



Excella Consulting, Inc.

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Schedule 70

Authorized Federal Supply Schedule

Price List – Small Business

Contract Number:

GS-35F-0115R

Contract Period:

11/16/2014-11/15/2019

plus one 5-year option

Coverage:

Current through Modification #PO-0018, dated
11/16/2014

SIN 132-32 - TERM SOFTWARE LICENSES

FSC CLASS 7030 - INFORMATION TECHNOLOGY SOFTWARE

SIN 132-34 - MAINTENANCE OF SOFTWARE

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 D399	Other Information Technology Services, Not Elsewhere Classified

Note: 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 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.

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 Acquisition Service's Home Page via the Internet at <http://www.fss.gsa.gov/>



TABLE OF CONTENTS

Pricing Schedule (SIN 132-51).....	3
Pricing Schedule (SIN 132-32).....	5
Pricing Schedule (SIN 132-34).....	8
Company Information.....	9
Small Business Participation.....	12
Small Business Subcontracting.....	13
Templates.....	14

PRICING SCHEDULE (SIN 132-51)

Rates

Labor Category	Year 11 (Nov. 16, 2014 - Nov. 15, 2015)	Year 12 (Nov. 16, 2015 - Nov. 15, 2016)	Year 13 (Nov. 16, 2016 - Nov. 15, 2017)	Year 14 (Nov. 16, 2017 - Nov. 15, 2018)	Year 15 (Nov. 16, 2018 - Nov. 15, 2019)
UNDERGRADUATE TECHNICAL ASSOCIATE 1	\$40.80	\$41.62	\$42.45	\$43.30	\$44.16
UNDERGRADUATE TECHNICAL ASSOCIATE 2	\$51.00	\$52.02	\$53.06	\$54.12	\$55.20
TECHNICAL ANALYST 1	\$122.40	\$124.85	\$127.34	\$129.89	\$132.49
TECHNICAL ANALYST 2	\$132.43	\$135.08	\$137.78	\$140.53	\$143.34
TECHNICAL CONSULTANT 1	\$147.90	\$150.86	\$153.88	\$156.95	\$160.09
TECHNICAL CONSULTANT 2	\$159.14	\$162.32	\$165.57	\$168.88	\$172.26
TECHNICAL MANAGER 2	\$160.59	\$163.80	\$167.08	\$170.42	\$173.83
EXECUTIVE TECHNOLOGY CONSULTANT 1	\$232.48	\$237.13	\$241.87	\$246.71	\$251.64

Labor Category Descriptions

Excella Consulting, Inc. has a structured pricing schedule. Prices will vary depending upon the level of staff members assigned to the project. Below is a brief description of each level.

Undergraduate Technical Associate 1

Minimum Experience: 0 years of relevant experience

Functional Responsibilities: Works under direct supervision to assist professional staff and senior technicians in related areas as required to achieve contractual requirements. Requires familiarity with a variety of standard technical tools, equipment, software, and methods related to area of expertise. This position requires a general knowledge of the respective discipline coupled with an awareness of related issues. All work performed by an Undergraduate Technical Associate 1 is overseen and verified by a full-time consultant.

Minimum Education: High School Diploma or Equivalent.

Undergraduate Technical Associate 2

Minimum Experience: 0 years of relevant experience

Functional Responsibilities: Works under direct supervision to assist professional staff and senior technicians in related areas as required to achieve contractual requirements. Participates in planning, organizing, and performing work, in area of expertise, to accomplish specific project tasks including direct client contact. Requires demonstrated skill in using a variety of standard and specialized tools, equipment,



software, and methods particular to area of expertise. All work performed by an Undergraduate Technical Associate 2 is overseen and verified by a full-time consultant.

Minimum Education: High School Diploma or Equivalent.

Technical Analyst 1

Minimum Experience: One to three years relevant experience.

Functional Responsibilities: Assists with systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes with appropriate technologies. Follows best practices and works closely with experienced analysts or project leaders to seek guidance and added instructions.

