



# TOTAL NETWORKS, INC.

**AUTHORIZED FEDERAL SUPPLY**

**SCHEDULE PRICE LIST**  
**Solicitation No. FCIS-JB-980001-B - Refresh #32**

***INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES***

**TOTAL NETWORKS, INCORPORATED**

8400 Kittama Dr.  
STE C  
Clinton, Maryland 20735  
(301) 868-2333 Fax (301) 868-2333

[www.totalnetworksinc.com](http://www.totalnetworksinc.com)

Contractor's Representative:  
Kenneth L. Brown, President/CEO  
[kbrown@totalnetworksinc.com](mailto:kbrown@totalnetworksinc.com)

Business Size:  
8(a) Small Disadvantage

FSC Class: 70  
Contract Number: GS-35F-0011T

SIN 132-51 Information Technology  
Professional Services

Contract Period:  
October 10, 2011 / October 09, 2016

**AUTHORIZED FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE  
 PRICELIST GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY  
 EQUIPMENT, SOFTWARE AND SERVICES**

**Note: Total Networks Inc. wishes to participate under the cooperative and disaster recovery purchasing program. The following SINs are available to state and local: 132-51**

**SIN 132-51 – INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES**

FPDS Code D302 IT Systems Development Services  
 FPDS Code D306 IT Systems Analysis Services  
 FPDS Code D307 Automated Information Systems Design and Integration Services  
 FPDS Code D308 Programming Services  
 FPDS Code D311 IT Data Conversion Services  
 FPDS Code D316 IT Network Management Services  
 FPDS Code D317 Creation/Retrieval of IT Related Automated News Services, Data Services, or Other Information Services (All other information services belong under Schedule 76)  
 FPDS Code D399 Other Information Technology Services, Not Elsewhere Classified

***Note 1:** All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.*

***Note 2:** Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.*

***Note 3:** This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performance by the publisher or manufacturer or one of their authorized agents.*

Contract Number: **GS-35F-011T**

DUNS: **12-530-5230**

Period Covered by Contract: October 10, 2011– October 09, 2016

General Services Administration Federal Supply Service

Pricelist current through Modification # PO-0027, dated 31, March, 2011.

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! Online Shopping. Agencies can browse GSA Advantage! By accessing the Federal Supply Service's Home Page via the Internet at <https://www.gsaadvantage.gov>

<b>INFORMATION FOR ORDERING ACTIVITIES APPLICABLE TO ALL SPECIAL ITEM NUMBERS</b>
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## Special Notice to Agencies: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micro purchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ online shopping service ([www.fss.gsa.gov](http://www.fss.gsa.gov)). The catalogs/pricelists, GSA Advantage!™ And the Federal Supply Service Home Page ([www.fss.gsa.gov](http://www.fss.gsa.gov)) contains information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination. For orders exceeding the micro purchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

## 1. Geographic Scope of Contract

**Domestic delivery** is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

**Overseas delivery** is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

Offerors are requested to check one of the following boxes:

- The Geographic Scope of Contract will be domestic and overseas delivery.  
 The Geographic Scope of Contract will be overseas delivery only.  
 The Geographic Scope of Contract will be domestic delivery only.

## 2. Contractor's Ordering Address and Payment Information

Total Networks, Incorporated  
 8400 Kittama Dr., STE C  
 Clinton, MD 20735  
 Tel – (301) 868-2333  
 Fax – (301) 868-2333  
[www.totalnetworksinc.com](http://www.totalnetworksinc.com)

Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards **will** be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance: **301-868-2333**

**CONTRACT ADMINISTRATION SOURCE:**

Kenneth L. Brown President/CEO  
 (301) 868-2333  
[kbrown@totalnetworksinc.com](mailto:kbrown@totalnetworksinc.com)

**BUSINESS SIZE:**

8(a), Small Disadvantage

**3. LIABILITY FOR INJURY OR DAMAGE**

The Contractor shall not be liable for any injury to ordering activity personnel or damage to ordering activity property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

**4. STATICAL DATA FOR GOVERNMENT ORDERING OFFICE COMPLETION OF STANDARD FORM 279:**

Block 9: G. Order/Modification Under Federal Schedule Block 16: Data Universal Numbering System (DUNS) Number: **12-530-5230** Block 30: Type of Contractor - **B. 8(a) Small Disadvantage Business**  
 Block 31: Woman-Owned Small Business - **No** Block 36: Contractor's Taxpayer Identification Number (TIN): 52-2174288

4a. CAGE Code: **38NK3** 4b. Contractor **has** registered with the Central Contractor Registration Database.

**5. FOB DESTINATION**

**6. DELIVERY SCHEDULE**

**a. TIME OF DELIVERY:** The Contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER  
**132-51**

DELIVERY TIME (Days ARO)  
**from date of award to date of completion**

**b. URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

SPECIAL ITEM NUMBER

DELIVERY TIME (Days ARO)

*\*To be negotiated between contractor and ordering activity.*

**7. DISCOUNTS:** Prices shown are NET Prices; Basic Discounts have been deducted.

a. Prompt Payment: **None** from receipt of invoice or date of acceptance, whichever is later.

b. Quantity: **NONE**

**1. c. Dollar Volume: QUANTITY DISCOUNTS**

Single Person per Task Order

\$00 - \$100,000.00 per Task Order 3% \*

\$100,001 - \$300,000 per Task Order 5% \*\*

\$301,000 - \$500,000 per Task Order 8% \*\*

\$501,000 – Above Negotiated with Customer \*\*

**\* One (1) person only per contract/task order for any amount.**

**\*\* All discounts are taken on the total contract/task order amounts**

d. Government Educational Institutions: **Government Educational Institutions are offered The same discounts as all other Government customers.**

e. Other: **NONE**

**8. TRADE AGREEMENTS ACT OF 1979, as amended:**

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

**9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING:** Not within the scope of the contract

**10. Small Requirements:** The minimum dollar value of orders to be issued is **\$100.**

**11. MAXIMUM ORDER (All dollar amounts are exclusive of any discount for prompt payment.)**

The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:

Special Item Number 132-51 – Information Technology (IT) Professional Services

**12. ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS**

Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.

a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.

b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.

**13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS**

**REQUIREMENTS:** ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.

**13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):**

Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650. **1**

**13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):** Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

**14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001)**

**(a) Security Clearances:** The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.

**(b) Travel:** The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges. NOTE: Refer to FAR Part 31.205-46 Travel Costs, for allowable costs that pertain to official company business travel in regards to this contract.

**(c) Certifications, Licenses and Accreditations:** As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.

**(d) Insurance:** As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.

(e) **Personnel:** The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.

(f) **Organizational Conflicts of Interest:** Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.

(g) **Documentation/Standards:** The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.

(h) **Data/Deliverable Requirements:** Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.

(i) **Government-Furnished Property:** As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.

(j) **Availability of Funds:** Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

**15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES:** Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See C.1.)

