

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

**Special Item No. 132-51 Information Technology 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

**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.



Knowledge Systems, LLC  
1934 Old Gallows Road Suite 350  
Vienna, VA 22182  
(800)230-5331  
[www.knowledgesystemsllc.com](http://www.knowledgesystemsllc.com)

**Contract Number: GS-35F-0131U**

**Period Covered by Contract: Dec 5, 2007 – Dec 4, 2012**

General Services Administration  
Federal Acquisition Service

Pricelist current through Modification # 1, dated 4/14/2008.

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/>

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**INFORMATION FOR ORDERING SERVICES**

**SPECIAL NOTICE TO AGENCIES: Small Business Participation**

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!™ on-line shopping service ([www.fss.gsa.gov](http://www.fss.gsa.gov)). The catalogs/pricelists, GSA Advantage!™ and the Federal Acquisition Service Home Page ([www.fss.gsa.gov](http://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.

**1. GEOGRAPHIC SCOPE OF CONTRACT:**

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

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

Offerors are requested to check one of the following boxes:

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

For Special Item Number 132-53 Wireless Services ONLY, if awarded, list the limited geographic coverage area:

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**2. CONTRACTOR'S ORDERING ADDRESS AND PAYMENT INFORMATION:**

**Ordering Address**

Knowledge Systems, LLC  
1934 Old Gallows Road Suite 350  
Vienna, VA 22182  
Attn: Sales

Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards will not be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

**Payment Address**

Knowledge Systems, LLC  
PO Box 147  
Dunn Loring, VA 22027

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

(800)230-5331  
(301)633-1563

**3. LIABILITY FOR INJURY OR DAMAGE**

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

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

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Data Universal Numbering System (DUNS) Number: 149653631

Block 30: Type of Contractor – B. Other Small Business

Block 31: Woman-Owned Small Business - **Yes**

Block 36: Contractor's Taxpayer Identification Number (TIN): 37-1449704

4a. CAGE Code: 46E27

4b. Contractor has registered with the Central Contractor Registration Database.

**5. FOB DESTINATION**

**6. DELIVERY SCHEDULE**

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

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
132-51	Negotiated on a task order basis

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

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

- a. Prompt Payment: 0% - NET 30 days from receipt of invoice or date of acceptance, whichever is later.
- b. Quantity - None
- c. Dollar Volume - None
- d. Government Educational Institutions - None
- e. Other - None

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

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

**9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING: Not applicable**

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

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

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

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

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

- a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.
- b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.

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

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

**13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS**

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

**13.2 FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):**

Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Acquisition Service, Specification Section, 470

East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

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

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

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

NOTE: Refer to FAR Part 31.205-46 Travel Costs, for allowable costs that pertain to official company business travel in regards to this contract.

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

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

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

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

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

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

- (i) Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- (j) Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

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

**16. GSA ADVANTAGE!**

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

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

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

**17. PURCHASE OF OPEN MARKET ITEMS**

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

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

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

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

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

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

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

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

**19. OVERSEAS ACTIVITIES**

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

**Not applicable**

Upon request of the Contractor, the ordering activity may provide the Contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

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

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

**21. CONTRACTOR TEAM ARRANGEMENTS**

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

#### INSTALLATION, DEINSTALLATION, REINSTALLATION

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

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

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

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

Not applicable

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

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

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

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

(b) The following statement:

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

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

(a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.

(b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—

(1) For such period as the laws of the State in which this contract is to be performed prescribe; or

(2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.

(c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

**26. SOFTWARE INTEROPERABILITY.**

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.

**27. ADVANCE PAYMENTS**

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

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

**1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services and Special Item Number 132-52 Electronic Commerce Services apply exclusively to IT/EC Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

**2. PERFORMANCE INCENTIVES**

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

**3. ORDER**

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

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

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT/EC 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/EC Services.

## **9. INDEPENDENT CONTRACTOR**

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

## **10. ORGANIZATIONAL CONFLICTS OF INTEREST**

a. Definitions.

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

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

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

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might

otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

#### **11. INVOICES**

The Contractor, upon completion of the work ordered, shall submit invoices for IT/EC 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.

