AUTHORIZED FEDERAL ACQUISITION SERVICE
MULTIPLE AWARD SCHEDULE PRICELIST

SIN 54151S - 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 D310  IT Backup and Security Services
  FPDS Code D311  IT Data Conversion Services
  FPDS Code D316  IT Network Management Services
  FPDS Code D399  Other Information Technology Services, Not Elsewhere Classified

SIN 54151HEAL – HEALTH CARE INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES
SIN OLM - ORDER-LEVEL MATERIALS (OLM)

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 Multiple Award 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 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 performed by the publisher or manufacturer or one of their authorized agents.

Qlarion, Inc.
12007 Sunrise Valley Drive
Suite 420
Reston, VA 20191
703-286-2046
www.qlarion.com

General Services Administration Federal Acquisition Service:

Contract period: December 22, 2008 to December 21, 2023

Products and ordering information in this Authorized FSS Multiple Award 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/

June 2020
# Table of Contents

Qlarion ............................................................................................................................................................ 1

INFORMATION FOR ORDERING ACTIVITIES APPLICABLE TO ALL SPECIAL ITEM NUMBERS .......................................................................................................................................................................................... 3

TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 54151S) ............................................................................................................ 5
1. SCOPE ............................................................................................................................................................ 5
2. PERFORMANCE INCENTIVES ......................................................................................................................................... 5
3. ORDER ............................................................................................................................................................ 5
4. PERFORMANCE OF SERVICES .................................................................................................................................... 5
5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989) ........................................................................................................... 6
6. INSPECTION OF SERVICES ........................................................................................................................................... 6
7. RESPONSIBILITIES OF THE CONTRACTOR ........................................................................................................... 6
8. RESPONSIBILITIES OF THE ORDERING ACTIVITY ................................................................................................. 7
9. INDEPENDENT CONTRACTOR ................................................................................................................................ 7
10. ORGANIZATIONAL CONFLICTS OF INTEREST ................................................................................................. 7
11. INVOICES ........................................................................................................................................................ 7
12. PAYMENTS ................................................................................................................................................... 7
13. RESUMES .................................................................................................................................................... 8
14. INCIDENTAL SUPPORT COSTS ................................................................................................................................ 8
15. APPROVAL OF SUBCONTRACTS ....................................................................................................................... 8

TERMS AND CONDITIONS APPLICABLE TO HEALTH INFORMATION TECHNOLOGY (IT) SERVICES (SPECIAL ITEM NUMBER 54151HEAL) ......................................................................................................................................... 9
1. SCOPE ............................................................................................................................................................ 9
2. ORDER ............................................................................................................................................................ 9
3. PERFORMANCE OF SERVICES .................................................................................................................................. 9
4. INSPECTION OF SERVICES ..................................................................................................................................... 10
5. RESPONSIBILITIES OF THE CONTRACTOR ........................................................................................................ 10
6. RESPONSIBILITIES OF THE ORDERING ACTIVITY ............................................................................................. 10
7. INDEPENDENT CONTRACTOR .................................................................................................................................. 10
8. ORGANIZATIONAL CONFLICTS OF INTEREST .................................................................................................. 10
9. INVOICES .................................................................................................................................................... 10
10. RESUMES ..................................................................................................................................................... 11
11. INCIDENTAL SUPPORT COSTS ................................................................................................................................ 11
12. APPROVAL OF SUBCONTRACTS ....................................................................................................................... 11

SERVICES DESCRIPTIONS AND PRICING ................................................................................................................. 12
1. SIN 54151S - IT LABOR CATEGORY DESCRIPTIONS ............................................................................................... 12
2. IT SERVICES PRICING – SIN 54151S .................................................................................................................... 15
3. SIN 54151HEAL HEALTH IT LABOR CATEGORY DESCRIPTIONS ................................................................................ 16
4. HEALTH IT PRICING – SIN 54151HEAL ............................................................................................................. 18

USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS ........................................................................................................................................................................... 19
Our Capabilities

Who We Are

Qlarion is a government innovation firm that provides data and analytics solutions for federal, state, and local government agencies.