Minimum Education: A bachelor’s degree from an accredited college or university.¹

Technical Analyst 2

Minimum Experience: Two to five years relevant experience.

Functional Responsibilities: Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Follows best practices and develops and improves upon procedures consistent with task requirements.

Minimum Education: A bachelor’s degree from an accredited college or university.¹

Technical Consultant 1

Minimum Experience: Three to six years relevant experience.

Functional Responsibilities: Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Follows best practices and develops and improves upon procedures consistent with task requirements.

Minimum Education: A bachelor’s degree from an accredited college or university.¹

Technical Consultant 2

Minimum Experience: Four to seven years relevant experience.

Functional Responsibilities: Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. Assists project manager in providing daily supervision and direction to staff, as needed. Follows best practices and develops and improves upon procedures consistent with task requirements.

Minimum Education: A bachelor’s degree from an accredited college or university.¹

¹ Masters degree in management information systems or business administration may be substituted for up to two years of required experience.



Technical Manager 2

Minimum Experience: Six to nine years relevant experience.

Functional Responsibilities: Designs and develops complex enterprise-wide technical solutions. Performs systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. May provide direction to or be responsible for the performance of a group of employees functioning as an integral part of a larger project organization. Ability to interact with senior leadership at the customer/client as necessary.

Minimum Education: A bachelor’s degree from an accredited college or university. ¹

Executive Technology Consultant 1

Minimum Experience: Seven to ten years relevant experience.

Functional Responsibilities: Responsible for management, performance and completion of projects such as systems development for complex enterprise-wide software solutions. Supervises and performs (hands-on if necessary) systems development lifecycle activities including analysis, requirements, design, development, testing, and implementation of vendor products, information systems, and business processes in a variety of technical environments. Evaluates and recommends technical solutions and participates in strategic planning. Evaluates problems of workflows, organization, and technology and develops appropriate corrective action. Plans, organizes, and controls the overall activities of the project and ensures that all activities conform to the Terms and Conditions of the contract and task order procedures. Ability to interact with executive leadership at the customer/client.

Minimum Education: A bachelor’s degree from an accredited college or university. ¹

PRICING SCHEDULE (SIN 132-32)

Product Descriptions

Burning Glass Job/Insight

A reporting tool that allows you to analyze the content of real-time jobs, spidered from the broad internet or just collected within the agency, whichever use-case is most appropriate, to understand the content in terms of location, occupation, credentials, qualifications and skills both specialized and baseline. Includes facility for saving and re-running reports.

Burning Glass Talent/Insight

A reporting tool that allows you to analyze the content of the Talent across the agency workforce, including analysis by role, occupation, credentials, qualifications, skills, etc.

Burning Glass Alignment/Insight



A reporting tool that takes the combination of data from Job/Insight and Talent/Insight and conducts analytics across the two thereby enabling reports on skill gaps, workforce alignment, coverage for key credentials, occupations, etc. This can also incorporate external talent data, e.g. applicants.

Burning Glass TalentPortal

A portal that can be served to both internal talent to help them determine which jobs they are interested in within the agency, and to determine what skills or credentials they may need to compete for a role, and to external talent to self-assess suitability for roles offered by the agency. The portal can use the agency’s own skill and occupation data thereby enabling detailed understanding of personal, fit and gaps versus the occupations and roles. Job scouts that alert the user when a matching job is listed.

Burning Glass Resume Scan

An automated read of a resume using SNLP (Statistical Natural Language Processing) and AI (Artificial Intelligence) to codify the contents in terms of skills, academic and professional qualifications, work experience, in the context of occupation, role, industry and time. Output is an XML file with the information converted to structured data.

Burning Glass Position Description (PD) Scan

An automated read of a PD using SNLP (Statistical Natural Language Processing) and AI (Artificial Intelligence) to codify the contents in terms of skills, academic and professional qualifications, work experience, in the context of occupation, role and industry together with any other requirements, covering approximately 80 data elements. Output is an XML file with the information converted to structured data.