**16. DESCRIPTION OF IT/EC SERVICES AND PRICING**

**IT SERVICES DESCRIPTIONS**

**Executive Summary**

Knowledge Systems, LLC is a consulting and staffing firm focused on enterprise applications and database management systems. The company designs, develops, implements and supports enterprise applications for many clients including Fortune 500 companies. Knowledge Systems specialization in enterprise software enables the company to find and provide higher quality of resources at competitive rates.

Knowledge Systems has worked with the leading ERP, CRM and SCM applications such as PeopleSoft, Siebel, Oracle, Epiphany and Portal Software. Projects we have led have been recognized in the IT industry with awards such as CIO 100 and Infoworld 100. Knowledge Systems has an outstanding track record of success for our clients. Knowledge Systems is an Oracle partner and NetSuite partner.

Knowledge Systems is dedicated to providing the highest quality and most-cost effective results for the government and agencies IT modernization initiatives.

**Knowledge Systems Philosophy**

Knowledge Systems has three main pillars of philosophy which provides differentiators in the marketplace. They are as follows:

**Executive Access**

Many vendors require dealing with multiple layers of management when issues arise. Clients of Knowledge Systems have full access to the top executives. They are available at any time and will always focus on addressing the needs of clients. Knowledge Systems believes this level of executive access allows the company to act faster to serve clients and makes working with Knowledge Systems a great experience.

**Technology Focus**

Knowledge Systems maintains focus on having deep expertise in a select few leading applications. Knowledge Systems has many years of experience and specialized knowledge with the applications they support. Many of the company's consultants have worked for the software vendors themselves. Knowledge Systems believes that clients want to hire the best possible expertise and this focus enables them to exceed expectations.

### **Lower Cost**

Keeping overhead costs structure lower than industry average is a key strategy. Knowledge Systems does not have a large sales force or costly corporate office. Knowledge Systems makes their primary investments in people and pass along the savings to clients. This model enables Knowledge Systems to provide experienced and talented consultants and services at a lower cost than many other vendors.

### **Application Expertise**

People are the heart of Knowledge Systems. The company values, supports and develops each consultant and they are the best. Each Knowledge Systems consultant is a unique individual with exceptional capabilities and experience. Knowledge Systems consultants have many years of experience with the applications they support, and have often worked in a variety of industries.

Knowledge Systems makes their primary investment into their people. The company staff turnover ratio is lower than industry average. Knowledge Systems is an employer of choice for many highly talented individuals. The company works hard at finding and developing talent.

Knowledge Systems clients can rest assured that they have the best people for the price. The company brings the following added value to you:

**Broad and Deep knowledge** – Functional and technical application knowledge, DBA, administration and networking

**Industry Experience** – Communications, Hospitality, Healthcare, Financials, Services, Technology and Government

**Outstanding service** – The focus and determination to exceed your expectations and help you succeed

As the name reflects, Knowledge Systems has experts at IT applications and understands client needs.

### **Resourcing Approach**

Knowledge Systems provides the most knowledgeable and experienced enterprise applications resources in the market. We maintain a combination of employees and contract resources for our staffing capabilities. We believe this combination enables us to provide specific capabilities and expertise at the most effective cost. Our subcontracting partners are selected with great scrutiny and are held to the highest standards of professionalism and performance. We build and

maintain long term relationships with our subcontractors and monitor quality of service with each of them. In identifying resources, Knowledge Systems leverages its application expertise to screen candidates for both functional and technical experience with the particular applications and modules from their first screen. We rate the candidates on knowledge, experience, ability to communicate and initiative. Once assigned to a project, all resources are measured against criteria through client feedback. Knowledge Systems prides itself on the fact that it has never lost a client or project due to performance. Our ability to deliver has been evidenced in winning the CIO100 and Infoworld 100 honors.