#### **16. GSA ADVANTAGE!**

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

(1) Manufacturer; (2) Manufacturer's Part Number; and (3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: Netscape). The Internet address is <https://www.gsaadvantage.gov>

#### **17. PURCHASE OF OPEN MARKET ITEMS**

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. ODCs (Other Direct Costs) are not part of this contract and should be treated as open market purchases. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

(1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));

- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

## **18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS**

a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

- (1) Time of delivery/installation quotations for individual orders
- (2) Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/ service/software package submitted in response to requirements which result in orders under this schedule contract.
- (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.

b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

## **19. OVERSEAS ACTIVITIES**

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

**NOT APPLICABLE**

## **20. BLANKET PURCHASE AGREEMENTS (BPAs)**

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

## **21. CONTRACTOR TEAM ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74; Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

## **23. INSTALLATION, DEINSTALLATION, REINSTALLATION**

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall received less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the

construction, alteration or repair is segregable and exceeds \$2,000, then the requirement of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

### **23. SECTION 508 COMPLIANCE.**

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) the EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

### **24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.**

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

- (a) A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- (b) The following statement:

This order is placed under written authorization from \_\_\_\_\_ dated \_\_\_\_\_. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

### **25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997) (FAR 52.228-5)**

- (a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- (b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
  - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
  - (2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
- (c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

### **26. SOFTWARE INTEROPERABILITY.**

**Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent**

**organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.**

## **27. ADVANCE PAYMENTS**

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)

## **TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)**

### **1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

### **2. PERFORMANCE INCENTIVES**

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract in accordance with this clause.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

### **3. ORDER**

- 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 which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) 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.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

### **4. PERFORMANCE OF SERVICES**

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.

- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services 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 rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

## **5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)**

(a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

- (1) Cancel the stop-work order; or
- (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

- (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
- (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

## **6. INSPECTION OF SERVICES**

The Inspection of Services–Fixed Price (AUG 1996) (Deviation – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

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## 7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Deviation – May 2003) Rights in Data – General, may apply.

## 8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Services.

## 9. INDEPENDENT CONTRACTOR

All IT Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

## 10. ORGANIZATIONAL CONFLICTS OF INTEREST

### a. Definitions.

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

## 11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

## 12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract.

### 13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

### 14. INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

### 15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

### 16. DESCRIPTION OF IT SERVICES AND PRICING

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51. IT Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

b. Pricing for all IT Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices.

The following is an example of the manner in which the description of a commercial job title should be presented:

**EXAMPLE: Commercial Job Title: System Engineer**

Minimum/General Experience: Three (3) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, and conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science

## USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

### PREAMBLE

(Name of Company) provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

### COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact Kenneth Brown, 301-868-2333, [kbrown@totalnetworksinc.com](mailto:kbrown@totalnetworksinc.com),

## Description of Services

Total Network Inc. (TNI) is a minority owned, SBA 8(a) certified, veteran-owned small business. TNI was founded in 1999 and provides technology solutions and services in the areas of Enterprise Consulting, Integration, Operations and Maintenance Support, Disaster Recovery Planning, and Information Technology Security and Help Desk. TNI has built a reputation as a leader in systems engineering, information systems, providing a myriad of products, systems, and services to defense, nondefense government, and commercial customers. The fastest growing business area within TNI is information systems. Current contracts span the information technology spectrum, including systems integration and software development, computer-aided design/geographic information systems, integration of client/server systems, imagery exploitation and processing systems, mission planning systems, avionics and munitions equipment, photogrammetric map production, and commercial remote sensing systems.

TNI Systems offers a broad range of information technology services that cover integrated hardware /software solutions; software-based systems, trusted close support consulting, and structured software development. We are a leader in Government and business information systems with systems engineering services that range from information engineering analysis to communications and network engineering. For our clients, we have successfully migrated legacy systems to more modern computing environments, at locations around the world. TNI works closely with customers to achieve collaborative processing capabilities that take advantage of the latest data warehousing and mining, data visualization and multimedia technologies.

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TNIs' uncompromising commitment to technical excellence, cost-effectiveness, and the highest ethical business standards have resulted in successful, long-term client relationships. TNIs' commitment to Total Quality Management ensures high-caliber products and services that meet exacting requirements. The following paragraphs describe services offered by TNI under this GSA Schedule. For further information, please get in touch with the relevant contractor or reseller points of contact listed in the section entitled "Information for Ordering Offices," paragraph 2.

## Labor Category Descriptions

Total Networks Inc. recognizes that successful performance is dependent on having the right skills and experience. The job descriptions defined in this section summarize our broad staff strength and demonstrate our ability to respond to a full range of services tasks.

**132-1 Administrative Support and Graphics Specialist Level II** - Directly supports Program Manager or Project Manager by maintaining personnel and other files; prepare correspondence, schedule and coordinate travel. Assist in the preparation of presentation graphics and supports the development of contract deliverables and reports by developing and updating graphic presentations to improve the quality and enhance the usability of these documents. Integrate the graphics generated with automated tools and the deliverable documents

**132-2 Imaging Specialist/Technician Level III** – Digitize images into databases for preservation and enhancement by imaging software. Use hardware and software to fine-tune original digital image for color and resolution and performs quality assurance. Store digital image files on various digital media. Maintain records of workflow, image creation and storage of digital files. Develop procedures for programming and execution of software to manipulate digital images. Provide highly technical and specialized solutions to complex imaging problems. Perform analyses, studies, and reports related to imaging

**132-3 Application Analyst** - Provide analysis and design of business systems for different applications such as: financial, accounting, human resources, and other enterprise systems. Handles test scripts and service requirements; works closely with end users on project development and implementation. Analysts should have a working knowledge of relational database environments, structured analysis, data modeling, information engineering, mathematical model building, sampling, and cost accounting to plan the system. Possess excellent verbal and written communications skills. 5 Years direct work experience.

**132-4 Application Systems Analyst** - Provide analysis and design of business systems for different applications such as: financial, accounting, human resources, and other enterprise systems. Handles test scripts and service requirements; works closely with end users on project development and implementation. Analysts should have a working knowledge of relational database environments, structured analysis, data modeling, information engineering, mathematical model building, sampling, and cost accounting to plan the system. Specify the inputs to be accessed by the system, design the processing steps, and format the output to meet the users' needs. Prepare cost-benefit and return-on-investment analyses to help management decide whether implementing the proposed system will be financially feasible. Possess excellent verbal and written communications skills. 5 Years direct work experience.

