much of our cost and financial analysis. Tecolote has had many long-standing contracts with all branches of the military. We have assisted program managers across a wide range of military equipment: space systems; technology programs; radar; communications for ground, sea, and space-based systems; missiles; aircraft; electronic warfare; signal processing; and computer software.

Cost Analysis	Program Management	Business Consulting
<ul style="list-style-type: none"> ◆ Data Collection and Normalization ◆ Methodology Development ◆ Life Cycle Cost (LCC) Estimating ◆ Trade Studies ◆ CAIV/TOC/AoA ◆ Technical Baselineing ◆ CARD Development ◆ Risk/Decision Analysis 	<ul style="list-style-type: none"> ◆ Financial Management ◆ Cost-Budget Interface ◆ POM/BES Support ◆ Source Selection Support ◆ Contract Reconciliation ◆ ULO/NULO Identification ◆ SAR/MAR/DAES Support ◆ Schedule Management ◆ Cost-Schedule Trades ◆ Earned Value Management 	<ul style="list-style-type: none"> ◆ Business Process Analysis ◆ Business Case Analysis ◆ Economic Analysis ◆ IT Solutions ◆ IT Investment Assessment ◆ Web-Based KM Systems ◆ Performance Measures ◆ IT Management Evaluation ◆ A-76 Studies ◆ Contract Support

Software Tools: Custom-Developed and Off-the-Shelf Applications

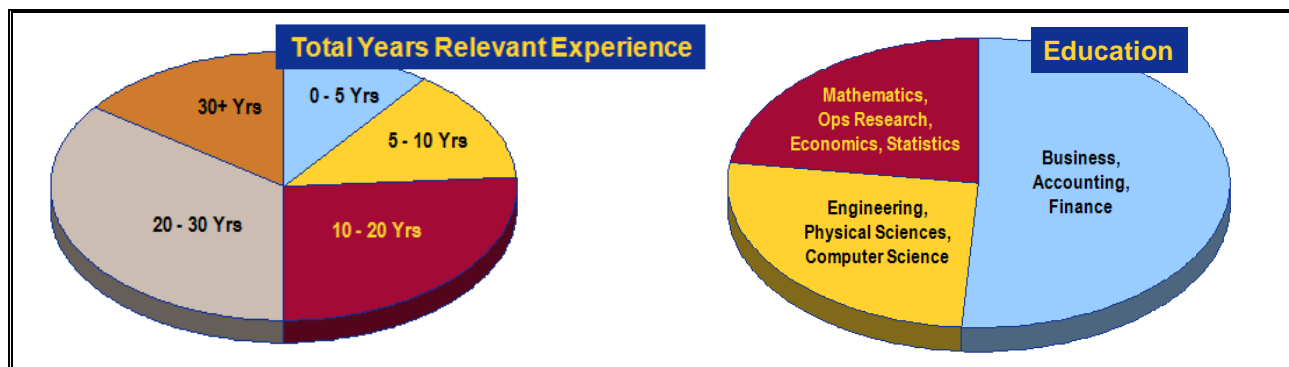
Tecolote's Analysis Supports Critical Business Functions

Our support to Government programs and headquarters organizations ranges in form from large-scale multi-disciplined, multi-functional task order contracts to singular efforts that are focused on a particular defined objective. We have performed on over 600 contracts and supported over 2,600 separate delivery orders for clients from all areas of the Government and Department of Defense, as shown in the Figure below. The quality of our work and the credibility we offer clients have been instrumental to our success—repeat clients represent over 90% of our business.