## **Services and Capabilities**

Knowledge Systems can provide the following services and capabilities depending on needs:

### **Enterprise Application Expertise**

- PeopleSoft
- Oracle
- Siebel
- SAP
- Epiphany
- Portal Infranet
- NetSuite
- HighJump

### **Web Application Expertise**

- .NET
- J2EE

### **Database Platform Expertise**

- Oracle
- DB2
- SQL Server

### **IT Consulting Services**

- Strategic Planning
- Project Management
- Architecture
- Systems Implementation
- Quality Assurance
- Business Process Reengineering

### **Technical Services**

- Application Development
- Application Support
- Systems Integration
- Database Management
- Data Warehousing

**Knowledge Systems, LLC** offers a full range of **Commercial Off The Shelf (COTS) / Government Off The Shelf (GOTS) Consulting Services** under the GSA Information Technology Schedule contract, including all areas under Special Item Number (SIN) 132-51 as follows:

**ERP Systems Development Services (FPDS Code D302):**

***Systems Development***

Knowledge Systems provides full systems development life cycle (SDLC) services to support the implementation of PeopleSoft, Siebel or Oracle based applications for commercial and public sector clients. These solutions include, but are not limited to, Financial Management (FDM), Supply Chain Management (SCM), Human Resources Management (HRMS), Enterprise Performance Management (EPM), and Customer Relationship Management (CRM).

Our specific services with regards to Systems Development include requirements analysis, business process analysis and design, cost/benefit analysis, product evaluation and analysis, software selection, quality assurance planning, test planning, training, logical and physical database design, programming, configuration management, cutover planning, and post-implementation support.

Our goal in delivering these services is to provide a comprehensive project plan that defines the overall approach or “roadmap” for a project effort, with task definitions, deliverable output packages and completion estimates that are based on our real world experience in performing these same services for other similar clients. This approach helps ensure the risk of variance between budgeted and actual performance is minimized. Task and/or project risks, issues, and configuration are managed proactively through structured processes that reflect progress and resolution steps taken. Quality assurance is embedded into our programs through the proactive monitoring of individual tasks as well as the overall program.

***Strategic Information Technology Assessment and Planning***

Knowledge Systems offers services to support the development, analysis and implementation of information technologies strategies and architectures. We provide the capability to help client managers identify and evaluate the challenges of their specific IT programs to ensure the desired course of action is the best course of action before substantial financial and human capital resources are invested. Our services in this area include strategic program planning and assessment, risk/trade-off analyses, organization transformation planning, alternative analyses, concept of operations development, feasibility studies, performance and GPRA compliance analyses; and balanced scorecard development.

***Information Technology Program Management***

Knowledge Systems offers comprehensive support services to ensure the unique challenges and requirements of PeopleSoft implementation programs, regardless of size or scope, are fully managed. We leverage both industry and commercial best practices in this area, as well as the experience of our resources who have managed multiple successful enterprise applications based programs within the Government community. Our specific services in this area include program planning, program metrics development and baselining, program execution control, program reporting, and program risk management.

**ERP Systems Analysis Services (FPDS Code D306):**

***Systems Analysis***

Knowledge Systems offers the analysis and design of a broad variety of information, business, and scientific solutions using vendor-based applications and associated development tools. Knowledge Systems analyzes business processes and, through intensive interaction with the end-user, leadership and technical communities, documents current and improved business process goals, defines requirements, and submits results to the customer for review and approval. Upon approval, Knowledge Systems designs the application using state-of-the-art methodologies, techniques and tools. For each project, Knowledge Systems furnishes complete documentation and deliverables in accordance with the approved methodology for users and systems personnel.

We will use either a customer defined methodology or Knowledge Systems' methodology to execute these services. Within the context of these services, we will leverage our Information Engineering expertise, employing techniques such as Joint Applications Design (JAD) and Rapid Application Development (RAD) to meet our clients' objectives. Our goal in delivering these services is to provide comprehensive deliverables that require minimal revision. This includes a concerted effort to define, validate and garner sign-off on all relevant system requirements at the outset of an effort, and to use these requirements as traceable guidance throughout subsequent tasks. Managing to the validated requirements with regular checkpoints helps ensure that system fit is maximized while rework and gaps are minimized. These methodologies that we employ to support our Enterprise applications-based efforts can include business process reengineering, prototyping, and pilot tests. Also included in this area are systems and applications software maintenance. For each project, Knowledge Systems furnishes complete documentation and deliverables in accordance with the approved methodology for users and systems personnel. Quality assurance is supported through the proactive management of these tasks and monitoring of budgeted and actual performance.