**132-5 Communications Network Installation Technician** - Analyze network and computer communications hardware characteristics and recommends equipment procurement, removals, and modifications. Adds, deletes, and modifies, as required, host, terminal, and network devices. Assist and coordinate with communications network specialists in the area of communication software. Analyze and implement communications standards and protocols according to site requirements. Minimum 7 years experience

**132-6 Communications Network Manager** - Evaluate communication hardware and software, troubleshoots local-, metropolitan-, and wide-area networks (LAN/MAN/WAN) and other network related problems; provide technical expertise for performance and configuration of networks. Perform general LAN/MAN/WAN administration; provide technical leadership in the integration and test of complex large-scale computer integrated networks. Schedule conversions and cutovers. Oversee network control center. Supervise maintenance of systems. Coordinate with all responsible users and sites. Supervise staff

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**132-7 Communications Network Manager** - Evaluate communication hardware and software, troubleshoots local-, metropolitan-, and wide-area networks (LAN/MAN/WAN) and other network related problems; provide technical expertise for performance and configuration of networks. Perform general LAN/MAN/WAN administration; provide technical leadership in the integration and test of complex large-scale computer integrated networks. Schedule conversions and cutovers. Oversee network control center. Supervise maintenance of systems. Coordinate with all responsible users and sites. Supervise staff

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**132-8. Communication Network Trainer** - Provide support for coordinating, developing, and delivering computer-related training to the user community. Provide second level support and coordinate training with help desks. Provide standards, services, and guidance on IT related training programs that are designed to enable government agency personnel to use information technologies and systems more productively. Services include the development, delivery, and/or coordination of training courses and materials that address specific agency needs. Possess thorough knowledge of appropriate hardware and software (ex. - PCs, Microsoft (MS) Windows, MS Office, and applications such as from SAP and PeopleSoft). Must understand computer functions and related technical terminology and how they are applied in everyday business situations. Possess exceptional interpersonal skills and superior oral and written communication skills.

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**132-9. Computer Security Systems Specialist** - Designs, develop, engineer, and implement solutions to MLS requirements. Perform complex risk analyses which also include risk assessment. Establishes and satisfies information assurance and security requirements based upon the analysis of user, policy, regulatory, and resource demands. Support customers at the highest levels in the development and implementation of doctrine and policies. Apply know-how to government and commercial common user systems, as well as to dedicated special purpose systems requiring specialized security features and procedures. Perform analysis, design, and development of security features for system architectures.

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**132-10. Computer Security Systems Trainer** – Conduct the research necessary to develop and revise training courses and prepares appropriate training catalogs. Develop all instructor materials (course outline, background material, and training aids). Develop all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Train personnel by conducting formal classroom courses, workshops, seminars, and/or computer based/computer aided training. Provide daily supervision and direction to staff.

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**132-11. Cost Analyst** - Perform functional economic analysis to evaluate the costs of alternative ways to accomplish functional objectives. The analysis states investment costs, benefits, and risks as a net change to the functional baseline cost, the cost of doing business now and in the future. Ensure that cross-functional, security, and other integration issues are addressed. Three years proven experience.

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**132-12. Data Entry Operator Level III** - Perform a variety of routine data entry activities in accordance with established departmental procedures. Operate a variety of data entry equipment to transform, transcribe and verify source material to computer-readable media; enter into database and retrieve data from computer terminal according to established guidelines. Abstract and code designated information from source material according to predetermined coding system; research lost or missing information in accordance with established procedures. Reformat, rearrange and/or interpret material as necessary utilizing standard applications and methods. Verify accuracy, validity and completion of transcribed data by computer verification, proofreading computer display or printout, or other applicable methods and correct as necessary. Compile reports from existing records; assists with special projects by searching computer files and gathering records as requested. Maintain associated logs and records in accordance with established priorities and procedures. Commensurate demonstrated experience in data entry activities

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**132-13. Data Standardization Specialist** - Support application, operating software, databases, and security operations through the development life cycle. Manage applications through the development life cycle. Plan, analyze, and develop designs and maintenance protocols

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**132-14. Disaster Recovery Manager** - Previous experience in business recovery or disaster recovery planning required. General knowledge of business processes, management structures, and technology programs/platforms are preferred. Strong verbal and written communications skills are desirable. Provide support in the development of a government agencies emergency management and business recovery plans; perform functions pertaining to the agencies business risk assessments; review and develop business recovery strategies; draft procedures for identifying failures and invoking contingency plans; create response procedures and identifying communications channels; communicate with various response teams during testing and actual execution of recovery procedures. Support the design, development, installation, implementation and administration of backup solutions. Make recommendations to the user community and the operations group on system enhancements.

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**132-15. Disaster Recovery Specialist** - Previous experience in business recovery or disaster recovery planning required. General knowledge of business processes, management structures, and technology programs/platforms are preferred. Strong verbal and written communications skills are desirable. Provide support in the development of a government agencies emergency management and business recovery plans; perform functions pertaining to the agencies business risk assessments; review and develop business recovery strategies; draft procedures for identifying failures and invoking contingency plans; create response procedures and identifying communications channels; communicate with various response teams during testing and actual execution of recovery procedures. Support the design, development, installation, implementation and administration of backup solutions. Make recommendations to the user community and the operations group on system enhancements.

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**132-16. Electronic Meeting Technographer** - Support the meeting facilitator or Data Modeler in preparing and conducting meetings, and in meeting follow-up activities. Manipulate on-line electronic meeting software, such as GroupSystems V, for Business Reengineering or Process Improvement sessions. Catalog, maintain, and distribute customer session data files

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**132-17. Functional Analyst** - Analyze user needs to determine functional and cross-functional requirements. Perform functional allocation to identify required tasks and their interrelationships. Identify resources required for each task. Provide daily supervision and direction to support staff. Minimum 5 years experience

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**132-18. Hardware Specialist** - Analyze network and computer communications hardware characteristics and recommends equipment procurement, removals, and modifications. Adds, deletes, and modifies, as required, host, terminal, and network devices. Assist and coordinate with communications network specialists in the area of communication software. Analyze and implement communications standards and protocols according to site requirements. Minimum 7 years experience

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**132-19. Imaging Specialist** – Digitize images into databases for preservation and enhancement by imaging software. Use hardware and software to fine-tune original digital image for color and resolution and performs quality assurance. Store digital image files on various digital media. Maintain records of workflow, image creation and storage of digital files. Develop procedures for programming and execution of software to manipulate digital images.

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**132-20. Information Systems Training Specialist** - Provide support for coordinating, developing, and delivering computer-related training to the user community. Provide second level support and coordinate training with help desks. Provide standards, services, and guidance on IT related training programs that are designed to enable government agency personnel to use information technologies and systems more productively. Services include the development, delivery, and/or coordination of training courses and materials that address specific agency needs. Possess thorough knowledge of appropriate hardware and software (ex. - PCs, Microsoft (MS) Windows, MS Office, and applications such as from SAP and PeopleSoft). Must understand computer functions and related technical terminology and how they are applied in everyday business situations. Possess exceptional interpersonal skills and superior oral and written communication skills.

