



Flairsoft Ltd

Authorized Federal Supply Service Information Technology Schedule Pricelist General Purpose Commercial Information Technology Equipment, Software & Services

		CATEGORY CODE
SIN 132-51 – INFORMATION TECHNOLOGY PROFESSIONAL SERVICES		S
FPDS Class D301	IT Facility Operation and Maintenance	
FPDS Class D302	IT Systems Development Services	
FPDS Class D306	Systems Analysis and Design	
FPDS Class D308-1	Programming	
FPDS Class D311	IT Data Conversion Services	
FPDS Class D316	IT Network Management Services	
FPDS Class D317	Automated News Services, Data Services, or other Information Services	
FPDS Class 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



GS-35F-0057Y

Flairsoft LTD
7720 Rivers Edge Dr. Suite 200
Columbus, OH 43235
(614) 888-0700 ext 202

Contract Number: GS-35F-0057Y

Period Covered by Contract: **November 9, 2016** through **November 8, 2021**

Pricelist current through Modification # PO-0004 , Dated November 9, 2016

Point of Contact: Dheeraj Kulshrestha
7720 Rivers Edge Suite 200
Columbus, OH 43235
Phone: (614) 888-0700

- 1a. Flairsoft Ltd Labor Category Descriptions and Pricing is in Attachment #1.
- 1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract is shown on the Price List in Attachment #1. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price.
- 1c. Flairsoft Ltd is proposing hourly rates. A description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services is provided in Attachment #1.
2. Maximum order: \$500,000
3. Minimum order: \$100
4. Geographic coverage (delivery area): CONUS, Washington DC, Alaska, Hawaii and Puerto Rico
5. Point(s) of production (city, county, and State or foreign country): Columbus, Franklin, OH USA
6. Discount from list prices or statement of net price: Prices shown have discounts applied
7. Quantity discounts: None
8. Prompt payment terms. None
- 9a. Government purchase cards are accepted at or below the micro-purchase threshold.
- 9b. Government purchase cards are not accepted above the micro-purchase threshold.
10. Foreign items (list items by country of origin): N/A
- 11a. Time of delivery: 30 Days ARO.
- 11b. Expedited Delivery: None.



GS-35F-0057Y

- 11c. Overnight and 2-day delivery: None
- 11d. Urgent Requirements: None.
- 12. F.O.B. point(s): Destination
- 13a. Ordering address: Flairsoft Ltd, 7720 Rivers Edge Dr, Suite 200, Columbus OH 43235
- 13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.
- 14. Payment address: Flairsoft Ltd, 7720 Rivers Edge Dr, Suite 200, Columbus OH 43235
- 15. Warranty provision: Standard Commercial Warranty.
- 16. Export packing charges, if applicable: N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level): None
- 18. Terms and conditions of rental, maintenance, and repair (if applicable): N/A
- 19. Terms and conditions of installation (if applicable): N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A
- 20a. Terms and conditions for any other services (if applicable): N/A
- 21. List of service and distribution points (if applicable): N/A
- 22. List of participating dealers (if applicable): N/A
- 23. Preventive maintenance (if applicable): N/A
- 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A
- 24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. N/A
- 25. Data Universal Number System (DUNS) number: 102352973
- 26. Flairsoft Ltd is current in our registration in the System for Award Management (SAM) database.