Burning Glass Gap Analysis

A comparison between the scanned PD and resume to determine any gaps between the employee and the role and to structure the output of the analysis so that the individual knows what gaps are, rendering this intelligence actionable.

Pricing for Term Software License

- All products Manufactured by Burning Glass.
- All products’ Country of Origin is USA.
- No product has a Warranty.
- Each Term license requires Maintenance purchase.

MFR Part #	Product	Price w/ IFF
TRM-001-01	Resume Scan/per resume for agency with <50,000 employees	\$9.33
TRM-001-02	Resume Scan/per resume for agency with 50,000-99,999 employees	\$8.71
TRM-001-03	Resume Scan/per resume for agency with 100,000-149,999 employees	\$8.09
TRM-001-04	Resume Scan/per resume with 150,000-199,999 employees	\$6.22
TRM-001-05	Resume Scan/per resume for agency with >200,000 employees	\$3.98
TRM-002-01	PD Scan/per PD for agency with <50,000 employees	\$621.82
TRM-002-02	PD Scan/per PD for agency with 50,000-99,999 employees	\$621.82
TRM-002-03	PD Scan/per PD for agency with 100,000-149,999 employees	\$621.82
TRM-002-04	PD Scan/per PD with 150,000-199,999 employees	\$621.82
TRM-002-05	PD Scan/per PD for agency with >200,000 employees	\$621.82
TRM-003-01	Gap Analysis Rate/hour for agency with <50,000 employees	\$186.54
TRM-003-02	Gap Analysis Rate/hour for agency with 50,000-99,999 employees	\$186.54
TRM-003-03	Gap Analysis Rate/hour for agency with 100,000-149,999 employees	\$186.54
TRM-003-04	Gap Analysis Rate/hour with 150,000-199,999 employees	\$186.54