Our solutions are designed to help our customers make better business decisions, improve citizen engagement, reduce costs, and improve efficiency by using business intelligence and big data and analytics to effectively manage, access, and understand information.

Using our Imagine™ innovation framework, we work with our clients to identify high value use cases, design and implement data and analytics solutions, and establish Centers of Excellence that create lasting impact for our clients and the people they serve.

Representative Customers

- CMS
- NIH
- Virginia.gov
- U.S. Department of Energy
- MassHealth
- GSA

HEALTHCARE

Improve quality of care, increase access to care, and reduce healthcare costs

PUBLIC SAFETY

Identify problem neighborhoods, optimize police resources, and improve threat prediction

TRANSPORTATION

Track real-time impacts of traffic and construction and improve emergency response

FINANCE & ADMINISTRATION

Prevent fraud, abuse, and waste and leverage workforce analytics for human capital management

ENERGY & ENVIRONMENT

Optimize environmental cleanup resources and provide efficiency to energy markets

EDUCATION

Improve financial performance of K-12 schools and proactively identify at-risk students

For more information, contact
(703) 286-2946 or government@qlarion.com

www.qlarion.com
@qlarion
Our Framework: Imagine™

Imagine™ is Qlarion's high-value, low-risk approach to developing business intelligence and analytics solutions. We begin by identifying a mission-critical challenge and launching a rapid prototyping process to quickly show value and secure buy-in from internal stakeholders. Our approach is centered on the business use case—not the technology. By empowering more users with data analytics so they can make better business decisions, we deliver measurable, tangible results for our clients.

Establishing Value Through Innovation

✓ Rapid prototyping and agile delivery process demonstrate value and results right away
✓ Targets a specific business use case and empowers non-technical users
✓ Enables more effective use of information and better collaboration between business and IT
✓ Removes technical and operational obstacles and redundancies to drive efficiency and innovation at the enterprise level

For more information, contact
(703) 286-2046 or government@qlarion.com

www.qlarion.com
@qlarion
### INFORMATION FOR ORDERING ACTIVITIES
**APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

| 1a. | Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s). | SIN 54151S - Information Technology (IT) Professional Services  
SIN 54151HEAL – Health Care Information Technology (IT) Professional Services  
OLM - Order-Level Materials (OLM) |
| 1b. | Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. | See Price List |
| 1c. | If the Contractor 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 shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. | See Labor Category Descriptions |
| 2. | Maximum order. | $1,000,000 |
| 3. | Minimum order. | $100.00 |
| 4. | Geographic coverage (delivery area). | Worldwide |
| 5. | Point(s) of production (city, county, and State or foreign country). | N/A |
| 6. | Discount from list prices or statement of net price. | Government Net Prices (discounts already deducted)  
Dollar Volume:  
Additional 1% discount for single-orders exceeding $250,000. |
| 7. | Quantity discounts. | N/A |
| 8. | Prompt payment terms. | Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.: Net 30 days |
| 9a. | Notification that Government purchase cards are accepted at or below the micro-purchase threshold. | Yes |
| 9b. | Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. | Yes |
| 10. | Foreign items (list items by country of origin). | N/A |
| 11a. | Time of delivery. | 30 days ARO |
| 11c. | Overnight and 2-day delivery. | N/A |
| 11d. | Urgent Requirements. | Urgent Requirements are possible. |
| 12. | F.O.B. point(s). | Destination |
| 13a. | Ordering address. | Qlarion, Inc.  
12007 Sunrise Valley Drive Suite 420  
Reston, VA 20191  
703-286-2046  
www.qlarion.com |
<p>| 13b. | Ordering procedures: | For supplies and services, the ordering procedures, information for Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3 |</p>
<table>
<thead>
<tr>
<th></th>
<th>Description</th>
<th>Details</th>
</tr>
</thead>
</table>
|14.| Payment address.                                                           | Qlarion, Inc.  
12007 Sunrise Valley Drive Suite 420  
Reston, VA 20191  
703-286-2046  
www.qlarion.com |
|15.| Warranty provision.                                                        | Standard Commercial |
|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.                  | 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). | None |
|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. | www.qlarion.com |
|25.| Data Universal Number System (DUNS) number.                               | 144023889 |
|26.| Notification regarding registration in System for Award Management (SAM) database | Registered |
TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES
(SPECIAL ITEM NUMBER 54151S)

