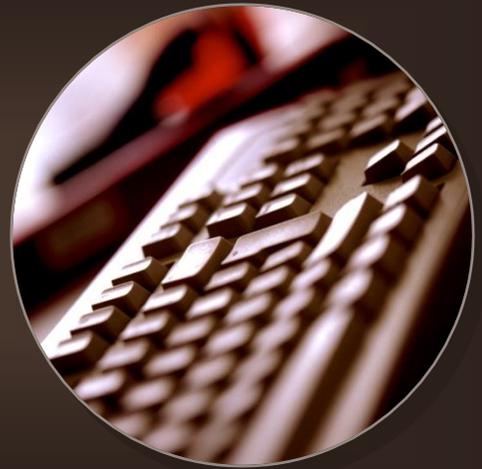


**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST  
FOR  
INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES**

**CONTRACT NUMBER: GS-35F-008DA**

**PERIOD OF PERFORMANCE: 10/02/2015 – 10/01/2020**



**811-A Camarillo Springs Road, Camarillo, CA 90312**

**Contractual Contact: K. Nguyen / 478-922-9220**

**Fax: 478-922-5885**

**Email: [Kelly.nguyen@saalex.com](mailto:Kelly.nguyen@saalex.com)**

**Website: [www.saalex.com](http://www.saalex.com)**



Products and Ordering Information in this Authorized Professional Engineering Schedule Price List is also available on the GSA Advantage!™ System. Agencies can browse GSA Advantage!™ by accessing GSA's Home Page via Internet at [www.fss.gsa.gov](http://www.fss.gsa.gov).

Camarillo, CA (Corporate HQ) ● Rockledge, FL ● Ridgecrest, CA ● Point Mugu, CA ● Warner Robins, GA

## GSA SCHEDULE 70

### AUTHORIZED FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE PRICELIST

### GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE AND SERVICES

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#### SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

FSC/PSC Class D301	Facility Operation and Maintenance
FSC/PSC Class D302	Systems Development
FSC/PSC Class D306	Systems Analysis
FSC/PSC Class D307	IT Strategy and Architecture
FSC/PSC Class D310	Cyber Security and Data Backup
FSC/PSC Class D311	Data Conversion
FSC/PSC Class D313	Computer Aided Design/Computer Aided Manufacturing (CAD/CAM)
FSC/PSC Class D316	Telecommunications Network Management
FSC/PSC Class D317	Web-Based Subscription

**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.

**Saalex Solutions, Inc.**

811-A Camarillo Springs Road,  
Camarillo, CA 90312

Email: [kelly.nguyen@saalex.com](mailto:kelly.nguyen@saalex.com)

**PHONE:** 805-482-1070/**FAX:** 478-922-5885

**Cage Code:** 1T4Z9

**DUNS:** 103000456

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

**Contract Number:** GS-35F-008DA

**Period Covered by Contract:** 10/02/2015 – 10/01/2020

**Business Size:** Large, Veteran Owned

General Services Administration, Federal Supply Service

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



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**INFORMATION FOR ORDERING ACTIVITIES  
APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

**1. CUSTOMER INFORMATION:**

**1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:**

SIN	Description	Page #'s
<b>132-51</b>	<b>IT Professional Services</b>	<b>See table of contents</b>

**1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract.**

SIN	Lowest Priced Labor Category	Min Education Req't
<b>132 51</b>	Computer Operator I	Associates degree Or 2 years with Associate's or 1 year with BA/BS in a technical field

**2. Maximum Order:  
\$500,000.00**

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

**4. Geographic Coverage (delivery Area):  
Domestic and Overseas**

**5. Point(s) of production (city, county, and state or foreign country):  
N/A**

**6. Discount from list prices or statement of net price:  
Prices shown are net prices; Basic discounts have been deducted.**

**7. Quantity discounts:  
10.2% discount off of GSA price on Task Orders equal to or over \$100M – negotiated per CLIN on the following Labor Categories:**

- Data/Communications Project Manager
- Computer Operator I
- Data Analyst
- Electronics Technician I
- Electronics Technician II
- Electronics Technician III
- Information Assurance Engineer