ATTACHMENT #1		
FLAIRSOFT LABOR CATEGORIES AND PRICING Labor Category	Functional Responsibility	Minimum/General Experience
1. Doc/Admin/Technical Writer	Writes, in clear and concise language, such technical documents as procedure manuals, service manuals, and related technical publications concerned with installation, operation, and maintenance of electronic, electrical, mechanical, and other equipment. Includes writing such technical documentation as operational specifications, bulletins, articles, and marketing publications. Acquires or verifies knowledge of subject by interviewing workers engaged in developing new products and services or in making improvements, observing performance of experiments and methods of production, referring to blueprints, sketches, engineering drawings and notes, trade and engineering journals, rewrites of articles, bulletins, manuals, or similar publications.	The specialized experience and education required are: Shall have a two year college degree in English Composition or five years experience in the area of technical writing. Should have experience in assisting programmers and engineers in developing on-line documentation.
2. Architect	Responsible for all or part of the architecture of a system, sub-system or component. Responsibilities may include subsystem componentization, object modeling, performance, database design, operation and maintenance, availability, stability, etc.	Bachelors degree in Computer Science, Engineering, or related field, or equivalent experience. Five (10) years professional experience with 5 years emphasizing technology leadership and architecture.
3. Chief Architect	Performs complex software design activities integrating multiple technologies. Provides architectural guidelines for all software design activities to current and future technological environments. Maintains state-of-the-art knowledge of technologies, planning, design, and analysis methodologies. Responsible for	Bachelor's degree in <u>Computer Science</u> from an accredited college or a related discipline, or equivalent experience/combined education, with 20 years or more of professional experience; or 18 years with a related Master's. Viewed as the most senior authority in discipline.



	the design and architectural guidelines required for current and future software technological activities. Level II.	
4. Consultant I	Perform various tasks associated with IT professional services contract or project. Responsibilities may include, but are not limited to defining requirements, re-engineering business processes and/or defining and implementing operational procedures in the domain of the project. Activities are conducted under the oversight of a Senior Consultant, Senior Architect, Architect or Project Manager.	Bachelor's degree in <u>Systems Analysis</u> or equivalent experience plus four (4) years professional experience. Must possess domain knowledge relevant to the assigned project.
5. Consultant II	Lead consultant for a contract/order/project. May interface to customer and perform some project management functions as well. Performs engineering (and/or systems engineering) functions as required for the defined project. These may include producing requirements, possibly including use cases; re-engineering business processes and/or defining and implementing operational procedures in the domain of the project.	Bachelor's degree in <u>Systems Analysis or a related field</u> . Five (5) years of Systems Analysis and Design experience. Experience in multiple aspects of the business process and the system development life cycle. Must have demonstrated verbal/written communication skills.
6. Consultant III	Senior consultant for a contract/order/project. Interface to customer and perform project management functions as needed. Performs engineering (and/or systems engineering) functions as required for the defined project or across multiple projects. These may include producing requirements, including use cases; re-engineering business processes and/or defining and implementing operational procedures in the domain of the project.	Master's degree <u>in Systems Analysis</u> . Seven (7) years of Systems Analysis and Design experience or Bachelor's Degree and 10 Years experience 5 of which at the Senior Analysis level Experience in multiple aspects of the business process and the system development life cycle. Must have demonstrated verbal/written communication skills.



GS-35F-0057Y

<p>7. Database Engr/Admin I</p>	<p>Database Engineer/Administrator: Duties include providing technical expertise in the management, operation, and administration of COTS DBMS products and environments; supporting developers in the use and access to DBMS environments; developing programs and utilities to facilitate management, monitoring, and loading of database environments; developing and executing system backup and recovery operations; performing database modeling, design, construction, review, analysis, assessment, and maintenance for management information systems and/or the software engineering environment or repositories; coordinating and managing support efforts from test and evaluation specialists, system engineers, and software engineers utilizing relational, object-oriented database management systems and distributed database considerations and recommendations.</p>	<p>The specialized experience and education required are: Entry Level. Shall have a minimum of four years experience in database administration or database design or a Bachelor's Degree from an accredited university in Computer Science or a related technical discipline.</p>
<p>8. Database Engr/Admin II</p>	<p>Database Engineer/Administrator: Duties include providing technical expertise in the management, operation, and administration of COTS DBMS products and environments; supporting developers in the use and access to DBMS environments; developing programs and utilities to facilitate management, monitoring, and loading of database environments; developing and executing system backup and recovery operations; performing database modeling, design, construction, review, analysis, assessment, and maintenance for management information systems and/or the software engineering environment or repositories;</p>	<p>The specialized experience and education required are: Level II. Shall have Master's Degree from an accredited university in Computer Science or a related technical discipline and minimum of six years working experience in database management systems. At least three years of this experience shall be in relational database design and implementation using ANSI Standard SQL, at least two years shall be in database design and implementation, with a minimum of one year experience designing and implementing distributed databases.</p>