1. SCOPE
   a. The prices, terms and conditions stated under Special Item Number 54151S Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Multiple Award 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
   c. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract in accordance with this clause.
   d. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
   e. 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
   f. 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.
   g. 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
   h. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
   i. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
   j. 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.
k. Any Contractor travel required in the performance of IT Professional Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

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

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

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

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

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

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

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

6. INSPECTION OF SERVICES

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

7. RESPONSIBILITIES OF THE CONTRACTOR

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

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

1. 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.

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

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT 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 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract. 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 shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

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

15. APPROVAL OF SUBCONTRACTS
The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.
Vendor suitability for offering services through the new Health IT SIN must be in accordance with the following laws and standards when applicable to the specific task orders, including but not limited to:

- Health Information Technology for Economic and Clinical Health Act of 2009 (HITECH)
- The Health Insurance Portability and Accountability Act of 1996 (HIPAA)
- National Institute of Standards and Technology (NIST) Federal Information Processing Standards (FIPS) and Special Publications
- Federal Information Security Management Act (FISMA) of 2002

1. SCOPE
   a. The labor categories, prices, terms and conditions stated under Special Item Number 54151HEAL Health Information Technology Services apply exclusively to Health IT Services within the scope of this Multiple Award Schedule.
   b. This SIN is limited to Health IT Services only. Software and hardware products are out of scope. Hardware and software can be acquired through different Special Item Numbers on the MAS Schedule.
   c. This SIN provides ordering activities with access to Health IT services.
   d. Health IT Services provided under this SIN shall comply with all Healthcare certifications and industry standards as applicable at the task order level.
   e. 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. ORDER
   a. Agencies may use written orders, Electronic Data Interchange (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.

3. PERFORMANCE OF SERVICES
   a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity. All Contracts will be fully funded.
   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 Health 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. All travel will be agreed upon with the client prior to the Contractor’s travel.

4. INSPECTION OF SERVICES


5. 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.

6. RESPONSIBILITIES OF THE ORDERING ACTIVITY

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

7. INDEPENDENT CONTRACTOR

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

8. 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 ordering activities by 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.

9. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for Health IT Professional Services.
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.

10. **RESUMES**

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

11. **INCIDENTAL SUPPORT COSTS**

Incidental support costs are not considered part of 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.

12. **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.
# GSA Multiple Award Schedule GS-35F-0117V