MFR Part #	Product	Price w/ IFF
TRM-003-05	Gap Analysis Rate/hour for agency with >200,000 employees	\$186.54
TRM-004-01	Resume Recurring License (per employee) for agency with <50,000 employees	\$4.97
TRM-004-02	Resume Recurring License (per employee) for agency with 50,000-99,999 employees	\$4.36
TRM-004-03	Resume Recurring License (per employee) for agency with 100,000-149,999 employees	\$3.73
TRM-004-04	Resume Recurring License (per employee) with 150,000-199,999 employees	\$3.11
TRM-004-05	Resume Recurring License (per employee) for agency with >200,000 employees	\$2.49
TRM-005-01	PD Recurring License, per PD for agency with <50,000 employees	\$621.82
TRM-005-02	PD Recurring License, per PD for agency with 50,000-99,999 employees	\$621.82
TRM-005-03	PD Recurring License, per PD for agency with 100,000-149,999 employees	\$621.82
TRM-005-04	PD Recurring License, per PD with 150,000-199,999 employees	\$621.82
TRM-005-05	PD Recurring License, per PD for agency with >200,000 employees	\$621.82
TRM-006-01	First five licensed users for agency with <50,000 employees	\$62,181.64
TRM-006-02	First five licensed users for agency with 50,000-99,999 employees	\$74,617.97
TRM-006-03	First five licensed users for agency with 100,000-149,999 employees	\$87,054.30
TRM-006-04	First five licensed users with 150,000-199,999 employees	\$99,490.63
TRM-006-05	First five licensed users for agency with >200,000 employees	\$111,926.95
TRM-007-01	Per user thereafter for agency with <50,000 employees	\$6,839.98
TRM-007-02	Per user thereafter for agency with 50,000-99,999 employees	\$6,839.98
TRM-007-03	Per user thereafter for agency with 100,000-149,999 employees	\$6,839.98
TRM-007-04	Per user thereafter with 150,000-199,999 employees	\$6,839.98
TRM-007-05	Per user thereafter for agency with >200,000 employees	\$6,839.98
TRM-008-01	First five licensed users for agency with <50,000 employees	\$62,181.64
TRM-008-02	First five licensed users for agency with 50,000-99,999 employees	\$74,617.97
TRM-008-03	First five licensed users for agency with 100,000-149,999 employees	\$87,054.30
TRM-008-04	First five licensed users with 150,000-199,999 employees	\$99,490.63
TRM-008-05	First five licensed users for agency with >200,000 employees	\$111,926.95
TRM-009-01	Per user thereafter for agency with <50,000 employees	\$6,839.98
TRM-009-02	Per user thereafter for agency with 50,000-99,999 employees	\$6,839.98
TRM-009-03	Per user thereafter for agency with 100,000-149,999 employees	\$6,839.98
TRM-009-04	Per user thereafter with 150,000-199,999 employees	\$6,839.98
TRM-009-05	Per user thereafter for agency with >200,000 employees	\$6,839.98
TRM-010-01	First five licensed users for agency with <50,000 employees	\$62,181.64
TRM-010-02	First five licensed users for agency with 50,000-99,999 employees	\$74,617.97
TRM-010-03	First five licensed users for agency with 100,000-149,999 employees	\$87,054.30
TRM-010-04	First five licensed users with 150,000-199,999 employees	\$99,490.63
TRM-010-05	First five licensed users for agency with >200,000 employees	\$111,926.95
TRM-011-01	Per user thereafter for agency with <50,000 employees	\$6,839.98
TRM-011-02	Per user thereafter for agency with 50,000-99,999 employees	\$6,839.98
TRM-011-03	Per user thereafter for agency with 100,000-149,999 employees	\$6,839.98
TRM-011-04	Per user thereafter with 150,000-199,999 employees	\$6,839.98
TRM-011-05	Per user thereafter for agency with >200,000 employees	\$6,839.98
TRM-012-01	Internal talent portal for agency with <50,000 employees	\$223,853.91
TRM-012-02	Internal talent portal for agency with 50,000-99,999 employees	\$248,726.56
TRM-012-03	Internal talent portal for agency with 100,000-149,999 employees	\$273,599.22
TRM-012-04	Internal talent portal with 150,000-199,999 employees	\$310,908.20
TRM-012-05	Internal talent portal for agency with >200,000 employees	\$348,217.19
TRM-013-01	External talent portal (incremental to Internal Talent Portal) for agency with <50,000 employees	\$134,312.34
TRM-013-02	External talent portal (incremental to Internal Talent Portal) for agency with 50,000-99,999 employees	\$149,235.94
TRM-013-03	External talent portal (incremental to Internal Talent Portal) for agency with 100,000-149,999 employees	\$164,159.53
TRM-013-04	External talent portal (incremental to Internal Talent Portal) with 150,000-199,999 employees	\$186,544.92
TRM-013-05	External talent portal (incremental to Internal Talent Portal) for agency with >200,000 employees	\$208,930.31



PRICING SCHEDULE (SIN 132-34)

Product Descriptions

Initial Assessment

Initial assessment of need, approach, solution.

Project Set-up

Project initiation, set-up and commencement.

Position Description (PD) Review

Review Position Description for completeness, accuracy of content, etc., recommend completed Position Description for each role.

Project management

Project Management of the ongoing gap analysis activities.

Solution configuration

Configuration of the software to meet agency compliance requirements, workflow, data integration, etc.

Project and Configuration

Project Management and configuration of the portals to meet changing requirements of the agency.

Pricing for Maintenance of Software as a Service

- All products Manufactured by Burning Glass.
- All products' Country of Origin is USA.
- No product has a Warranty.