<p>DEFENSE DEPARTMENT AGENCIES</p> <p>Office of Assistant Secretary of Defense, Program Analysis & Evaluation (OASD/PA&E) Defense Finance and Accounting Service (DFAS) Defense Logistics Agency (DLA) Missile Defense Agency (MDA) Defense Acquisition University (DAU) Defense Intelligence Agency (DIA) Defense Information Systems Agency (DISA) United States Special Operations Command (USSOCOM) Joint Chemical Biological Radiation and Nuclear (CBRN) Program</p> 	<p>U.S. AIR FORCE</p> <p>Secretary of the Air Force, Director for Space Acquisition (SAF/USA) Air Force Cost Analysis Agency (AFCAA) Air Force Space Command (AFSPC) Space and Missile Systems Center (SMC) Electronic Systems Center (ESC) Aeronautical Systems Center (ASC) Standard Systems Group (SSG) Air Force Research Laboratory (AFRL) Ogden Air Logistics Center (OO-ALC) Oklahoma City Air Logistics Center (OC-ALC) Warner Robins Air Logistics Center (WR-ALC) Space Innovation and Development Center (SIDC) 30th Space Wing (Vandenberg AFB)</p> 
<p>U.S. ARMY</p> <p>Deputy Assistant Secretary of the Army for Cost and Economics (DASA-CE) Army G-8 Force Development-Analysis Division Space and Missile Defense Command (SMDC) Aviation and Missile Command (AMCOM) Communications-Electronics Life Cycle Management Command (C-E LCMC) Armaments Research Development & Engineering Center (ARDEC) Technology Assistance Program Office (TAPO)</p> 	<p>OTHER GOVERNMENT</p> <p>Department of Education (ED) Department of Energy (DOE) Department of Homeland Security (DHS) U.S. Coast Guard (USCG) U.S. Customs and Border Protection Directorate for National Protection and Programs Internal Revenue Service (IRS) NASA: HQ, LaRC, MSFC, JSC, GSFC National Oceanic and Atmospheric Administration (NOAA) National Geospatial-Intelligence Agency (NGA) National Reconnaissance Office (NRO) National Security Programs National Security Space Office (NSSO)</p> 
<p>U.S. NAVY and MARINE CORPS</p> <p>Naval Center for Cost Analysis (NCCA) Naval Sea Systems Command (NAVSEA) Naval Air Systems Command (NAVAIR) Space and Naval Warfare Systems Command (SPAWAR) Naval Surface Warfare Centers (Carderock, Dahlgren, Indian Head) Navy Engineering Logistics Office (NELO) Marine Corps Systems Command (MARCORSSCOM)</p>  	<p>INTERNATIONAL SUPPORT</p> <p>NATO Medium Extended Air Defense System (NAMEADSMA) Australia DoD Canadian Navy European Space Agency (ESA)</p>

Tecolote Provides Services to a Diverse Client Base

Tecolote's staff has grown along the lines of our philosophy: "Bridging Engineering and Economics." Staff members have educational backgrounds in computer science/MIS, engineering, physical science, business, accounting, finance, mathematics, operations research, statistics and economics. Our retention rate is one of the highest in our industry. Our staff spans a wide range of experience allowing us to provide best-value labor mixes by teaming our seasoned analyst/mentors with our up-and-coming analyst core.



In a service-oriented company, the quality of the people is what allows the company to make claims of demonstrated credibility, high quality, dedication to mission, and depth of experience. Tecolote has recognized this since our inception as a company. We believe that the environment we create for our employees, combined with the long-term financial rewards, helps us retain the best and brightest talent in the industry.

Tecolote is totally unconflicted – we have no support relationships with any system developers or manufacturers. Our reputation for integrity has enabled us to handle and analyze extensive amounts of sensitive financial information from Government and industry. At the core of our success is our continual aim to provide high quality service, value-added products, and cost-effective solutions.

Additional information is available at www.tecolote.com.

3. PROFESSIONAL ENGINEERING SERVICES (SINs 871-1, 871-2, 871-5, AND 871-6)

Tecolote has established a reputation for performing quality cost, schedule, financial, risk, and logistics analysis for the DoD acquisition and sustainment community. We have a unique ability to effectively research, understand, document, and model the electrical and mechanical engineering aspects of program weapon systems. Our company logo contains the words “Bridging Engineering and Economics” – this perspective reflects in the composition of our staff and the way we approach our work. The engineering and analysis services we provide under the Professional Engineering Services (PES) Schedule are identified in the table below in relation to Special Item Numbers (SINs) 871-1, 871-2, 871-5, and 871-6.