***Quality Assurance and System Validation***

Knowledge Systems offers comprehensive support services to assess, evaluate, and improve the business and technical processes and products associated with the implementation of Enterprise applications-based solutions. We employ quality assurance techniques and process reengineering services to assess and improve software development processes in line with the Software Engineering Institute's (SEI) Capability Maturity Model (CMM). We provide independently assessment of program or project performance, offering alternatives and providing judgments based on our knowledge and experience from of both commercial and public sector implementations.

Specifically, Knowledge Systems conducts independent quality reviews, assurance audits, independent verification and validation (IV&V) testing, and assessment services to assist organizations in managing potential technical, schedule, and cost shortfalls through early identification of program or project risks, process deficiencies, and schedule performance trends. We leverage multiple techniques, including industry benchmarks, quantitative cost modeling tools, and analysis of development metrics and other relevant program or project data.

**Automated Information Systems Design and Integration Services (FPDS Code D307):**

***Systems Design and Integration***

Knowledge Systems designs and develops systems that are built around Enterprise applications. These applications include, but are not limited to, Financial Management (FDM), Supply Chain Management (SCM), Warehouse Management (WMS), Human Resources Management (HRMS), Enterprise Performance Management (EPM), and Customer Relationship Management (CRM). System solutions are developed using delivered application modules and product extensions, as well as fully integrating hardware, software, and communications according to customer needs. Our service approach is to help our client maximize their investment in Enterprise applications products by leveraging unique and innovative ways of configuring the delivered applications rather than relying strictly on customizations to support client-specific business processes.

Our services support all hardware platforms, which range from microcomputer client/server systems to supercomputers; and all delivery vehicles, from client/server desktops to web-based distribution. In addition, services for local, metropolitan, and wide area networks include, but are not limited to, network requirements analysis, planning, design, engineering, installation, operations, help desk support, performance monitoring, performance tuning, security management, firewall design and construction, and classified support. For each project, Knowledge Systems furnishes complete documentation and deliverables in accordance with the approved methodology for users and systems personnel.

As with our other services, our goal is to provide comprehensive deliverables that require minimal revision. This includes a concerted effort to define, validate and garner sign-off on all relevant system requirements at the outset of an effort, and to use these requirements as traceable guidance throughout subsequent tasks. Managing to the validated requirements with regular checkpoints helps ensure that system fit is maximized while rework and gaps are minimized.

***Configuration Management***

Knowledge Systems provides support services in the creation and execution of integrated configuration management (CM) programs for PeopleSoft implementations. Our CM programs ensure the configuration baselines properly evolve through development, testing, and ultimately, release. Specifically, we define and administer technical configuration control, configuration status reporting, configuration audits, and formal release assessments. We trace system and functional requirements to deliverables/outcomes and ensure only authorized changes are introduced into the system or documentation baselines. In addition, our management of the CM process ensures that client appropriate metrics are captured to determine if proposed costs and benefits are realized.

**Programming Services (FPDS Code D308):**

When delivered PeopleSoft applications cannot fulfill a client's specific business requirement., Knowledge Systems will employ product enhancements and extensions to fully meet the documented requirements. Specifically, our programming services include code analyses and cost/schedule estimates to perform analyses; updating existing application code; development of new application code; installing new software and performing training on new systems/software;

and performing other programming services as required. In the context of these services, application code includes, but is not limited to, PeopleTools, PeopleCode, SQR, Application Engine, nVision, Crystal, Query, SiebelTools and other IDEs from vendors of COTS solutions.

We will use either a customer defined methodology or Knowledge Systems' methodology to execute these services. The structured programming techniques we will employ include waterfall, spiral, and prototyping within the context of Rapid Application Development (RAD). In addition, our services in the area of programming follow best practices of structured code development, including code annotations for future maintenance, and rigorous testing at the individual unit level. Our goal in delivering these services is to provide comprehensive deliverables that require minimal revision. This includes a concerted effort to define, validate and garner sign-off on all relevant system requirements at the outset of an effort, and to use these requirements as traceable guidance throughout subsequent tasks.