	<p>coordinating and managing support efforts from test and evaluation specialists, system engineers, and software engineers utilizing relational, object-oriented database management systems and distributed database considerations and recommendations</p>	
<p>9. Database Engr/Admin III</p>	<p>Senior Database Engineer/Administrator: Duties include providing technical expertise in the management, operation, and administration of COTS DBMS products and environments; supporting developers in the use and access to DBMS environments; developing programs and utilities to facilitate management, monitoring, and loading of database environments; developing and executing system backup and recovery operations; performing database modeling, design, construction, review, analysis, assessment, and maintenance for management information systems and/or the software engineering environment or repositories; coordinating and managing support efforts from test and evaluation specialists, system engineers, and software engineers utilizing relational, object-oriented database management systems and distributed database considerations and recommendations.</p>	<p>The specialized experience and education required are: Level II. Shall have Master's Degree from an accredited university in Computer Science or a related technical discipline and minimum of six years working experience in database management systems. At least seven years of this experience shall be in relational database design and implementation using ANSI Standard SQL, at least five years shall be in database design and implementation, with a minimum of three year experience designing and implementing distributed databases.</p>
<p>10. Functional Business Analyst I</p>	<p>Duties include providing support services associated with multi-functional information systems, database, and security administration for the Integration Laboratory and Development Environment include developing and maintaining processes and procedures associated with these</p>	<p>The specialized experience and education required are: Bachelor's degree <u>in Business</u> from an accredited college <u>or</u> in a related discipline, or equivalent experience/combined education.</p>



GS-35F-0057Y

	services for both local and remote support.	
11. Functional Business Analyst II	Duties include providing support services associated with multi-functional information systems, database, and security administration for the Integration Laboratory and Development Environment include developing and maintaining processes and procedures associated with these services for both local and remote support.	The specialized experience and education required are: Bachelor's degree from an accredited college <u>in Business or</u> in a related discipline, or equivalent experience/combined education, with 5 years or more of professional experience in the Functional area; or 3 years of professional experience with a related Master's degree.
12. Functional Business Analyst III	Duties include providing support services associated with multi-functional information systems, database, and security administration for the Integration Laboratory and Development Environment include developing and maintaining processes and procedures associated with these services for both local and remote support.	The specialized experience and education required are: Level II. Bachelor's degree from an accredited college <u>in Business or</u> in a related discipline, or equivalent experience/combined education, with 14 years or more of professional experience in the Functional area; or 12 years of professional experience with a related Master's degree.
13. Information Assur Engr I	Develops and implements security systems for any manual or automated systems. Responsible for ensuring the protection of resident data against unauthorized disclosure, accidental or intentional loss of data, or unauthorized modification. Level I.	Bachelor's degree from an accredited college <u>in Information Security or</u> in a related discipline, or equivalent experience/combined education, with 6 years of professional experience; or 4 years of professional experience with a related Master's degree.
14. Information Assur Engr II	Develops and implements security systems for any manual or automated systems. Responsible for ensuring the protection of resident data against unauthorized disclosure, accidental or intentional loss of data, or unauthorized modification. Level II.	Bachelor's degree from an accredited college <u>in Information Security or</u> in a related discipline, or equivalent experience/combined education, with 10 years of professional experience; or 8 years of professional experience with a related Master's degree.
15. Programmer/Analyst	Responsible for development, testing, implementation and maintenance of application systems under the oversight of a Senior Consultant, Senior Architect,	Bachelor's Degree <u>in Computer Science or</u> in a related field. Minimum of four (4) years programming experience, at least one year experience programming in the language of choice for assignment.