Table 1. Tecolote's Engineering Experience Verifies Our Ability to Perform the PES SINs

Tecolote Engineering Experience*	871-1	871-2	871-5	871-6
	Strategic Planning	Concept Development	Integrated Logistics Spt.	Acq. and LC Management
Requirements Analysis/Definition				
Perform technical evaluations in order to establish a program's baseline technical description	•	•	•	•
Conduct special studies to support technology assessments, requirements analysis, cost performance trades, acquisition approach, schedule options, logistics planning, risk assessments, and life cycle support.	•	•	•	•
Studies Related to Design and/or Performance				
Provide architectural and cost engineering support	•	•		•
Develop, maintain, and utilize specialized Cost Engineering Models (CEMs)	•	•		•
Provide engineering and acquisition management support for operations research studies	•	•	•	•
Develop system, subsystem, or component-level preliminary design concepts to be used as the basis for initial cost estimates or trade studies of weapon systems in their early phases		•	•	•
Conduct cost engineering trade studies for weapon system design alternatives		•	•	
Conduct engineering/management analysis to determine potential cost-driver impacts		•	•	•
Conduct Cost As an Independent Variable (CAIV) trade studies at the subsystem level		•	•	•
Develop cost and performance comparisons by evaluating engineering design with respect to system cost drivers, resulting in credible cost estimates that support budget inputs			•	•
Estimate the cost impacts of proposed system, subsystem, or component-level upgrades			•	•
Program Engineering Management				
Perform technical/schedule/cost risk analysis at the subsystem/component level		•	•	•
Provide production engineering and technical analysis services in support of procurement programs (i.e., production engineering, production scheduling/planning, and maintenance planning and administrative acquisition support integral to executing procurement programs)			•	•
Provide feasibility analysis, maintenance planning, and logistics support analysis			•	
Estimate and analyze initial spares requirements, sustaining engineering support levels, depot repair options, etc			•	
Provide system, subsystem, and component cost modeling; cost estimating methodology development; and cost-performance analyses support for DoD Milestone Reviews			•	•
Support program scheduling, programmatic decision support, resource planning, technical liaison, program assessment, and project control			•	•
Perform budget and financial management support to DoD Weapon System programs				•
Support program office Cost Engineering Teams (CET) to provide cost research, cost estimating, analysis, and program management support necessary to assist them with the management of Total Ownership Cost (TOC)			•	•
Perform cost engineering analysis and estimating efforts associated with all program life cycle phases, including production engineering, manufacturing, procurement, installation, operations, maintenance, demilitarization, and disposal			•	•

*Primarily under GSA's Electrical and Mechanical Primary Engineering Disciplines (PEDs)

4. LABOR CATEGORY DESCRIPTIONS AND HOURLY RATES (SINs 871-1, 871-2 871-5, AND 871-6)

PROGRAM MANAGER

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses and at least ten years of government service experience. At least seven of these ten years must have included consulting experience, demonstrating progressively more responsible assignments for strategic planning for high technology programs, concept development and requirements analysis, or acquisition life cycle management services. At least four of the seven years of consulting experience must be related to planning, design, development, evaluation, control, and/or operation for aerospace, electronic or mechanical systems and be in the PES primary disciplines of electrical and/or mechanical engineering. This four year specific experience must further be in one or more of the PES functional specialties (e.g., analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis; cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing). At least five of the seven years of consulting experience must have been as a manager. An MS/MA will substitute for two years of the consulting experience requirement.

Duties: Effective and timely customer communications and coordination of consultants' project activities. Includes front-end team organization, assistance in providing general improvement project approaches/concepts, schedule and cost management of the project, technical reviews of in-process and completed products. Requires the ability to manage and allocate/prioritize resources for simultaneous activities or projects.

SENIOR ENGINEERING ANALYST 1

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses, and seven years of government consulting experience. Has demonstrated progressively more responsible assignments and has managed or provided overall direction and leadership for strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services. At least four of the seven years of consulting experience must be related to planning, design, development, evaluation, control, and/or operation for aerospace, electronic or mechanical systems and be in the PES primary disciplines of electrical and/or mechanical engineering. This four year specific experience must further be in one or more of the PES functional specialties (e.g., analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis; cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing). An MS/MA will substitute for two years of the government consulting experience requirement.