In the context of our programming services, this ensures that code enhancements or extensions fully meet the documented requirement(s). Managing to the validated requirements with regular checkpoints helps ensure that system fit is maximized while rework and gaps are minimized. Formal code reviews are conducted, and full sign-off is required before future phases employing the code extensions or enhancements can be initiated. For each project, Knowledge Systems furnishes complete documentation and deliverables in accordance with the approved methodology for users and systems personnel. Quality assurance is supported through the proactive management of these tasks and monitoring of budgeted and actual performance.

#### **ERP Data Conversion Services (FPDS Code D311):**

Knowledge Systems provides full data collection and conversion services. Data conversion services includes converting historical data (as necessary) into a form which is readable directly by PeopleSoft applications or by modern programs designed to feed data specifically to the COTS applications.

Our approach in the area of data conversion is structured to include definition of the conversion requirements, identification of conversion data sources, validation and consolidation, as appropriate, of those data sources, design and development of relevant conversion programs, routines, and/or integration vehicles, controlled unit, string, and system level testing, as appropriate, for all data sources, and full scale mock conversions of source data.

The techniques Knowledge Systems will employ as part of our data conversion services include data modeling, data normalization/standardization, and data management. In addition, we will leverage the COTS applications for data mining and data warehousing where required or appropriate for a client's data conversion objectives. Each step of the conversion process follows our structured methodology of documenting requirements and ensuring traceability to those requirements throughout the project effort. For each project, Knowledge Systems furnishes complete documentation and deliverables in accordance with the approved methodology for users and systems personnel. Quality assurance is supported through the proactive management of each task, the review and validation of tasks and outcomes with key stakeholders, and the monitoring of budgeted and actual performance.

## ORACLE ON DEMAND

Oracle offers complete application, database, and hardware management services, which can help lower a customer's IT maintenance costs and increase support resolution time.

### Administrative Services

Administration Services are system administration, application technology management and monitoring activities provided remotely by Oracle for licensed Oracle programs. Administration Services are contracted on yearly terms; the billing is annual in advance. Customers purchasing On Demand for either E-Business Suite or Technology Online must meet the minimum annual net fees for Administration Services. Prices shown on this price list are monthly fees and apply to both perpetual and term licenses.

### Computer and Administration Services

Computer Services must be sold together with Administration Services. Computer and Administration Services are system administration, application technology management, and monitoring activities for licensed Oracle programs that are provided by Oracle from a data center hosting facility to which the customer has remote applications access. Computer and Administration Services are contracted on yearly terms; the billing is annual in advance. Customers purchasing On Demand for either E-Business Suite or Technology Online must meet the minimum annual net fees for Computer and Administration Services and minimum monthly net fees. Prices shown on this price list are monthly fees and apply to both perpetual and term licenses.

## Outsourcing Progressive Discount Schedule

Incremental Amount (List Monthly Hosting Fees)	Technology and E-Business Suite Resellers
\$1,000 - \$6,000	0%
\$6,001 - \$10,000	0%
\$10,001 - \$15,000	15%
\$15,001 - \$20,000	25%
\$20,001 - \$30,000	35%
\$30,001 - \$50,000	45%

KNOWLEDGE SYSTEMS, LLC

\$50,001 - \$100,000	55%
\$100,001 - \$250,000	65%
\$250,001 - \$500,000	70%
\$500,001 – and up	75%

Outsourcing discounts apply to Administration Services, and Computer and Administration Services for commercial products only.