MFR Part #	Product	Price w/ IFF
MNT-001-01	Initial Assessment for agency with <50,000 employees	\$31,090.82
MNT-001-02	Initial Assessment for agency with 50,000-99,999 employees	\$62,181.64
MNT-001-03	Initial Assessment for agency with 100,000-149,999 employees	\$62,181.64
MNT-001-04	Initial Assessment with 150,000-199,999 employees	\$93,272.46
MNT-001-05	Initial Assessment for agency with >200,000 employees	\$124,363.28
MNT-002-01	Project Set-up for agency with <50,000 employees	\$31,090.82
MNT-002-02	Project Set-up for agency with 50,000-99,999 employees	\$31,090.82
MNT-002-03	Project Set-up for agency with 100,000-149,999 employees	\$62,181.64
MNT-002-04	Project Set-up with 150,000-199,999 employees	\$62,181.64



MFR Part #	Product	Price w/ IFF
MNT-002-05	Project Set-up for agency with >200,000 employees	\$93,272.46
MNT-003-01	PD review rate/hour for agency with <50,000 employees	\$186.54
MNT-003-02	PD review rate/hour for agency with 50,000-99,999 employees	\$186.54
MNT-003-03	PD review rate/hour for agency with 100,000-149,999 employees	\$186.54
MNT-003-04	PD review rate/hour with 150,000-199,999 employees	\$186.54
MNT-003-05	PD review rate/hour for agency with >200,000 employees	\$186.54
MNT-004-01	Project Management Rate/hour for agency with <50,000 employees	\$186.54
MNT-004-02	Project Management Rate/hour for agency with 50,000-99,999 employees	\$186.54
MNT-004-03	Project Management Rate/hour for agency with 100,000-149,999 employees	\$186.54
MNT-004-04	Project Management Rate/hour with 150,000-199,999 employees	\$186.54
MNT-004-05	Project Management Rate/hour for agency with >200,000 employees	\$186.54
MNT-005-01	Project Management, Gap Analysis & PD Review Rate for agency with <50,000 employees	\$186.54
MNT-005-02	Project Management, Gap Analysis & PD Review Rate for agency with 50,000-99,999 employees	\$186.54
MNT-005-03	Project Management, Gap Analysis & PD Review Rate for agency with 100,000-149,999 employees	\$186.54
MNT-005-04	Project Management, Gap Analysis & PD Review Rate with 150,000-199,999 employees	\$186.54
MNT-005-05	Project Management, Gap Analysis & PD Review Rate for agency with >200,000 employees	\$186.54
MNT-006-01	Initial Assessment for agency with <50,000 employees	\$31,090.82
MNT-006-02	Initial Assessment for agency with 50,000-99,999 employees	\$62,181.64
MNT-006-03	Initial Assessment for agency with 100,000-149,999 employees	\$62,181.64
MNT-006-04	Initial Assessment with 150,000-199,999 employees	\$93,272.46
MNT-006-05	Initial Assessment for agency with >200,000 employees	\$124,363.28
MNT-007-01	Project Set-up for agency with <50,000 employees	\$31,090.82
MNT-007-02	Project Set-up for agency with 50,000-99,999 employees	\$31,090.82
MNT-007-03	Project Set-up for agency with 100,000-149,999 employees	\$62,181.64
MNT-007-04	Project Set-up with 150,000-199,999 employees	\$62,181.64
MNT-007-05	Project Set-up for agency with >200,000 employees	\$93,272.46
MNT-008-01	Project Management Rate/hour for agency with <50,000 employees	\$186.54
MNT-008-02	Project Management Rate/hour for agency with 50,000-99,999 employees	\$186.54
MNT-008-03	Project Management Rate/hour for agency with 100,000-149,999 employees	\$186.54
MNT-008-04	Project Management Rate/hour with 150,000-199,999 employees	\$186.54
MNT-008-05	Project Management Rate/hour for agency with >200,000 employees	\$186.54
MNT-009-01	Solution configuration Rate/hour for agency with <50,000 employees	\$186.54
MNT-009-02	Solution configuration Rate/hour for agency with 50,000-99,999 employees	\$186.54
MNT-009-03	Solution configuration Rate/hour for agency with 100,000-149,999 employees	\$186.54
MNT-009-04	Solution configuration Rate/hour with 150,000-199,999 employees	\$186.54
MNT-009-05	Solution configuration Rate/hour for agency with >200,000 employees	\$186.54
MNT-010-01	Project and Configuration Hours, Rate for agency with <50,000 employees	\$186.54
MNT-010-02	Project and Configuration Hours, Rate for agency with 50,000-99,999 employees	\$186.54
MNT-010-03	Project and Configuration Hours, Rate for agency with 100,000-149,999 employees	\$186.54
MNT-010-04	Project and Configuration Hours, Rate with 150,000-199,999 employees	\$186.54
MNT-010-05	Project and Configuration Hours, Rate for agency with >200,000 employees	\$186.54