**8. Prompt payment terms:  
1.5% - 5 days; 1% - 10 days, Net 30**



- 
- 9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold:**  
**Yes**
- 9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:**  
**Will not accept over the micro-purchase threshold**
- 10. Foreign items (list items by country of origin):**  
**None**
- 11a. Time of Delivery (Contractor insert number of days):**  
**Specified on the Task Order and will deliver or perform services in accordance with the terms negotiated in an agency's order.**
- 11b. Expedited Delivery:**  
**Contact Contractor.**
- 11c. Overnight and 2-day delivery:**  
**Contact Contractor.**
- 11d. Urgent Requirements:**  
The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery:  
**Contact Contractor**
- 12. F.O.B Points(s):**  
**Destination**
- 13a. Ordering Address(es):**  
Saalex Solutions Inc.  
811-A Camarillo Springs Road  
Camarillo, CA 93012  
Office: 805-482-1070  
Fax: 805-482-1072
- 13b. Ordering procedures:**  
For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage ([fss.gsa.gov/schedules](http://fss.gsa.gov/schedules)).
- 14. Payment address(es):**  
Saalex Solutions Inc.  
811-A Camarillo Springs Road  
Camarillo, CA 93012  
Office: 805-482-1070  
Fax: 805-482-1072
- 15. Warranty provision:**  
**Contractor's 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):**  
Contact Contractor
  18. **Terms and conditions of rental, maintenance, and repair (if applicable):**  
N/A
  19. **Terms and conditions of installation (if applicable):**  
N/A
  20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):**  
N/A
  - 20a. **Terms and conditions for any other services (if applicable):**  
N/A
  21. **List of service and distribution points (if applicable):**  
N/A
  22. **List of participating dealers (if applicable):**  
N/A
  23. **Preventive maintenance (if applicable):**  
N/A
  - 24a. **Environmental attributes:**  
N/A
  - 24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found on the Saalex corporate website at [www.saalex.com/certifications/section-508](http://www.saalex.com/certifications/section-508). The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).
  25. **Data Universal Numbering System (DUNS) number:**  
103000456
  26. **Notification regarding registration in the System for Award Management (SAM) Database:**  
Registered



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**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 Professional 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 I-FSS-60 PERFORMANCE INCENTIVES (APRIL 2000)**

- 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.
- 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.



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## **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 (MAY 2001) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

## **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 (Dec 2007) 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 Professional Services.

## **9. INDEPENDENT CONTRACTOR**

All IT Professional 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.



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## **11. INVOICES**

The Contractor, upon completion of the work ordered, shall submit invoices for IT Professional 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 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) 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 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

- (a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.
- (b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—
  - (1) The offeror;
  - (2) Subcontractors; and/or
  - (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

## **13. RESUMES**

Resumes will 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.



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## **16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING**

The following is an example of the manner in which the description of a commercial job title will 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, conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science



### LABOR CATEGORY DESCRIPTIONS (132-51)

Labor Category	Functional Responsibility	Education	Years Experience
<b>Analyst II</b>	Responsibilities may support research and assignments relating to the development, operation of systems, and procedures dealing with resources and facilities management, database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, data/records management, and other computer related services. Follows established procedures and contributes to the completion of milestones associated with specific projects.	Bachelor's degree	2 years with Bachelor's or 1 year with Master's
<b>Analyst III</b>	Responsibilities may require developing new or improved techniques and procedures relating to the development, operation of systems, and procedures dealing with resources and facilities management, database planning and design, systems analysis and design, network services, programming, conversion and implementation support, network services project management, data/records management, and other computer related services. Provides analysis on a wide range of requirements. Contributes to the completion of specific programs and projects with frequent customer contacts.	Bachelor's degree	5 years with Bachelor's or 3 years with Master's
<b>Data/Communications Project Manager</b>	The Communications Manager is responsible for the transport of decision quality data. This data is accomplished through the complete lifecycle, CM and operation of all communications systems and resources. This support includes, but is not limited to, engineering hardware/software support, setup, configuration, test verification & validation, safety & security compliance, implementation, operation, technical documentation support, and overall life cycle management of the Government communications infrastructure.	Bachelor's degree	4 years with Bachelor's or 3 years with Master's
<b>Computer Operator I</b>	The Computer Operator I processes scheduled routines that present few difficult operating problems (e.g., infrequent or easily resolved error conditions). In response to computer output instructions or error conditions, this worker applies standard operating or corrective procedure, refers problems that do not respond to preplanned procedure, and may serve as an assistant operator, working under general supervision.	Associates degree	2 years with Associate's 1 year with BA/BS in a technical field