## E-Business Global Price List - On Demand

**April 1, 2008**

### Oracle Technology On Demand

#### Technology Processor<sub>1</sub>

Category	Program
Oracle Database	Enterprise Edition
Enterprise Edition Options	Real Application Clusters, Partitioning, OLAP, Data Mining, Spatial, Advanced Security, Label Security
Enterprise Managers	Internet Developer Suite, Discoverer Desktop Edition, JDeveloper, Programmer
Tools	Express Server, Express Analyzer, Express Objects
Data Warehousing Products	Diagnostics Pack, Tuning Pack, Change Management Pack, Configuration Management Pack

#### Application Server Processor<sub>1</sub>

Category	Program
Internet Application Server	TopLink and Application Development Framework, Java Edition, Standard Edition One, Standard Edition, Enterprise Edition,

	Portal, Identity Management (Single Sign On ONLY), Integration, Business Intelligence Standard Edition, Forms and Reports.
BPEL Process Manager	Priced Separately - NOT included in the Application Server Processor Bundle - See "Others" below
Internet Application Server Managers	Diagnostics Pack, Configuration Management Pack

<sup>1</sup>Computer and Administration Services must be purchased in increments of two (2) processors. Administration Services may be purchased in increments of one (1) processor.

**Oracle Collaboration Suite on Demand**

Collaboration Suite User 3

Category	Program
Collaboration	Collaboration Suite, Content Services, Unified Messaging, Real-Time Collaboration, Records Management Option

<sup>3</sup> On Demand for this product is on Controlled Availability and requires approval. Please refer to the Approval Matrix on <http://esource.oraclecorp.com> for more information. If you are an Oracle partner, please contact your Oracle PRN Representative for additional information.

**Oracle E-Business Suite On Demand**

Professional Application User

External Application User

Category	Program
Intelligence	E-Business Intelligence, Balanced Scorecard, Enterprise Planning and Budgeting
Marketing and Sales	Marketing, Trade Management, Advanced Pricing, TeleSales, Field Sales, Quoting, Proposals, Partner Management, Incentive Compensation
Order Management	Order Management, Advanced Pricing, Release Management, Sales Contracts
Logistics	Inventory Management, Mobile Supply Chain Applications, Warehouse Management
Procurement	Purchasing, Procurement Contracts, Services Procurement, Advanced Pricing, iProcurement, Sourcing, iSupplier Portal, Sourcing Optimization <sup>4</sup>
Manufacturing	Discrete Manufacturing, Mobile Supply Chain Applications, Flow Manufacturing, Production Scheduling, Process Manufacturing
Asset Lifecycle Management	Asset Tracking <sup>4</sup> , Property Manager <sup>4</sup>
Maintenance Management	Enterprise Asset Management, Self-Service Work Requests
Service	TeleService, Service Contracts, Field Service, Spares Management, Advanced Scheduler, Mobile Field Service, Depot Repair
Projects	Project Costing, Project Billing, Project Management, Project Contracts, Project Resource Management, Project Collaboration

Product Lifecycle Management	Product Lifecycle Management, CADView-3D, Product Data Synchronization for GDSN and UCCnet Services <sup>4</sup>
Financial	Financials, Activity Based Management, Advanced Collections, Internal Controls Manager <sup>5</sup> , Internet Expenses, iReceivables
Human Resources	Human Resources, Advanced Benefits, iRecruitment, Payroll (requires additional Premium Applications module fee), HR Intelligence, Self-Service Human Resources, Time and Labor
Learning Management	Learning Management, Online Learning, iLearning
Customer Data Management	Customer Data Librarian
Other	Tutor for Applications, Self-Service Tutor for Applications
Read-Only Users	Financials, Purchasing, Project Costing, Service Contracts, Project Contracts, Sales Contracts, Discrete Manufacturing, Process Manufacturing

**Self Service Application User**

Category	Program
Intelligence	Enterprise Planning and Budgeting <sup>4</sup> , Profitability Manager <sup>4</sup>
Marketing and Sales Partner Management, Incentive Compensation	Partner Management, Incentive Compensation
Procurement	iProcurement, Sourcing, iSupplier Portal
Maintenance Management	Self-Service Work Requests
Projects	Project Resource Management, Project Collaboration

Financial	Internet Expenses, iReceivables, Internal Control Manager <sup>4</sup>
Human Resources	Self-Service Human Resources, Time and Labor
Learning Management	Learning Management, Online Learning, iLearning
Other	Tutor for Applications, Self-Service Tutor for Applications
Read-Only Users	Financials, Purchasing, Project Costing, Service Contracts, Project Contracts, Sales Contracts, Discrete Manufacturing, Process Manufacturing
Service	Field Service, Spares Management, Advanced Scheduler, Mobile Field Service