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**132-21. Jr. Analyst** - Consult in a specific functional area of a project; supporting the analysis and evaluation of Government requirements. Help define the problem, data availability, report requirements, and system design issues applying systems analysis and design skills in an area such as a record keeping or scientific operation. Review proposals that consist of objectives, scope, and user expectations, gather facts, analyze data, and prepare project synopses that compare alternatives in terms of cost, time, availability of equipment and personnel, recommend a course of action; and upon approval of synopsis, prepare specifications for development of computer programs. Demonstrated experience in the analysis and design of business applications on complex, large scale or web-based systems, including extensive computer programming and experience in data base management concepts.

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**132-22. Jr. Application Programmer** - Participate in the design of software tools and subsystems to support reuse and domain analysis. Assist Applications Engineer and Applications Programmer to interpret software requirements and design specifications to code, and integrate and test software components

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**132-23. Jr. Computer Systems Analyst** - Consult in a specific functional area of a project; supporting the analysis and evaluation of major system project requirements of considerable complexity requiring a thorough understanding of all parameters affecting and interfacing with the system. Guide users in formulating requirements; advises on alternatives and on the implications of new or revised data processing systems; analyze resulting user project proposals, identify omissions and errors in requirements and conducts feasibility studies; recommend optimum approach and develops system design for approved projects. Demonstrated experience managing or performing information systems design activities using current, applicable programming languages. May serve as lead analyst in a design subgroup, directing and integrating the work of subordinates.

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**132-24. Jr. Data Base Management Specialist** - Analyze database requirements of assigned projects. Analyze and determine information needs and elements, database relationships and attributes, proposed manipulation, data flow and storage requirements, and data output and reporting capabilities. Apply knowledge of database management systems to coordinate maintenance and changes to databases. Test and implement changes or new database designs. Write logical and physical database descriptions, including location, space, access method, and security requirements. Provide direction to programmers and analysts as required to affect changes to database management systems. Provides answers to database questions. Knowledge of and ability to monitor databases and to analyze and organize data and apply new technology designs and programs

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**132-25. Jr Data Security Specialist** - Provide support to plan, coordinate, and implement the organization's information security. Provide support for facilitating and helping agencies identify their current security infrastructure and define future programs, design and implementation of fire-wall and other related security issues on LANs/WANs. A working knowledge of several of the following areas is required: understanding of business security practices and procedures; knowledge of current security tools available; hardware/software firewalls and there implementation; different communication protocols; encryption techniques/tools; familiarity with commercial

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products (ex. - Domain Name Systems, public-key encryption technology, Smartcard, Cyberguard, Time Step), and current Internet and electronic commerce technology

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**132-26. Documentation Control Specialist Level II** - Track and maintain the location of records utilizing a personal computer based tracking system. Typically scan bar coded boxes and their locations, update tracking systems as required, backup databases on a daily basis, archive records, ship and receive records, coordinate the pickup, storage, and delivery of records, monitor the movement of records through all tasks from initial receipt through final destruction or archiving, perform records searches as requested by clients, maintain logs on the receipt and shipment of records, destroy and archive documents, and prepare periodic inventories of records. Prioritize various tasks, interpret specific instructions, and apply creative problem solving techniques in a variety of situations. Work normally requires lifting boxes of medium weight throughout the day.

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**132-27 – Jr. Hardware Installation Technician** – Organize and directs hardware installations on site surveys. Assesses and documents current site network configuration and user requirements. Design and optimize network topologies. Analyze and develop new hardware requirements and prepares specifications for hardware acquisitions. Direct and lead preparation of engineering plans and site installation Technical Design Packages. Develop hardware installation schedules. Mobilize installation team. Direct and lead preparation of drawings documenting configuration changes at each site. Prepare site installation and test reports. Coordinate post installation operations and maintenance support. Minimum 5 years experience.

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**132-28 Jr. Information Engineer** – Apply business process improvement practices to re-engineer methodologies/principles and business process modernization projects. Apply, as appropriate, activity and data modeling, transaction flow analysis, internal control and risk analysis and modern business methods and performance measurement techniques. Assist in establishing standards for information systems procedures. Develop and apply organization-wide information models for use in designing and building integrated, shared software and database management systems and data warehouses. Construct sound, logical business improvement opportunities consistent with corporate Information Management guiding principles, cost savings, and open system architecture objectives. Minimum 10 years experience

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**132-29 Jr. Information Resource Management Analyst** - Ensures problem resolution and customer satisfaction for individual task orders. Perform technical and administrative efforts for tasks, including review of work products for correctness, compliance with industry-accepted standards, federal government legislative and regulatory requirements and user standards specified in task orders. Develop requirements of IT product/service (including specifications, feasibility studies, requirement analysis, etc.) from inception to conclusion on simple to complex projects

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**132-30 Jr. Local Area Network Administrator Spec** - Support the installation, implementation, troubleshooting, and maintenance of agency wide-area networks (WANs) and local-area networks (LANs). Assist in designing and managing the WAN infrastructure and any processes related to the WAN. Provide Production Support of the Network, including: day-to-day operations, monitoring and problem resolution client Networks. Provide second level problem identification, diagnosis and resolution of problems. Support the dispatch of circuit and hardware vendors involved in the resolution process. Support the escalation and communication of status to agency management and internal customers. A working knowledge is desirable in various software systems and architectures, communications protocols: and network hardware devices.

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**132-31 Jr. Network Analyst** - Provide support to monitor, install and perform maintenance on personal computers, laptop computers, software, and the networks. Provide support in responding to system user requests for assistance. Provide support for on-the-spot diagnostic evaluations, implementation of corrections, and training users in proper operation of systems and programs. Provide support to: install and provide basic support for approved PC software; perform upgrades to all computer platforms, train office staff on computers, maintain logs and inventory of

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equipment repairs assist in administering all computer platforms as directed and assist in resolving any operations problems. Provide to the agency LAN Administrator with server maintenance and administration. Require general knowledge of one of the following: Novell products, CISCO products, Windows NT products, UNIX products, etc.

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**132-32 Jr. Network Installation Technician** - Organize and direct network installations on site surveys. Assesses and documents current site network configuration and user requirements. Design and optimizes network topologies. Direct and leads preparation of engineering plans and site installation Technical Design Packages. Develop installation schedules. Mobilize network installation team. Direct and leads preparation of drawings documenting configuration changes at each site. Prepare site installation and test reports. Coordinate post installation operations and maintenance support.

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**132-33 Jr. Systems Architect** – Establish system information requirements using analysis of the information engineer(s) in the development of enterprise-wide or large-scale information systems. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. Ensure these systems are compatible and in compliance with the standards for open systems architectures, the OSI and ISO reference models, and profiles of standards - such as IEEE OSE reference model - as they apply to the implementation and specification of information management solution of the application platform, across the API, and the external environment/software application. Ensure that the common operating environment is compliant with the Agency enterprise architecture and applicable reference models. Evaluate analytically and systematically problems of workflows, organization, and planning and develop appropriate corrective action. Provide daily supervision and direction to staff. Minimum 5 years experience.