Labor Category	Functional Responsibility	Education	Years Experience
<b>Computer Operator II</b>	The Computer Operator II processes scheduled routines that present few difficult operating problems (e.g., infrequent or easily resolved error conditions). In response to computer output instructions or error conditions, this worker applies standard operating or corrective procedure, refers problems that do not respond to preplanned procedure, and may serve as an assistant operator, working under general supervision.	Associates degree	3 years with Associate's 2 years with BA/BS in a technical field
<b>Computer Operator III</b>	The Computer Operator III processes a range of scheduled routines. In addition to operating the system and resolving common error conditions, this worker diagnoses and acts on machine stoppage and error conditions not fully covered by existing procedures and guidelines (e.g., resetting switches and other controls or making mechanical adjustments to maintain or restore equipment operations). In response to computer output instructions or error conditions, the Computer Operator III may deviate from standard procedures if standard procedures do not provide a solution and refers problems which do not respond to corrective procedures to a person of supervisory or higher individual contributor level.	Bachelor's degree	2 years with Bachelor's or 1 year with Master's
<b>Computer Operator V</b>	The Computer Operator V resolves a variety of difficult operating problems (e.g. making unusual equipment connections and rarely used equipment and channel configurations to direct processing through or around problems in equipment, circuits, or channels or reviewing test run requirements and developing unusual system configurations that will allow test programs to process without interfering with ongoing job requirements). In response to computer output instructions and error conditions or to avoid loss of information or to conserve computer time, operator deviates from standard procedures. Such actions may materially alter the computer unit's production plans. This operator may spend considerable time away from the control station providing technical assistance to lower level operators and assisting programmers, systems analysts, and subject matter specialists with resolution of problems.	Bachelor's degree	5 years with Bachelor's or 3 years with Master's
<b>Data Analyst</b>	Participates in projects of mid-complexity requiring infrastructure changes to the network that will	Bachelor's degree	5 years with Bachelor's or 3



Labor Category	Functional Responsibility	Education	Years Experience
	<p>require configuration changes. Collaborate with end users and management to define business requirements for mid-range projects and gain buy-in. Define project success criteria and disseminate to involved parties throughout the project cycle. Design, build and implement network systems across the enterprise. This includes planning, installing, configuring supporting and optimizing local and wide area network connections. Troubleshoot network performance issues, as well as analyze network traffic and provide capacity planning solutions.</p>		years with Master's
<b>Electronics Technician I</b>	<p>Performs a wide variety of standardized methods, tests and procedures in tasks relating to technical systems design, development, maintenance, logistics or modification. May be assisted by technical aides.</p>	Associate's degree	2 years experience
<b>Electronics Technician II</b>	<p>Performs a wide variety of standardized methods, tests and procedures in tasks relating to technical systems design, development, maintenance, logistics or modification. May be assisted by technical aides.</p>	Bachelor's degree	3 years experience
<b>Electronics Technician III</b>	<p>Makes decisions and recommendations that are recognized as authoritative. Independently evaluates, selects and applies technical procedures and criteria, using judgment in making procedural modifications. Will supervise or coordinate technicians. Responsible for other duties as assigned.</p>	Bachelor's degree	5 years experience
<b>Equipment Specialist</b>	<p>Performs work that requires an intensive, practical knowledge of equipment and its characteristics, properties and users to collect, analyze, interpret and provide specialized information about the equipment together with related advise to those who design, test, produce, supply, operate, repair, or dispose of equipment.</p>	Associate's degree	4 Years experience
<b>Information Assurance Engineer</b>	<p>The Information Assurance Engineer is responsible for IT within the Government organization as mandated by the CCA, and is the lead for departmental compliance with the Federal Information Security Management Act of 2002. He/she is responsible for executing a unified approach to protect unclassified, sensitive, or classified information, and establishes consolidated and focused efforts to secure that information, including its associated systems and resources.</p>	Bachelor's degree	5 years with Bachelor's or 3 years with Master's
<b>IT / Network Administrator</b>	<p>Support day-to-day activities of configuration, operation and maintenance of communication and</p>	Bachelor's degree	5 years with Bachelor's or 3