Duties: Plans, organizes, directs, and conducts strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management tasks in problem areas of extensive scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other staff. Keeps abreast of new PES-related methodologies, data bases, and tools for PES primary disciplines and functional specialties. Makes decisions, which are considered authoritative and which demonstrate mature judgment in anticipating and solving complex problems. Work is reviewed by the Program Manager to ensure it satisfies customer needs and complies with the contractor's overall consulting standards.

SENIOR TECHNICAL / SYSTEMS ANALYST

Minimum Requirements: BS/BA with major in engineering or computer science or equivalent. At least six years of professional experience in actual project/system design, or manufacturing engineering, or six years of software design/development: (1) at least three years of which involved computer technology systems/applications (e.g., software, command, control, and communications); or (2) at least two years of which involved decision support, management information, and database systems. Expert in technical field. An MS/MA will substitute for two years of the design, development, or manufacturing experience requirement.

Duties: Provides authoritative technical inputs to project/process system cost estimating/research tasks in the areas of (1) systems hardware design, process re-engineering, or manufacturing engineering, or (2) software design/development and other related tasks.

SENIOR ENGINEERING ANALYST 2

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses and six years of government consulting experience. History of progressively more responsible assignments, and has managed or provided overall direction and leadership for the conduct of strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services. At least four of the six years of consulting experience must be related to planning, design, development, evaluation, control, and/or operation for aerospace, electronic or mechanical systems and be in the PES primary disciplines of electrical and/or mechanical engineering. This four year specific experience must further be in one or more of the PES functional specialties (e.g., analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis; cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing). An MS/MA will substitute for two years of the government consulting experience requirement.

Duties: Plans, organizes, directs, and conducts strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management tasks in problem areas of moderate-to-extensive scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has

moderate/extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other staff. Keeps abreast of new PES-related methodologies, data bases, and tools for PES primary disciplines and functional specialties. Makes decisions, which are considered authoritative and which demonstrate mature judgment in anticipating and solving complex problems. Work is reviewed by the Program Manager to ensure it satisfies customer needs and complies with the contractor's overall consulting standards.

SENIOR ENGINEERING ANALYST 3

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses and five years of government consulting experience. History of progressively more responsible assignments, and has managed or provided overall direction and leadership for the conduct of strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services. At least three of the five years of consulting experience must be related to planning, design, development, evaluation, control, and/or operation for aerospace, electronic or mechanical systems and be in the PES primary disciplines of electrical and/or mechanical engineering. This three year specific experience must further be in one or more of the PES functional specialties (e.g., analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis; cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing). An MS/MA will substitute for two years of the government consulting experience requirement.

Duties: Plans, organizes, directs, and conducts strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management tasks in problem areas of moderate scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has moderate/extensive technical responsibility for interpreting, organizing, executing, and coordinating assignments, including the direction of other staff. Keeps abreast of new PES-related methodologies, data bases, and tools for PES primary disciplines and functional specialties. Makes decisions, which are considered authoritative and which demonstrate mature judgment in anticipating and solving complex problems. Work is reviewed by the Program Manager to ensure it satisfies customer needs and complies with the contractor's overall consulting standards.

ENGINEERING ANALYST

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses and at least three years of government consulting experience in strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services. At least two of the three years of consulting experience must be related to planning, design, development, evaluation, control, and/or operation for aerospace, electronic or mechanical systems and be in the PES primary disciplines of electrical and/or mechanical engineering. This two year specific experience must further be in one or more of the

PES functional specialties (e.g., analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis; cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing). An MS/MA will substitute for two years of the government consulting experience requirement.