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**132-34 Jr. Training Specialist** – Conduct the research necessary to develop and revise training courses and prepares appropriate training catalogs. Develop all instructor materials (course outline, background material, and training aids). Develop all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Train personnel by conducting formal classroom courses, workshops, seminars, and/or computer based/computer aided training. Provide daily supervision and direction to staff.

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**132-35 Jr. Wide Area Network Spec.** - Provide support to monitor, install and perform maintenance on personal computers, laptop computers, software, and the networks. Provide support in responding to system user requests for assistance. Provide support for on-the-spot diagnostic evaluations, implementation of corrections, and training users in proper operation of systems and programs. Provide support to: install and provide basic support for approved PC software; perform upgrades to all computer platforms, train office staff on computers, maintain logs and inventory of equipment repairs assist in administering all computer platforms as directed and assist in resolving any operations problems.

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**132-36 Local Area Network Technician** - Provide support to monitor, install and perform maintenance on personal computers, laptop computers, software, and the networks. Provide support in responding to system user requests for assistance. Provide support for on-the-spot diagnostic evaluations, implementation of corrections, and training users in proper operation of systems and programs. Provide support to: install and provide basic support for approved PC software; perform upgrades to all computer platforms, train office staff on computers, maintain logs and inventory of equipment repairs assist in administering all computer platforms as directed and assist in resolving any operations problems. Provide to the agency LAN Administrator with server maintenance and administration. Require general knowledge of one of the following: Novell products, CISCO products, Windows NT products, UNIX products, etc.

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**132-37 Local Area Network Trainer** – Conduct the research necessary to develop and revise training courses and prepares appropriate training catalogs. Develop all instructor materials (course outline, background material, and training aids). Develop all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Train personnel by conducting formal classroom courses, workshops, seminars, and/or computer based/computer aided training. Provide daily supervision and direction to staff.

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**132-38 Network Draftsman** - Develop engineering drawings, using computer based drawing packages such as Aptitude. Develop engineering drawings for site plans, network configuration and design.

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**132-39 Program Administration Specialist II** - Assist in the preparation of management plans and reports. Coordinate schedules to facilitate completion of proposals, contract deliverables, task order review, briefings/presentations, and in-process review preparation. Perform analysis, development, and review of program administrative operating procedures.

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**132-40 Program Administration Specialist II** - Assist in the preparation of management plans and reports. Coordinate schedules to facilitate completion of proposals, contract deliverables, task order review, briefings/presentations, and in-process review preparation. Perform analysis, development, and review of program administrative operating procedures. Minimum 5 years experience.

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**132-41 Project Manager** – Typically oversee all aspects of the project, leading a team on large projects or a significant segment of large and complex projects. Analyze new and complex project-related problems and create innovative solutions that normally involve the schedule, technology, methodology, tools, solution components, and financial management of the project. Provide applications systems analysis and long and short-range plans for application selection, systems development, systems maintenance, and production activities for necessary support resources. Commensurate experience and education for the specific.

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**132-42 Quality Assurance Analyst** - Provide technical and administrative direction for personnel performing software development tasks, including the review of work products for correctness, adherence to the design concept and to user standards, review of program documentation to assure government standards/requirements are adhered to, and for progress in accordance with schedules. Coordinate with the Project Manager and/or Quality Assurance Manager to ensure that problems are solved to the user's satisfaction. Make recommendations, if needed, for approval of major systems installations. Prepare milestone status reports and deliveries/presentations on the system concept to colleagues, subordinates, and end user representatives.

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**132-43 Quality Assurance Manager** - Establish and maintains a process for evaluating software and associated documentation. Determines the resources required for quality control. Maintain the level of quality throughout the software life cycle. Conduct formal and informal reviews at pre-determined points throughout the development life cycle. Provide daily supervision and direction to support staff.

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**132-44 Senior Analyst** - Consult in a specific functional area of a project; supporting the analysis and evaluation of extremely complex system requirements requiring a thorough understanding of all parameters affecting and interfacing with the system for government agencies. Lead development teams and guide users in formulating requirements; recommend optimum approach and develops system design for approved projects. Produce innovative solutions for a variety of complex problems. May serve as lead analyst in a design group, directing and integrating the work of subordinates. Interpret information and informally arbitrate between system users when conflicts exist. Competence in all phases of systems analysis techniques, concepts, and methods and knowledge of available system software, computer equipment, and the regulations, structure, techniques, and management practices of one or more subject-matter areas. Demonstrated experience managing or performing information systems design activities using current, applicable programming languages

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**132-45 Applications Engineer Level II** - Analyze and study complex system requirements. Design software tools and subsystems to support software reuse and domain analyses and manages their implementation. Manage software development and support using formal specifications, data flow diagrams, other accepted design techniques and Computer Aided Software Engineering (CASE) tools. Estimate software development costs and schedule. Review existing programs and assist in making refinements, reducing operating time, and improving current techniques. Supervise software configuration management.

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**132-46 Application Programmer - Level III** - Analyze functional business applications and design specifications for functional areas such as finance, accounting, personnel, manpower, logistics, and contracts. Develop block diagrams and logic flow charts. Translate detailed design into computer software. Test, debug, and refine the computer software to produce the required product. Prepares required documentation, including both program-level and user-level documentation. Enhance software to reduce operating time or improve efficiency. Provide technical direction to programmers to ensure program deadlines are met.

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**132-47 Computer Systems Analyst** - Consult in a specific functional area of a project; supporting the analysis and evaluation of Government requirements. Help define the problem, data availability, report requirements, and system design issues applying systems analysis and design skills in an area such as a record keeping or scientific operation. Review proposals that consist of objectives, scope, and user expectations, gather facts, analyze data, and prepare project synopses that compare alternatives in terms of cost, time, availability of equipment and personnel, recommend a course of action; and upon approval of synopsis, prepare specifications for development of computer programs. Demonstrated experience in the analysis and design of business applications on complex, large scale or web-based systems, including extensive computer programming and experience in data base management concepts.

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**132-48 Sr. Data Base Management Specialist** - Provide highly technical expertise in the use of Data Base Management Systems (DBMSs). Evaluate and recommend available DBMS products to support validated user requirements. Define file organization, indexing methods, and security procedures for specific user applications. Test and assist in the implementation of changes or new database designs. Monitor database usage and statistics. Knowledge of relational database environment. Minimum 5 years experience

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**132-49 Sr. Data Security Specialist** - Provide support to plan, coordinate, and implement the organization's information security. Provide support for facilitating and helping agencies identify their current security infrastructure and define future programs, design and implementation of fire-wall and other related security issues on LANs/WANs. A working knowledge of several of the following areas is required: understanding of business security practices and procedures; knowledge of current security tools available; hardware/software firewalls and their implementation; different communication protocols; encryption techniques/tools; familiarity with commercial products (ex. - Domain Name Systems, public-key encryption technology, Smartcard, Cyberguard, TimeStep), and current Internet and electronic commerce technology. Minimum 5 years experience.