Labor Category	Functional Responsibility	Education	Years Experience
	computer systems. Monitor computer systems and manage user configurations and resolve user reported problems.		years with Master's
<b>Item Manager</b>	Involves analytical work in managing, regulating, coordinating or otherwise exercising control over supplies, equipment and other material. Includes material management including initial planning, provisioning, requirement determination, acquisition and distribution of material.	Associate's degree	4 Years Experience
<b>Jr Software Engineer</b>	Performs routine programming assignments that do not require highly skilled background experience. Maintains and modifies routine programs. Works according to clear cut and complete specifications. Makes approves changes by amending program flow charts, developing detailed processing logic and coding changes. Confers with user representatives to gain an understanding of each situation. Uses judgment in selecting among authorized procedures and making recommendations to supervisors.	Bachelor's degree	2 years experience
<b>Program Logistics Manager</b>	Works with senior managers and technical leadership analyzing and interpreting program documents. Creates plans, timelines, and performance metrics to ensure end product quality for the users. Ensures effective and economical acquisition and sustainment of systems throughout the system life-cycle. Constantly monitors program timelines, development, testing, delivery, support, and disposition. Coordinates between the different program disciplines to keep all parties informed of program status.	Bachelor's degree	5 years with Bachelor's or 3 years with Master's or 0 years with PhD
<b>Sr. Software Analyst</b>	Performs all activities associated with the development, implementation, maintenance and quality control of software for engineering and IT applications. Plans and coordinates the work with other software engineers and technical personnel.	Bachelor's degree	5 years with Bachelor's or 3 years with Master's
<b>Sr. Software Engineer</b>	Project lead. Subject matter expert. Applies experience to complex problems. Candidate formulates plans of action, supervises programming teams. Designs and implements the interrelations of files and records within programs which will effectively fit into the overall design of the project. Tests, documents and writes operating instructions for all work. Also, performs program analyses to investigate the feasibility of alternate solutions.	Bachelor's degree	4 years experience



Labor Category	Functional Responsibility	Education	Years Experience
	Modifies and adapts precedent solutions and proven approaches. Frequently functions as trainer/instructor. Develops occasional custom built programs for uncommon/one-of-a-kind situations.		
<b>Sr. Systems Administrator</b>	Analyzes and develops computer systems possessing a wide range of capabilities, including numerous engineering, business and records management functions. Develops plans for automated information systems from project inception to conclusion. Analyzes user interfaces, maintain hardware and software performance tuning, analyze workload and computer usage, maintain interfaces with outside systems, analyze downtimes, analyze proposed system modifications, upgrades and new COTS. Analyzes the problem and the information to be processed. Defines the problem, and develops system requirements and program specifications, from which programmers prepare detailed flow charts, programs, and tests. Coordinates closely with programmers to ensure proper implementation of program and system specifications. Develops, in conjunction with functional users, system alternative solutions.	Bachelor's degree	4 years with Bachelor's or 5 years with Master's
<b>Sr. Systems Administrator - Lead</b>	Manage a technical function or a project within a large program. Implements programs and projects, including Network/Security programs, assuring adherence to budgets and schedules. Supervises employees, responsible for selections, training performance evaluations.	Bachelor's degree	8 years with Bachelor's or 5 years with Master's
<b>System Administrator</b>	Manages the daily activities of configuration and operation of business systems which may be mainframe, mini, or client/server based. Optimizes system operation and resource utilization, and performs system capacity analysis and planning. Provides assistance to users in accessing and using business systems.	Bachelor's degree	5 years with Bachelor's or 3 years with Master's
<b>Systems Engineer</b>	Ensures equipment compatibility, achieve system design, mitigate program risk as to schedule and performance, analyze proposed changes, perform technical assessments, perform engineering analysis and analyze engineering change proposals. Performs a variety of engineering assignments. Experience should include a broad range of assignments in technical tasks relating to the proposed area of responsibility.	Bachelor's degree	3 years of experience