## SERVICES DESCRIPTIONS AND PRICING

### 1. SIN 54151S - IT LABOR CATEGORY DESCRIPTIONS

<table>
<thead>
<tr>
<th>CLIN</th>
<th>Labor Category</th>
<th>Functional Responsibilities</th>
<th>Education</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Executive Manager</td>
<td>An Executive Manager provides strong executive level management and direction. An Executive Manager has served in this position for several years and possesses a broad understanding of the client’s industry. An Executive Manager not only brings a thorough understanding of the client’s industry, but also has an extensive tool set of skills to solve the client’s problems. An Executive Manager knows the client’s industry, and helps the client visualize where they need to be in their particular industry. This position serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within budget. An Executive Manager provides management and technical review, industry insight, issue resolution, and employs proven problem solving techniques, directs critical decision making. Responsible for identifying other client areas that may benefit from the solutions provided.</td>
<td>Bachelors</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>Project Manager</td>
<td>Experience managing, directing, and implementing information technology projects. Project Managers have experience managing personnel from various functional areas, both technical and non-technical, including both in-house personnel and outside contractors. Over 3 years of experience managing or leading Business Intelligence Projects. A Project Manager serves as the overall leader responsible for successful execution of project objectives. The Project Manager works closely with the Program Manager (if any), the Government’s Contracting Officer’s Representative (COR), other government management personnel, and customer agency representatives. The PM has overall responsibility for project/task planning, determination of costs, assigning/scheduling resources, and ensuring a high quality of work. This work includes the selection/motivation/evaluation of team members, definition of budgets and schedules, monitoring of schedules and budgets, and keeping the project on track. The PM is responsible for clear and efficient communication with all levels of Government management personnel (e.g. CIOs), other contract personnel, technical stakeholders (e.g. Data Warehousing Managers, IT personnel), and customer agency representatives (e.g. system users).</td>
<td>Bachelors</td>
<td>8</td>
</tr>
<tr>
<td>CLIN</td>
<td>Labor Category</td>
<td>Functional Responsibilities</td>
<td>Education</td>
<td>Experience</td>
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<tr>
<td>3</td>
<td>Team Lead</td>
<td>Experience in program design on standard systems, as well as system analysis, business modeling and consulting methodologies. Familiar with a variety of technologies, particularly Database and Web. Over 2 years of experience managing or leading Business Intelligence Projects. Performs day-to-day management of assigned delivery order projects that involve teams of data processing and other information system and management professionals who have previously been involved in analyzing, designing, integrating, testing, documenting, converting, extending, and implementing information systems. Demonstrates proven skills in functional and technical areas addressed by the delivery order to be managed. Organizes, directs, and coordinates the planning and production of all activities associated with assigned delivery order projects.</td>
<td>Bachelors</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>Expert Consultant</td>
<td>Has an in-depth knowledge of program design on standard systems, as well as system analysis, business modeling and consulting methodologies. Familiar with a variety of technologies, particularly Business Intelligence, Database and Web. Plans the activities and resource requirements of assigned phases of an engagement(s) which impact a segment of the client's business; focuses on the delivery of engagement results to the client; may require involvement in several engagements simultaneously and the coordination of other consultants involved in a specific project phase.</td>
<td>Bachelors</td>
<td>4</td>
</tr>
<tr>
<td>5</td>
<td>Senior Consultant</td>
<td>A Senior Consultant provides analytical and program support, and is focused on high performance work. A Senior Consultant has served in this position for at least 18 months. A Consultant also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant may also participate in organizational assessments, and performance measures and indicators.</td>
<td>Bachelors</td>
<td>2</td>
</tr>
<tr>
<td>CLIN</td>
<td>Labor Category</td>
<td>Functional Responsibilities</td>
<td>Education</td>
<td>Experience</td>
</tr>
<tr>
<td>------</td>
<td>----------------</td>
<td>--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>-----------</td>
<td>------------</td>
</tr>
<tr>
<td>6</td>
<td>Consultant</td>
<td>A Consultant provides analytical and program support, and is focused on high performance work. A consultant typically contributes to the functional and technical specifications for development of a discrete project deliverable of moderate complexity. A Consultant also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant may also participate in organizational assessments, and performance measures and indicators.</td>
<td>Bachelors</td>
<td>1</td>
</tr>
</tbody>
</table>

**NOTE** Experience can be substituted for education on a ratio of one year’s experience for one year of college.
### 2. IT SERVICES PRICING – SIN 54151S