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**132-50 Sr. Documentation Preparation Specialist** - Track and maintain the location of records utilizing a personal computer based tracking system. Typically scan bar coded boxes and their locations, update tracking systems as required, backup databases on a daily basis, archive records, ship and receive records, coordinate the pickup, storage, and delivery of records, monitor the movement of records through all tasks from initial receipt through final destruction or archiving, perform records searches as requested by clients, maintain logs on the receipt and shipment of records, destroy and archive documents, and prepare periodic inventories of records. Prioritize various tasks, interpret specific instructions, and apply creative problem solving techniques in a variety of situations. Work normally requires lifting boxes of medium weight throughout the day. Commensurate experience and education.

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**132-51 Sr. Hardware Installation Technician** – Organize and directs hardware installations on site surveys. Assesses and documents current site network configuration and user requirements. Design and optimize network topologies. Analyze and develop new hardware requirements and prepares specifications for hardware acquisitions. Direct and lead preparation of engineering plans and site installation Technical Design Packages. Develop hardware installation schedules. Mobilize installation team. Direct and lead preparation of drawings documenting configuration changes at each site. Prepare site installation and test reports. Coordinate post installation operations and maintenance support. Minimum 5 years experience.

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**132-52 Sr. Information Engineer** – Apply business process improvement practices to re-engineer methodologies/principles and business process modernization projects. Apply, as appropriate, activity and data modeling, transaction flow analysis, internal control and risk analysis and modern business methods and performance measurement techniques. Assist in establishing standards for information systems procedures. Develop and apply organization-wide information models for use in designing and building integrated, shared software and database management systems and data warehouses. Construct sound, logical business improvement opportunities consistent with corporate Information Management guiding principles, cost savings, and open system architecture objectives. Minimum 10 years experience

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**132-53 Sr. Information Resource Management Analyst** - Provide support for coordinating, developing, and delivering computer-related training to the user community. Provide second level support and coordinate training with help desks. Provide standards, services, and guidance on IT related training programs that are designed to enable government agency personnel to use information technologies and systems more productively. Services include the development, delivery, and/or coordination of training courses and materials that address specific agency needs. Possess thorough knowledge of appropriate hardware and software (ex. - PCs, Microsoft (MS) Windows, MS Office, and applications such as from SAP and PeopleSoft). Must understand computer functions and related technical terminology and how they are applied in everyday business situations. Possess exceptional interpersonal skills and superior oral and written communication skills.

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**132-54 Sr. Local Area Network Administration Specialist** - Support the installation, implementation, troubleshooting, and maintenance of agency wide-area networks (WANs) and local-area networks (LANs). Assist in designing and managing the WAN infrastructure and any processes related to the WAN. Provide Production Support of the Network, including: day-to-day operations, monitoring and problem resolution client Networks. Provide second level problem identification, diagnosis and resolution of problems. Support the dispatch of circuit and hardware vendors involved in the resolution process. Support the escalation and communication of status to agency management and internal customers. A working knowledge is desirable in various software systems and architectures, communications protocols: and network hardware devices.

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**132-55 Sr. Network Analyst** - Consult in a specific functional area of a project; supporting the analysis and evaluation of major system project requirements of considerable complexity requiring a thorough understanding of all parameters affecting and interfacing with the system. Guide users in formulating requirements; advises on alternatives and on the implications of new or revised data processing systems; analyze resulting user project proposals, identify omissions and errors in requirements and conducts feasibility studies; recommend optimum approach and develops system design for approved projects. Demonstrated experience managing or performing information systems design activities using current, applicable programming languages. May serve as lead analyst in a design subgroup, directing and integrating the work of subordinates.

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**132-56 Network Installation Technician** - Organize and direct network installations on site surveys. Assesses and documents current site network configuration and user requirements. Design and optimizes network topologies. Direct and leads preparation of engineering plans and site installation Technical Design Packages. Develop installation schedules. Mobilize network installation team. Direct and leads preparation of drawings documenting configuration changes at each site. Prepare site installation and test reports. Coordinate post installation operations and maintenance support.

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**132-57 Sr. Systems Architect** – Establish system information requirements using analysis of the information engineer(s) in the development of enterprise-wide or large-scale information systems. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. Ensure these systems are compatible and in compliance with the

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standards for open systems architectures, the OSI and ISO reference models, and profiles of standards - such as IEEE OSE reference model - as they apply to the implementation and specification of information management solution of the application platform, across the API, and the external environment/software application. Ensure that the common operating environment is compliant with the Agency enterprise architecture and applicable reference models. Evaluate analytically and systematically problems of workflows, organization, and planning and develop appropriate corrective action. Provide daily supervision and direction to staff. Minimum 15 years experience.

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**132-58 Sr. Training Specialist Level II** – Conduct the research necessary to develop and revise training courses and prepares appropriate training catalogs. Develop all instructor materials (course outline, background material, and training aids). Develop all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Train personnel by conducting formal classroom courses, workshops, seminars, and/or computer based/computer aided training. Provide daily supervision and direction to staff.

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**132-59 Sr. Wide Area Network Spec.** - Maintain efficient functional systems, networks and communication connectivity for all users, keeping current on new developments for all assigned areas, including continually doing feasibility studies on how new products/technology would fit into existing system/WAN/LAN infrastructures and developing implementation plans for the changes/upgrades. Analyze, plans (including long-range planning), tests, implements and trouble shoots systems, wide area network and communications network systems.

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**132-60 Survey Worker (Interviewer)** - Analyzes user needs and performs research and functional analysis on a variety of projects at a highly technical level. Executes and delivers value-added research to determine content and placement of client product or message in print and electronic media. Researches, identifies, and formulates recommendations about resources required for task execution and completion; maintains current production status. Conducts focus groups and customer surveys; identifies and recommends emergent relevant technologies that may result in improvements to current processes; presents recommendations to clients. Maintains current knowledge of relevant technologies. Minimum/General Experience: This position requires at least 10 years' experience. Should have expert knowledge of market research principles and statistical testing and possess analytical thinking skills; experience with on-line sources and search tools and report writing.

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**132-61 Survey Worker (Interviewer)** - Analyzes user needs and performs research and functional analysis on a variety of projects at a highly technical level. Executes and delivers value-added research to determine content and placement of client product or message in print and electronic media. Researches, identifies, and formulates recommendations about resources required for task execution and completion; maintains current production status. Conducts focus groups and customer surveys; identifies and recommends emergent relevant technologies that may result in improvements to current processes; presents recommendations to clients. Maintains current knowledge of relevant technologies. Minimum/General Experience: This position requires at least 10 years' experience. Should have expert knowledge of market research principles and statistical testing and possess analytical thinking skills; experience with on-line sources and search tools and report writing. May have supervisory responsibility.