Duties: Applies specialized knowledge of PES-related primary disciplines and functional specialties in areas of assignments for strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services. Work requires the modification and extension of existing methods and may require the use of advanced techniques. Plans and conducts work requiring judgment in the evaluation, selection, and adaptation and/or modification of methodologies and tools. Normally receives guidance or consults with senior consultants or functional specialists on unusual or complex problems. Work is reviewed by the senior consultant, functional specialist, or manager to ensure accuracy, and to ensure it satisfies customer needs and complies with the contractor's overall consulting standards.

ENGINEERING RESEARCH ANALYST

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses and at least three years of government consulting experience. At least two of the three years of consulting experience must be related to planning, design, development, evaluation, control, and/or operation for aerospace, electronic or mechanical systems and be in the PES primary disciplines of electrical and/or mechanical engineering. This two year specific experience must further be in one or more of the PES functional specialties (e.g., analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing). An MS/MA will substitute for two years of the government consulting experience requirement.

If task-unique requirements call for use of the Automated Cost Estimating Integrated Tools (ACEIT) system, the following experience is required in addition to the minimum requirements: a BS/BA in mathematics, business, engineering, or related fields. Must also know how to use ACEIT and apply it to aerospace, electronic, or mechanical systems cost-engineering analysis, project management, trade-off analysis, and/or other related tasks.

Duties: Applies specialized knowledge of PES-related primary disciplines and functional specialties in areas of assignments for strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services. Work requires the modification and extension of existing methods and may require the use of advanced techniques. Plans and conducts work requiring judgment in the evaluation, selection, and adaptation and/or modification of methodologies and tools. Normally receives guidance or

consults with senior consultants or functional specialists on unusual or complex problems. Work is reviewed by the senior consultant, functional specialist, or manager to ensure accuracy, and to ensure it satisfies customer needs and complies with the contractor's overall consulting standards.

INTERN ENGINEERING ANALYST

Minimum Requirements: BS/BA with 24 semester hours in quantitative analysis courses.

Duties: Typically uses prescribed methods, performs specific and limited portions of broader assignments normally under the direction of an experienced consultant or functional specialist.

STATISTICIAN

Minimum Requirements: BS/BA in statistics. At least five years of professional experience providing statistical analysis support related to aerospace, electronic, or mechanical systems and to strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services tasks. Expert in field of predictive statistics. An MS/MA will substitute for two years of the statistical analysis support experience requirement.

Duties: Provides expert statistical analysis in support of strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services tasks.

SUBJECT MATTER EXPERT

Minimum Requirements: BS/BA, preferably in engineering, science, or math with 24 semester hours in quantitative analysis courses and at least 21 years of relevant experience, or MS/MA with 18 years of relevant experience, or Ph.D. with 15 years of relevant experience.

Duties: Act as senior subject matter functional expert related to PES primary disciplines and functional specialties for strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management services efforts.

SENIOR LEAD CONSULTANT

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math with at least 12 years of government consulting experience. At least seven of these 12 years must have been consulting experience in progressively more responsible assignments. At least five of the seven years must have been as a manager. An MS/MA will substitute for two years of the government consulting experience requirement.

Duties: Responsible for ensuring quality control of all projects under their leadership. Provides study direction and supervision to lead consultants. Performs extensive interface with clients for service requirements.

SENIOR CONSULTANT 1

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math plus at least 10 years of relevant experience. Within the period of relevant experience, must have a minimum of six years working in PES-related strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management areas. An MS/MA will substitute for two years of the relevant experience requirement. Eight years of directly related experience may substitute for a BS/BA.

Duties: Within defined objectives and with considerable latitude, performs in a professional position supporting highly complex engineering efforts by performing/leading PES functional specialties of: analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing. Develops and/or reviews study plans and monitors/reports project status.

SENIOR CONSULTANT 2

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math plus at least nine years of relevant experience. Within the period of relevant experience, must have a minimum of five years working in PES-related strategic planning, for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management areas. An MS/MA will substitute for two years of the relevant experience requirement. Eight years of directly related experience may substitute for a BS/BA.

Duties: Within defined objectives and with considerable latitude, performs in a professional position supporting moderately-to-highly complex engineering efforts by performing/leading PES functional specialties of: analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing. Develops and/or reviews study plans and monitors/reports project status.