Pricing for projects of 1-10,000 hours and up to 1 year

<table>
<thead>
<tr>
<th>Labor Category Number</th>
<th>Labor Category</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>CQI001</td>
<td>Executive Manager</td>
<td>$286.69</td>
<td>$299.31</td>
<td>$312.48</td>
<td>$326.23</td>
<td>$340.58</td>
</tr>
<tr>
<td>CQI002</td>
<td>Project Manager</td>
<td>$261.90</td>
<td>$273.42</td>
<td>$285.45</td>
<td>$298.01</td>
<td>$311.12</td>
</tr>
<tr>
<td>CQI003</td>
<td>Team Lead</td>
<td>$229.37</td>
<td>$239.46</td>
<td>$250.00</td>
<td>$261.00</td>
<td>$272.48</td>
</tr>
<tr>
<td>CQI004</td>
<td>Expert Consultant</td>
<td>$232.47</td>
<td>$242.70</td>
<td>$253.38</td>
<td>$264.53</td>
<td>$276.17</td>
</tr>
<tr>
<td>CQI005</td>
<td>Senior Consultant</td>
<td>$224.71</td>
<td>$234.60</td>
<td>$244.92</td>
<td>$255.70</td>
<td>$266.95</td>
</tr>
<tr>
<td>CQI006</td>
<td>Consultant</td>
<td>$203.02</td>
<td>$211.95</td>
<td>$221.28</td>
<td>$231.02</td>
<td>$241.18</td>
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</table>

Pricing for projects of over 10,000 hours and over 1 year

<table>
<thead>
<tr>
<th>Labor Category Number</th>
<th>Labor Category</th>
<th>Year 1</th>
<th>Year 2</th>
<th>Year 3</th>
<th>Year 4</th>
<th>Year 5</th>
</tr>
</thead>
<tbody>
<tr>
<td>CQI001</td>
<td>Executive Manager</td>
<td>$271.20</td>
<td>$283.13</td>
<td>$295.59</td>
<td>$308.60</td>
<td>$322.18</td>
</tr>
<tr>
<td>CQI002</td>
<td>Project Manager</td>
<td>$246.40</td>
<td>$257.25</td>
<td>$268.57</td>
<td>$280.39</td>
<td>$292.73</td>
</tr>
<tr>
<td>CQI003</td>
<td>Team Lead</td>
<td>$224.71</td>
<td>$234.60</td>
<td>$244.92</td>
<td>$255.70</td>
<td>$266.95</td>
</tr>
<tr>
<td>CQI004</td>
<td>Expert Consultant</td>
<td>$232.47</td>
<td>$242.70</td>
<td>$253.38</td>
<td>$264.53</td>
<td>$276.17</td>
</tr>
<tr>
<td>CQI005</td>
<td>Senior Consultant</td>
<td>$224.71</td>
<td>$234.60</td>
<td>$244.92</td>
<td>$255.70</td>
<td>$266.95</td>
</tr>
<tr>
<td>CQI006</td>
<td>Consultant</td>
<td>$203.02</td>
<td>$211.95</td>
<td>$221.28</td>
<td>$231.02</td>
<td>$241.18</td>
</tr>
</tbody>
</table>
### 3. SIN 54151HEAL HEALTH IT LABOR CATEGORY DESCRIPTIONS