**LABOR CATEGORY RATES (132-51)- GSA SCHEDULE CONTRACT INFORMATION  
TECHNOLOGY (IT) SERVICES**

Labor Category	10/02/2015	10/02/2016	10/02/2017	10/02/2018	10/02/2019
	–	–	–	–	–
	10/01/2016	10/01/2017	10/01/2018	10/01/2019	10/01/2020
Analyst II	\$59.24	\$60.42	\$61.63	\$62.87	\$64.12
Analyst III	\$74.06	\$75.54	\$77.05	\$78.59	\$80.16
Data/Communications Project Manager	\$63.48	\$64.75	\$66.04	\$67.37	\$68.71
Computer Operator I **	\$31.91	\$32.55	\$33.20	\$33.86	\$34.54
Computer Operator II **	\$35.76	\$36.48	\$37.20	\$37.95	\$38.71
Computer Operator III **	\$39.79	\$40.59	\$41.40	\$42.23	\$43.07
Computer Operator V **	\$48.98	\$49.96	\$50.96	\$51.98	\$53.02
Data Analyst	\$62.44	\$63.69	\$64.96	\$66.26	\$67.59
Electronics Technician I **	\$48.22	\$49.18	\$50.17	\$51.17	\$52.19
Electronics Technician II **	\$50.96	\$51.98	\$53.02	\$54.08	\$55.16
Electronics Technician III **	\$53.72	\$54.79	\$55.89	\$57.01	\$58.15
Equipment Specialists	\$31.43	\$32.06	\$32.70	\$33.35	\$34.02
Information Assurance Engineer	\$68.60	\$69.97	\$71.37	\$72.80	\$74.25
Item Manager	\$34.11	\$34.79	\$35.49	\$36.20	\$36.92
Jr Software Engineer	\$48.70	\$49.67	\$50.67	\$51.68	\$52.71
IT / Network Administrator	\$93.14	\$95.00	\$96.90	\$98.84	\$100.82
Program Logistics Manager	\$44.34	\$45.23	\$46.13	\$47.05	\$48.00
Sr. Software Analyst	\$56.02	\$57.14	\$58.28	\$59.45	\$60.64
Sr. Software Engineer	\$77.33	\$78.88	\$80.45	\$82.06	\$83.70
Sr. Systems Administrator	\$152.06	\$155.10	\$158.20	\$161.37	\$164.59
Sr. Systems Administrator - Lead	\$172.80	\$176.26	\$179.78	\$183.38	\$187.04
System Administrator	\$98.74	\$100.71	\$102.73	\$104.78	\$106.88
Systems Engineer	\$107.73	\$109.88	\$112.08	\$114.32	\$116.61

\*\* SCA Labor Categories



## SECTION 5: EDUCATION / EXPERIENCE SUBSTITUTIONS

It is the policy of Saalex to hire the most capable employees for all positions. In some instances, education and experience may be substituted interchangeably in order to meet the goals of hiring the best individual for the position. The following relevant education and experience substitutions may be accepted by Saalex :

Degree	Related Work Experience Substitution	Related Degree and Experience Substitution
Associate's	Two (2) years' work experience may be substituted for an Associate's Degree	Vocational or technical training in work-related field.
Bachelor's	Four (4) years' work experience may be substituted for a Bachelor's Degree	Associate's Degree plus two (2) years' work experience may be substituted for a Bachelor's Degree AND Professional certification (if applicable).
Master's	Associate's + four (4) years relevant experience or Bachelor's + two (2) years relevant experience	Six (6) years' work experience may be substituted for a Master's Degree AND Professional certification (if applicable).
Doctorate	Bachelor's Degree plus six (6) years' work experience, or Master's Degree plus four (4) years' work experience may be substituted for a Doctorate.	Ten (10) years' work experience may be substituted for a Doctorate Degree AND Professional certification (if applicable).



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## GSA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

### PREAMBLE

Saalex 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 us at:

Saalex Solutions Inc.

811-A Camarillo Springs Road

Camarillo, CA 93012

Office: 805-482-1070

SLXBD@saalex.com