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**132-62 Systems Engineer Jr.** – Coordinate and/or perform additions and changes to network hardware and operating systems, and attached devices; includes investigation, analysis, recommendation, configuration, installation, and testing of new network hardware and software. Provide direct support in the day-to-day operations on network hardware and operating systems, including the evaluation of system utilization, monitoring response time and primary support for detection and correction of operational problems. Troubleshoot at the physical level of the network, working with network measurement hardware and software, as well as physical checking and testing of hardware devices; at the logical level working with communication protocols. Maintain network infrastructure standards including network communication protocols such as TCP/IP, Capability Maturity Model Integration (CMMI), and/or International Organization for Standardization (ISO) 9001. Provide technical consultation, training and support to IT staff as designated by the government.

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**132-63 Systems Engineer Sr.**— Supervise, coordinate and/or perform additions and changes to network hardware and operating systems, and attached devices; including investigation, analysis, recommendation, configuration, installation, and testing of new network hardware and software. Provide direct support in the day-to-day operations on network hardware and operating systems including the evaluation of system utilization, monitoring response time and primary support for detection and correction of operational problems. Troubleshoot at the physical level of the network, working with network measurement hardware and software, as well as physical checking and testing of hardware devices; at the logical level working with communication protocols. Participate in planning design, technical review and implementation for new network infrastructure hardware and network operating systems for voice and data communication networks. Maintain network infrastructure standards including network communication protocols such as TCP/IP, Capability Maturity Model Integration (CMMI), and/or International Organization for Standardization (ISO) 9001. Provide technical consultation, training and support to IT staff as designated by the government. Diagnose and resolve complex communication problems.

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**132-64 Technical Writer/Editor II** – Write and/or edit editing technical documents, including business proposals, reports, user manuals, briefings and presentations, functional descriptions, system specifications, guidelines, special reports, and other project deliverables to meet contract requirements. Develops outlines and drafts for review and approval by technical specialists and project management ensuring that final documents meet applicable contract requirements and regulations. Research and gather technical and background information for inclusion in project documentation and deliverables. Consult relevant information sources, including library resources, technical and financial documents, and client and project personnel, to obtain background information, and verify pertinent guidelines and regulations governing project deliverables. Commensurate experience, education, and level of supervision and direction.

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**132-65 Technical Writer/Editor III** – Write and/or edit editing technical documents, including business proposals, reports, user manuals, briefings and presentations, functional descriptions, system specifications, guidelines, special reports, and other project deliverables to meet contract requirements. Develops outlines and drafts for review and approval by technical specialists and project management ensuring that final documents meet applicable contract requirements and regulations. Research and gather technical and background information for inclusion in project documentation and deliverables. Consult relevant information sources, including library resources, technical and financial documents, and client and project personnel, to obtain background information, and verify pertinent guidelines and regulations governing project deliverables. Commensurate experience, education, and level of supervision and direction.

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**132-66 Web Designer** - Provide support in upgrading, maintaining and creating content for agency's web-site under the guidance of Web Project Manager. Provide day-to-day site design and creation. Experience in web design and development using HTML and Java is required. Provide on-the-job training for the development, maintenance, and updating of Web pages. Must have good communication skills and the ability to work with all levels of management and technical personnel. Must possess a working knowledge of browsers, editors, graphic design software (e.g., Photo Shop, Illustrator). Experience with animation software and image optimization is desirable

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**132-67 Web Project Manager** - Provide support in managing the development of agency Web sites. Lead team of Content Administrators, Software Developers and Designers. Preference for project management skills Web development skills. Provide leadership to a team to: gather/analyze client requirements, write/edit web copy, work with internal/external resources on design, coordinate with IT Services on development, and work with Legal/Regulatory on content approvals, coordinate/document all aspects of the project: develop/manage client request/review process, track all requests/changes, and adhere to a project timeline.

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**132-68 Web Software Developer** - Provide support to develop Web based applications including on line customer service to transform government agencies to be able to deliver their services on line. Provide support in developing the site concept, interface design, and architecture of the web-site. Provide support for the implementation of interfaces to applications. Working knowledge and experience coding in Java is required. Knowledge of several of the following areas is desirable: Active Server Pages, JavaScript, and SQL Server, Visual Basic, JavaScript, Access, HTML, DBMS's (ex. - Oracle, Sybase, etc.).

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**132-69 Word Processing Operator II** - This position requires 3-5 years experience. Requires knowledge of various word processing and other pertinent software applications, and knowledge of and ability to use relevant office equipment. Functional Responsibilities: Using various word-processing applications, types routine narrative and/or statistical text from rough copy to conform to established standards of style; may convert documentation from one word-processing format to another as requested; may enter corrections, updates, or revisions of copy on tape, card, disc, or other storage material. Performs other administrative duties as requested, including filing, copying, etc.

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**132-70 Word Processing Operator Level II** - This position requires 3-5 years experience. Requires knowledge of various word processing and other pertinent software applications, and knowledge of and ability to use relevant office equipment. Functional Responsibilities: Using various word-processing applications, types routine narrative and/or statistical text from rough copy to conform to established standards of style; may convert documentation from one word-processing format to another as requested; may enter corrections, updates, or revisions of copy on tape, card, disc, or other storage material. Performs other administrative duties as requested, including filing, copying, etc. Minimum 5 years experience

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<p align="center"><b>GSA Schedule 70 SIN 132-51 – Supplemental Price List</b> <b>Contract Number: GS- 35F-0011T    10/10/2011 – 10/09/2016</b></p>
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**PRICE LISTS**

The price list effective October 21, 2010 is presented on the following pages. Listed above the price list, there are detailed descriptions of the services offered. The minimum experience, education, and functional responsibility for each service CLIN Number is provided to ensure that the TNI employee's skills match the requirements of the delivery order.