SENIOR CONSULTANT 3

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math plus at least eight years of relevant experience. Within the period of relevant experience, must have a minimum of four years working in PES-related strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management areas. An MS/MA will substitute for two years of the relevant experience requirement. Eight years of directly related experience may substitute for a BS/BA.

Duties: Within defined objectives and with some latitude, performs in a professional position supporting moderately complex engineering efforts by performing/leading PES functional

specialties of: analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing. Develops and/or reviews study plans and monitors/reports project status.

CONSULTANT

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math plus at least six years of relevant experience. Within the period of relevant experience, must have a minimum of two years working in PES-related strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management areas. An MS/MA will substitute for two years of the relevant experience requirement. Eight years of directly related experience may substitute for a BS/BA.

Duties: Supports engineering efforts by performing PES functional specialties of: analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing. If leading a project, develops study plans and monitors/reports project status.

JUNIOR CONSULTANT

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math plus at least two years of relevant experience. Five years of directly related experience may substitute for BS/BA. Within the period of relevant experience, must have a minimum of two years working in PES-related strategic planning for high technology programs, concept development and requirements analysis, or acquisition and life-cycle management areas. An MS/MA will substitute for the two years of relevant experience requirement.

Duties: Assists more senior level consultants in support of engineering efforts by performing PES functional specialties of: analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing. The Level 1, 2, or 3 Senior Consultant advises on and reviews all work to ensure technical accuracy, and ensures it satisfies customer needs and complies with the contractor's overall quality standards.

INTERN CONSULTANT

Minimum Requirements: BS/BA preferably in business management, engineering, science, or math. Five years of directly related experience may substitute for a BS/BA.

Duties: Assists more senior level consultants in support of engineering efforts related to PES functional specialties of: analysis of mission, program goals and objectives; requirements analysis; special studies and analysis; cost/cost-performance trade-off analysis cost engineering; feasibility analyses; organizational performance assessment or regulatory compliance support; technology conceptual designs; life cycle support; operational and maintenance, program/project management; technology transfer/insertion assessments; training; privatization; and outsourcing. The Level 1, 2, or 3 Senior Consultant advises on and reviews all work to ensure technical accuracy, and to ensure it satisfies customer needs and complies with the contractor's overall quality standards.

DATA TECHNICIAN 1

Minimum Requirements: High school diploma and four years experience in technical administrative tasks. BS/BA can be substituted for three of the four years experience required.

Duties: Assists managers, engineering analysts, and consultants by collecting, entering, retrieving, organizing, or maintaining analytical data. Duties also include technical document typing and editing, desktop publishing, data entry/retrieval, report generation, and other direct technical administrative support to managers, estimators, and technical/business analysts.

DATA TECHNICIAN 2

Minimum Requirements: High school diploma and two years experience in technical administrative tasks. BS/BA can be substituted for experience required.

Duties: Assists managers, engineering analysts, and consultants by collecting, entering, retrieving, organizing, or maintaining analytical data. Duties also include technical document typing and editing, desktop publishing, data entry/retrieval, report generation, and other direct technical administrative support to managers, estimators, and technical/business analysts.

DATA TECHNICIAN 3

Minimum Requirements: Requires computer literacy, typing and data entry skills, and attention to detail.

Duties: Assists managers, engineering analysts, and consultants by collecting, entering, retrieving, organizing, or maintaining analytical data. Duties also include technical document typing and editing, desktop publishing, data entry/retrieval, report generation, and other direct technical administrative support to managers, estimators, and technical/business analysts.