COMPANY INFORMATION

1a. Awarded SIN(s) with appropriate cross-reference to item descriptions and awarded price(s).	132-32: Term Software License 132-34: Maintenance of Software as a Service 132-51: Information Technology (IT) Professional Services
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1b. Identification of the lowest priced model number and lowest unit price for that model for each SIN awarded in the contract.	Not Applicable
1c. Hourly Rates	(see pricing section, above)
2. Maximum order:	\$500,000.00
3. Minimum order:	\$100.00
4. Geographic coverage (delivery area):	Domestic US
5. Point(s) of production (city, county, and State or foreign country):	United States
6. Discount from list prices or statement of net price:	All GSA Prices are Net Price.
7. Quantity discounts:	None
8. Prompt payment terms:	None, Net 30 days
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:	Not Applicable
11a. Time of delivery:	30 Days ARO
11b. Expedited Delivery:	Items available for expedited delivery are noted in this price list.
11c. Overnight and 2-day delivery:	Not Applicable
11d. 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.
12. F.O.B. point(s):	Destination
13a. Ordering address:	2300 Wilson Boulevard, Suite 630 Arlington, Virginia 22201 (703) 840-8600
13b. Ordering procedures:	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), are found in Federal Acquisition Regulation (FAR) 8405-3.
14. Payment address:	2300 Wilson Boulevard, Suite 630 Arlington, Virginia 22201 (703) 840-8600
15. Warranty provision:	Not Applicable



16. Export packing charges:	Not Applicable
17. Terms and conditions of Government purchase card acceptance:	Excella does not accept credit cards above the micro-purchase level.
18. Terms and conditions of rental, maintenance, and repair:	Not Applicable
19. Terms and conditions of installation:	Not Applicable
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices:	Not Applicable
20a. Terms and conditions for any other services:	Not Applicable
21. List of service and distribution points:	Not Applicable
22. List of participating dealers:	Not Applicable
23. Preventive maintenance:	Not Applicable
24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants):	Not Applicable
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
25. Data Universal Number System (DUNS) Number:	12-4023404
26. Notification regarding registration in Central Contractor Registration (CCR) database:	Registered
27. Uncompensated Overtime.	Excella employees are engaged in work that is primarily intellectual and managerial and therefore exempt from Fair Labor Standards Act (FLA) mandatory overtime compensation.

*Under Federal supply schedules, this amount represents the amount over which agencies are encouraged to ask for volume discounts. There is no price ceiling on individual task orders or on the maximum total amount that can be ordered under this contract.



SMALL BUSINESS PARTICIPATION

Excella Consulting, Inc. is a small business for purchases under the Information Technology Schedule 70.

SBA strongly supports the participation of small business concerns in the Federal Acquisition Service. 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 micropurchase 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!TM on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!TM and the Federal Acquisition Service Home Page (www.fss.gsa.gov) contain 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 micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.



SMALL BUSINESS SUBCONTRACTING

PREAMBLE

Excella Consulting, Inc. 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 **Burton White, Partner, 703.626.0537, email: burton.white@excellaconsulting.com.**



BPA NUMBER _____

(CUSTOMER NAME)
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) _____, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
_____	_____
_____	_____
_____	_____

(3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be _____.

(4) This BPA does not obligate any funds.

(5) This BPA expires on _____ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;



- (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
 - (h) Date of Shipment.
- (9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.
- (10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.



**BASIC GUIDELINES FOR USING
“CONTRACTOR TEAM ARRANGEMENTS”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customers needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.