	Architect or Project Manager; may include minimal design.	
16. Programmer/Analyst II	Performs lead role with respect to analysis, specification, development, testing, implementation and maintenance of platform and application systems, including design and data modeling; may also include database design and implementation.	Bachelors Degree in Computer Science, or related field. Five (5) years experience, at least one (1) year in a supervisory or lead programmer capacity. Must have thorough knowledge of systems flow and integration.
17. Programmer/Analyst III	Performs lead role with respect to analysis, specification, development, testing, implementation and maintenance of platform and application systems, including design and data modeling; may also include database design and implementation.	Bachelors Degree in Computer Science, or related field. Six (6) years experience, at least two (2) years in a supervisory or lead programmer capacity. Must have thorough knowledge of systems flow and integration.
18. Project Manager I/Project Lead	Duties include planning, directing, controlling, organizing, and coordinating the work activity of personnel involved in all aspects of this contract; implementing a quality assurance program to insure services and products conform to applicable standards; formulating statements of management and technical problems; evaluating proposed computer systems to determine technical feasibility, implementation costs, operation costs, and functional adequacy. The specialized experience and education required are: Shall have experience in large MIS development. For the purpose of this document, large MIS is defined as a system generally analogous to one containing approximately five hundred or more programs supporting in the vicinity of a million lines of code. Shall have experience in managing a team composed of systems programmers, systems engineers, software engineers, and other MIS personnel when	Shall have a Bachelor's Degree in Management, Business Administration, Computer Science, Mathematics, Engineering or a related discipline plus ten years specialized experience. At least five of those ten years of specialized experience shall have been top level managerial direction of complex programs that were successfully implemented. Shall have PMP Certification



GS-35F-0057Y

	designing and implementing a large complex management information system. Level I.	
19. Project Manager II	Oversee all activities relative to the contract(s), order(s) and/or project(s) assigned. Oversight activities include, but are not limited to quality improvements, schedule management, budgetary management, contract compliance and staff management.	Bachelors Degree <u>in Computer Science, Business Administration, Mathematics, Engineering</u> or equivalent experience plus five (10) years of relevant project management experience or 5 years experience with PMP Certification. Demonstrated organizational and verbal/written communication skills required.
20. Quality Assurance Specialist	Develops, modifies, applies, and maintains standards for quality operating methods, processes, systems and procedures. Provides coordination and guidance in preparation of technical appraisals of programming languages and systems, computational software and related technology, and the integration of computers into the overall functions of scientific computation, and data acquisition, transmission, and processing. Ensures that corrective measures meet acceptable reliability standards. Develops overall operating criteria to ensure implementation of the software quality program according to project, process and contract requirements and objectives. Ensures that project and process control documentation are compliant with requirements, objectives and/or contract. Reviews software design, change specifications, and plans against contractual and/or process requirements. Reviews include applicable specifications, materials, tools, techniques, and methodologies. Performs or directs verification of software requirement allocations, traceability, and testability.	Level I. Bachelor's degree from an accredited college <u>in Quality Systems</u> or in a related discipline, or equivalent experience/combined education, with 5 years of professional experience; or 3 years of professional experience with a related Master's degree.
21. Systems Administrator I	Duties include providing support services associated with network,	The specialized experience and education required are: Entry Level.



GS-35F-0057Y

	<p>system, database, and security administration for the Integration Laboratory and Development Environment include developing and maintaining processes and procedures associated with these services for both local and remote support.</p>	<p>Bachelor's degree from an accredited college <u>in Systems Analysis or in a related discipline</u>, or equivalent experience/combined education, with 5 years of professional experience; or 3 years of professional experience with a related Master's degree.</p>
22. Systems Administrator II	<p>Duties include providing support services associated with network, system, database, and security administration for the Integration Laboratory and Development Environment include developing and maintaining processes and procedures associated with these services for both local and remote support.</p>	<p>The specialized experience and education required are: Level II. Bachelor's degree from an accredited college <u>in Systems Analysis or in a related discipline</u>, or equivalent experience/combined education, with 14 years or more of professional experience; or 12 years of professional experience with a related Master's degree.</p>
23. Training Specialist I	<p>Duties include defining curriculum, developing course materials (teacher's guides, grading methods, students' notes, exercises, tests, and audiovisual presentation materials), organizing and conducting classes, soliciting student feedback, and reporting on class performance of students; and assisting in the development of computer assisted training tutorials.</p>	<p>Bachelor's degree <u>in Training Systems</u> or equivalent experience. Shall have at least two years experience in developing and/or conducting training courses.</p>
24. Training Specialist II	<p>Duties include defining curriculum, developing course materials (teacher's guides, grading methods, students' notes, exercises, tests, and audiovisual presentation materials), organizing and conducting classes, soliciting student feedback, and reporting on class performance of students; and assisting in the development of computer assisted training tutorials</p>	<p>Bachelor's degree <u>in Training Systems or equivalent experience</u>. Shall have at least 5 years experience in developing and/or conducting training courses.</p>
25. Training Specialist III	<p>Duties include defining curriculum, developing course materials (teacher's guides, grading methods, students' notes, exercises, tests, and audiovisual presentation materials), organizing and</p>	<p>Master's degree <u>in Training Systems or equivalent experience</u>. Shall have at least 7 years experience in developing and/or conducting training courses.</p>