**Note:** *All non-professional services are incidental to and in direct support of the proposed Professional Services.*

**GOVERNMENT SITE RATES**

ITEM#	Labor Category	Level	10/10/2011	10/10/2012	10/10/2013	10/10.9/2014	10/10/2015
			10/09/2012	10/09/2013	10/09/2014	10/09/2015	10/09/2016
132-1	Administration Support & Graphic Specialist	HR	\$49.31	\$50.54	\$51.80	\$53.10	\$54.43
132-2	Administration Support & Graphic Specialist **	HR	\$31.05	\$31.82	\$32.62	\$33.43	\$34.27
132-3	Application Analyst	HR	\$58.05	\$59.50	\$60.90	\$62.51	\$64.08
132-4	Application Systems Analyst	HR	\$83.07	\$85.14	\$87.27	\$89.45	\$91.69
132-5	Communication Network Installation Technician	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-6	Communication Network Manager	HR	\$78.90	\$80.90	\$82.92	\$85.00	\$87.13
132-7	Communication Network Specialist	HR	\$70.56	\$72.33	\$74.13	\$75.98	\$77.89
132-8	Communication Network Trainer **	HR	\$78.92	\$80.90	\$82.92	\$85.00	\$87.13
132-9	Computer Security Systems Specialist	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-10	Computer Security Systems Trainer **	HR	\$53.88	\$55.23	\$56.61	\$58.02	\$59.47
132-11	Cost Analyst	HR	\$53.87	\$55.22	\$56.60	\$58.01	\$59.46
132-12	Data Entry Clerk **	HR	\$25.92	\$26.57	\$27.23	\$27.92	\$28.61
132-13	Data Standardization Specialist	HR	\$48.05	\$49.25	\$50.48	\$61.74	\$53.03
132-14	Disaster Recovery Manager	HR	\$98.34	\$100.80	\$103.32	\$105.89	\$108.54
132-15	Disaster Recovery Specialist	HR	\$87.21	\$89.38	\$91.62	\$93.91	\$96.25
132-16	Electronic Meeting Technographer **	HR	\$45.51	\$46.65	\$47.82	\$49.01	\$50.24
132-17	Functional Analyst	HR	\$66.40	\$68.06	\$69.77	\$71.51	\$73.29
132-18	Hardware Specialist	HR	\$53.87	\$55.22	\$56.60	\$58.01	\$59.46
132-19	Imaging Specialist	HR	\$45.51	\$46.65	\$47.82	\$49.01	\$50.24
132-20	Information Systems Training Specialist **	HR	\$41.35	\$42.39	\$43.44	\$44.53	\$45.64
132-21	Jr. Analyst	HR	\$53.87	\$55.22	\$56.60	\$58.01	\$59.46
132-22	Jr. Application Programmer	HR	\$78.92	\$80.90	\$82.92	\$85.00	\$87.13
132-23	Jr. Computer Analyst	HR	\$55.06	\$59.51	\$61.00	\$62.52	\$64.09
132-24	Jr. Data Base Management Specialist	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-25	Jr. Data Security Specialist	HR	\$60.96	\$62.48	\$64.04	\$65.65	\$67.29
132-26	Jr. Documentation Preparation Specialist **	HR	\$24.21	\$24.82	\$25.44	\$26.08	\$26.73
132-27	Jr. Hardware Installation Technician	HR	\$45.52	\$46.66	\$47.83	\$49.02	\$50.24
132-28	Jr. Information Engineer	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-29	Jr. Information Resources Management Analyst	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-30	Jr. Local Area Network Administration Specialist	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-31	Jr. Network Analyst	HR	\$80.58	\$82.60	\$84.67	\$86.78	\$88.95
132-32	Jr. Network Installation Technician	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-33	Jr. Systems Architect	HR	\$66.40	\$68.06	\$69.77	\$71.51	\$73.29
132-34	Jr. Training Specialist **	HR	\$53.87	\$55.22	\$56.60	\$58.01	\$59.46
132-35	Jr. Wide Area Network Specialist	HR	\$76.42	\$78.34	\$80.29	\$82.30	\$84.35
132-36	Local Area Network Technician	HR	\$62.21	\$63.76	\$63.35	\$66.99	\$68.66
132-37	Local Area Network Trainer **	HR	\$53.88	\$55.23	\$56.61	\$58.02	\$59.47
132-38	Network Draftsman	HR	\$63.90	\$65.50	\$67.15	\$68.83	\$70.55
132-39	Program Administration Specialist II	HR	\$33.33	\$34.16	\$35.02	\$35.90	\$36.79

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[www.totalnetworksinc.com](http://www.totalnetworksinc.com)

#	Labor Category	Level	10/10/2011 10/09/2012	10/10/2012 10/09/2013	10/10/2013 10/09/2014	10/10/2014 10/09/2015	10/10/2015 10/09/2016
132-40	Program Administration Specialist III	HR	\$36.25	\$37.15	\$38.08	\$39.03	\$40.00
132-41	Project Manager	HR	\$93.07	\$95.39	\$97.78	\$100.23	\$102.74
132-42	Quality Assurance Analyst	HR	\$53.87	\$55.22	\$56.60	\$58.01	\$59.46
132-43	Quality Assurance Manager	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-44	Senior Analyst	HR	\$58.06	\$59.51	\$61.00	\$62.52	\$64.09
132-45	Software Systems Engineer	HR	\$78.92	\$80.90	\$82.92	\$85.00	\$87.13
132-46	Sr. Application Programmer	HR	\$83.07	\$85.14	\$87.27	\$89.45	\$91.69
132-47	Sr. Computer Analyst	HR	\$62.24	\$63.76	\$65.35	\$66.99	\$68.66
132-48	Sr. Data Base Management Specialist	HR	\$70.56	\$72.33	\$74.13	\$75.98	\$77.89
132-49	Sr. Data Security Specialist	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-50	Sr. Documentation Preparation Specialist **	HR	\$25.43	\$26.07	\$26.72	\$27.39	\$28.07
132-51	Sr. Hardware Installation Technician	HR	\$49.69	\$50.93	\$52.20	\$53.51	\$54.85
132-52	Sr. Information Engineer	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-53	Sr. Information Resources Management Analyst	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-54	Sr. Local Area Network Administration Specialist	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-55	Sr. Network Analyst	HR	\$85.59	\$87.22	\$89.92	\$92.16	\$94.47
132-56	Sr. Network Installation Technician	HR	\$62.21	\$63.76	\$65.35	\$66.99	\$68.66
132-57	Sr. Systems Architect	HR	\$70.35	\$72.12	\$73.92	\$75.76	\$77.66
132-58	Sr. Training Specialist **	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-59	Sr. Wide Area Network Specialist	HR	\$87.26	\$89.44	\$91.68	\$93.97	\$96.31
132-60	Survey Worker (Interviewer) **	HR	\$30.10	\$30.85	\$31.63	\$32.41	\$33.22
132-61	Survey Worker (Interviewer)	HR	\$30.10	\$30.85	\$31.63	\$32.41	\$33.22
132-62	Systems Engineer Jr.	HR	\$58.05	\$59.50	\$60.99	\$62.51	\$64.08
132-63	Systems Engineer Sr.	HR	\$78.92	\$80.90	\$82.92	\$85.00	\$87.13
132-64	Technical Writer/Editor II	HR	\$50.25	\$51.51	\$52.80	\$54.12	\$55.47
132-65	Technical Writer/Editor II	HR	\$59.24	\$60.72	\$62.24	\$63.79	\$65.39
132-66	Web Designer	HR	\$70.56	\$72.33	\$74.13	\$75.98	\$77.89
132-67	Web Project Manager	HR	\$78.85	\$80.83	\$82.85	\$84.93	\$87.06
132-68	Web Software Developer	HR	\$83.07	\$85.14	\$87.27	\$89.45	\$91.69
132-69	Word Processing Operator II **	HR	\$27.98	\$28.67	\$29.39	\$30.12	\$30.88
132-70	Word Processing Operator III	HR	\$31.06	\$31.82	\$32.62	\$33.43	\$34.27

\*\* "Ancillary Services – must be incidental to, and used solely to support professional services and cannot be purchased separately."