<table>
<thead>
<tr>
<th>CLIN</th>
<th>Labor Category</th>
<th>Functional Responsibilities</th>
<th>Education</th>
<th>Experience</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Health IT Consultant I</td>
<td>A Health IT Consultant I provide analytical and program support, and is focused on high performance work. A Health IT Consultant I typically contribute to the functional and technical specifications for development of a discrete project deliverable of moderate complexity. A Health IT Consultant I also complete assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Health IT Consultant I may also participate in organizational assessments, and performance measures and indicators.</td>
<td>B.A. or B.S.</td>
<td>10</td>
</tr>
<tr>
<td>2</td>
<td>Health IT Consultant II</td>
<td>Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Designs, develops, implements and maintains business solutions. Works with main clients and project and business leaders to identify analytical requirements. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.</td>
<td>B.A. or B.S.</td>
<td>8</td>
</tr>
<tr>
<td>3</td>
<td>Health IT Consultant III</td>
<td>Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Simulates and tests process improvements. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks to include systems analysis and programming. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management.</td>
<td>B.A. or B.S.</td>
<td>6</td>
</tr>
<tr>
<td>4</td>
<td>Health IT Consultant IV</td>
<td>Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and installing to support an organization's application systems. Consults with users to identify current operating procedures and to clarify program objectives. May be expected to write documentation to describe program development, logic, coding, and corrections. Writes manual for users to describe installation and operating procedures. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks to include systems analysis and programming. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management.</td>
<td>B.A. or B.S.</td>
<td>4</td>
</tr>
<tr>
<td>CLIN</td>
<td>Labor Category</td>
<td>Functional Responsibilities</td>
<td>Education</td>
<td>Experience</td>
</tr>
<tr>
<td>------</td>
<td>-------------------</td>
<td>--------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>-----------</td>
<td>-------------</td>
</tr>
<tr>
<td>5</td>
<td>Health IT Consultant V</td>
<td>Reviews, analyzes, and evaluates business systems and user needs. Documents requirements, defines scope and objectives, and formulates systems to parallel overall business strategies. Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Primary job functions do not typically require exercising independent judgment. Typically reports to a manager.</td>
<td>B.A. or B.S.</td>
<td>2</td>
</tr>
</tbody>
</table>

**NOTE** Experience can be substituted for education on a ratio of one year’s experience for one year of college.
4. HEALTH IT PRICING – SIN 54151HEAL

<table>
<thead>
<tr>
<th>CLIN</th>
<th>Labor Category</th>
<th>Year 11</th>
<th>Year 12</th>
<th>Year 13</th>
<th>Year 14</th>
<th>Year 15</th>
</tr>
</thead>
<tbody>
<tr>
<td>11</td>
<td>Health IT Consultant I</td>
<td>$219.89</td>
<td>$219.89</td>
<td>$229.57</td>
<td>$239.67</td>
<td>$250.22</td>
</tr>
<tr>
<td>12</td>
<td>Health IT Consultant II</td>
<td>$193.72</td>
<td>$193.72</td>
<td>$202.24</td>
<td>$211.14</td>
<td>$220.43</td>
</tr>
<tr>
<td>13</td>
<td>Health IT Consultant III</td>
<td>$173.95</td>
<td>$173.95</td>
<td>$181.60</td>
<td>$189.59</td>
<td>$197.93</td>
</tr>
<tr>
<td>14</td>
<td>Health IT Consultant IV</td>
<td>$161.44</td>
<td>$161.44</td>
<td>$168.54</td>
<td>$175.96</td>
<td>$183.70</td>
</tr>
<tr>
<td>15</td>
<td>Health IT Consultant V</td>
<td>$146.59</td>
<td>$146.59</td>
<td>$153.04</td>
<td>$159.77</td>
<td>$166.80</td>
</tr>
</tbody>
</table>

To accelerate potential opportunities, please contact:
Adam Roy
Vice President of Operations
Office: 703-260-6313
Fax: 703-940-8890
Email: aroy@qlarion.com
USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

PREAMBLE

CadenceQuest 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 Qlarion.
BEST VALUE
BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE
Qlarion, Inc.

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and (Contractor) enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract GS-35F-0117V.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

<table>
<thead>
<tr>
<th>Signatures</th>
<th>Ordering Activity Date</th>
<th>Contractor Date</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Qlarion, Inc.

BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) (Contract number will be provided after award), 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:

<table>
<thead>
<tr>
<th>MODEL NUMBER/PART NUMBER</th>
<th>*SPECIAL BPA DISCOUNT/PRICE</th>
</tr>
</thead>
</table>

(2) Delivery:

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>DELIVERY SCHEDULES / DATES</th>
</tr>
</thead>
</table>

(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 earlier, or at the end of the contract period, whichever is

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

<table>
<thead>
<tr>
<th>OFFICE</th>
<th>POINT OF CONTACT</th>
</tr>
</thead>
</table>

(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 customer’s 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.