	conducting classes, soliciting student feedback, and reporting on class performance of students; and assisting in the development of computer assisted training tutorials.	
26. Mgmt/Strategy Consultant I	Plans, organizes, directs, and tasks in problem areas of extensive scope and complexity. Has extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Makes technical decisions, which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative acquisition strategies.	Minimum requirement is BS/BA <u>in Management and</u> 7 years of management and strategy consulting experience. Three (3) years of business and technology leadership.
27. Mgmt/Strategy Consultant II (SME)	Leads, facilitates and organizes solution development for program involving extensive scope and complexity. Has extensive Technical and Functional understanding facilitating the interpreting, organizing, executing and coordinating IT engagements relative to a particular domain through successful delivery. Makes integrated Functional and technical decisions, which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost, schedule performance implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative technology solution strategies.	Minimum requirement is a Masters degree in the relevant Technical or Functional field, 12 years of management and strategy consulting experience. Five (5) years of business and technology leadership.



ATTACHMENT #1 (continued)

FLAIRSOFT AUTHORIZED GSA SCHEDULE CONTRACT PRICING

Labor rates - Hourly

The table below provides our rates. The Labor Category mix will be bid on a per contract/order/project basis. These rates meet or beat Flairsoft's best rates to its commercial customers. Concessions and additional discounts may be available on case by case basis.

Table - Schedule Rates

FLAIRSOFT LTD PRICE LIST		
LABOR CATEGORY	HOURLY RATE CUSTOMER SITE	HOURLY RATE CONTRACTOR SITE
1. Doc/Admin/Tech Writer	\$108.65	\$116.49
2. Architect	\$208.51	\$227.63
3. Chief Architect	\$237.05	\$251.35
4. Consultant I	\$90.95	\$98.89
5. Consultant II	\$108.65	\$118.00
6. Consultant III	\$155.93	\$168.60
7. Database Eng/Admin I	\$127.63	\$139.80
8. Database Eng/Admin II	\$155.84	\$168.48
9. Database Eng/Admin III	\$176.14	\$189.75
10. Functional Business Analyst I	\$108.65	\$116.50
11. Functional Business Analyst II	\$133.90	\$143.23
12. Functional Business Analyst III	\$156.94	\$170.01
13. Information Assur Eng I	\$129.50	\$140.12
14. Information Assur Eng II	\$158.04	\$170.07
15. Programmer/Analyst	\$90.95	\$95.27
16. Programmer/Analyst II	\$155.01	\$167.30
17. Programmer/Analyst III	\$178.56	\$193.18
18. Project Mgr I/Project Lead	\$158.79	\$151.52
19. Project Mgr II	\$198.75	\$205.84
20. Quality Assurance Specialist	\$108.65	\$116.50
21. Systems Admin I	\$101.51	\$107.59
22. Systems Admin II	\$140.48	\$152.61
23. Training Specialist I	\$90.95	\$95.27
24. Training Specialist II	\$108.65	\$116.50
25. Training Specialist III	\$140.48	\$152.61
26. Mgmt/Strategy Consultant I	\$318.00	\$345.67
27. Mgmt/Strategy Consultant II	\$331.70	\$357.84



GS-35F-0057Y

Office Information:

CORPORATE HEADQUARTERS

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