HOURLY RATES FOR LABOR SERVICES UNDER SINS 871-1, 871-2, 871-5, AND 871-6

OPTION 2

(22 February 2010 – 21 February 2015)

CONTRACT YEAR (Period of Performance)	Year 11 (2/22/10 - 2/21/11)	Year 12 (2/22/11 - 2/21/12)		Year 13 (2/22/12 - 2/21/13)		Year 14 (2/22/13 - 2/21/14)		Year 15 (2/22/14 - 2/21/15)	
PES LABOR CATEGORY	2/22/10 - 2/21/2011	2/22/2011 - 9/30/2011	10/1/2011 - 2/21/2012	2/22/2012 - 9/30/2012	10/1/2012 - 2/21/2013	2/22/2013 - 9/30/2013	10/1/2013 - 2/21/2014	2/22/2014 - 9/30/2014	10/1/2014 - 2/21/2015
Program Manager	\$181.45	\$161.68	\$165.32	\$165.32	\$170.29	\$170.29	\$175.41	\$175.41	\$180.64
Sr. Engineering Analyst 1	\$164.79	\$144.09	\$147.36	\$147.36	\$151.76	\$151.76	\$156.33	\$156.33	\$161.02
Sr. Technical/Systems Analyst	\$156.73	\$129.31	\$132.25	\$132.25	\$136.21	\$136.21	\$140.31	\$140.31	\$144.53
Sr. Engineering Analyst 2	\$141.38	\$124.41	\$127.20	\$127.20	\$131.04	\$131.04	\$134.95	\$134.95	\$139.01
Sr. Engineering Analyst 3	\$117.92	\$111.90	\$114.44	\$114.44	\$117.88	\$117.88	\$121.38	\$121.38	\$125.04
Engineering Analyst	\$106.15	\$91.35	\$93.41	\$93.41	\$96.22	\$96.22	\$99.11	\$99.11	\$102.10
Engineering Research Analyst	\$99.03	\$91.50	\$93.59	\$93.59	\$96.40	\$96.40	\$99.29	\$99.29	\$102.26
Intern Engineering Analyst	\$86.33	\$68.77	\$70.32	\$70.32	\$72.44	\$72.44	\$74.59	\$74.59	\$76.84
Statistician	\$125.09	Not proposed							
Subject Matter Expert	\$200.78	\$187.09	\$191.33	\$191.33	\$197.07	\$197.07	\$202.97	\$202.97	\$209.07
Sr. Lead Consultant	\$157.69	\$141.86	\$145.05	\$145.05	\$149.41	\$149.41	\$153.91	\$153.91	\$158.51
Sr. Consultant 1	\$146.97	\$134.63	\$137.66	\$137.66	\$141.81	\$141.81	\$146.08	\$146.08	\$150.46
Sr. Consultant 2	\$128.86	\$113.28	\$115.82	\$115.82	\$119.30	\$119.30	\$122.89	\$122.89	\$126.57
Sr. Consultant 3	\$110.76	\$102.57	\$104.88	\$104.88	\$108.05	\$108.05	\$111.29	\$111.29	\$114.62
Consultant	\$88.60	\$86.72	\$88.68	\$88.68	\$91.34	\$91.34	\$94.07	\$94.07	\$96.90
Jr. Consultant	\$73.54	\$66.33	\$67.86	\$67.86	\$69.88	\$69.88	\$71.96	\$71.96	\$74.14
Intern Consultant	\$62.64	\$61.95	\$63.36	\$63.36	\$65.27	\$65.27	\$67.23	\$67.23	\$69.24
Data Technician 1	\$69.10	\$72.45	\$74.08	\$74.08	\$76.32	\$76.32	\$78.61	\$78.61	\$80.96
Data Technician 2	\$54.72	\$50.85	\$52.01	\$52.01	\$53.57	\$53.57	\$55.16	\$55.16	\$56.82
Data Technician 3	\$35.00	\$41.46	\$42.39	\$42.39	\$43.65	\$43.65	\$44.97	\$44.97	\$46.32

Note: Rates include IFF at .75%

The following Service Contract Act (SCA) matrix identifies the labor categories that fall under the requirements of the SCA.

Cross Reference Matrix		
Tecolote Research, Inc. SCA Non-Exempt Labor Category	SCA Occupation Title	WDT #
Data Technician 1	01113 - General Clerk III (SCA)	05-2407
Data Technician 2	01112 - General Clerk II (SCA)	05-2407
Data Technician 3	01111 - General Clerk I (SCA)	05-2407

The Service Contract Act (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 Number(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 will be discounted accordingly.