<sup>4</sup> Available on R12 only

<sup>5</sup> Not available on R12

**PeopleSoft Enterprise On Demand**

PeopleSoft Enterprise - Professional Application User

Category / Pillar	Program
PeopleSoft Enterprise CRM (8.8)	Banking Transactions, Bill Presentment and Account Management, Information Technology, HelpDesk, HelpDesk Upgrade - Restricted License to Standard License, Partner Marketing, Client Management, CRM Portal Pack, Integrated FieldService, Interaction Management, Marketing, Mobile FieldService, MultiChannel Communications, Order Capture, Policy and Claims Presentment, Partner Commerce, Partner Lifecycle Marketing, Partner Planning, Partner Sales, Partner Service, Phone Number Administration, Sales, Services Management, SmartViews, Strategic Account Planning, Support, Telemarketing
PeopleSoft Enterprise CRM (8.8)	HelpDesk Dashboard, HelpDesk - Restricted License, HelpDesk for Human Resources Dashboard, Sales Dashboard, Service Dashboard, Revenue Management Solution, Partner Strategic Planning, Order Capture Dashboard, Partner Collaborative Commerce, Partner Collaborative Sales, FieldService, Revenue Management, Revenue Management Billing, Revenue Management Credit and Collections, Revenue Management Field and Device Management, Revenue Management Payment Processing, Revenue Management Platform, Revenue Management Rating and Calculations, InfoSync, Site Marketing
PeopleSoft Enterprise Financials (9.0)	Discrete Manufacturing, Enterprise Asset Management, Transaction billing Processor, Treasury, Financials, Expenses, Grants
PeopleSoft Enterprise Financials (8.8, 8.9,	Catalog Management, Collaborative

9.0)	Supply Management, Contracts, Cost Management, ESA Portal Pack, Financials Portal Pack, General Ledger, Grants, Internal Controls Enforcer, Inventory, Manufacturing, Order Management, Pay/Bill Management, Product Configurator, Proposal Management, Project Costing, Promotions Management, Purchasing, Real Estate Management, Strategic Sourcing, Supplier Contract Management, Supply Chain Portal Pack, Transaction Billing Processor, eSupplier Connection, Program Management, Resource Management, Asset Lifecycle Management Portal Pack
PeopleSoft Enterprise Financials (8.8, 8.9)	Deal Management, Investor Portal Pack, IT Asset Management, Risk Management, Trading Partner Management, Asset Management, Billing, Budgets, Cash Management, eBill Payment, Engineering, Order Promising, Payables, Quality, Receivables, Services Procurement – SkillsVillage
PeopleSoft Enterprise Human Resources (9.0)	Oracle Workforce Scheduling, Payroll Interface Connector for ADP, Directory interface
PeopleSoft Enterprise Human Resources (8.8,8.9,9.0)	Human Resources, HelpDesk for Human Resources, HRMS Portal Pack, Benefits Administration, Payroll Interface, Payroll North America, Pension Administration
PeopleSoft Enterprise Human Resources (8.8,8.9)	Payroll Commitment Accounting, Recruit Workforce, Absence Management
PeopleSoft Enterprise Portal	Enterprise Portal

## **ORACLE ON DEMAND**

Oracle offers complete application, database, and hardware management services, which can help lower a customer's IT maintenance costs and increase support resolution time.

### **Administration Services**

Administration Services are system administration, application technology management and monitoring activities provided remotely by Oracle for licensed Oracle programs. Administration Services are contracted on yearly terms; the billing is annual in advance.

- Customers purchasing E-Business Suite On Demand must meet the minimum annual net fees for Administration Services of 90000 USA (Dollar) and minimum monthly net fees of 7500 USA (Dollar). Customers purchasing Technology On Demand must meet the minimum annual net fees for Administration Services 48000 USA (Dollar) and minimum monthly net fees of 4000 USA (Dollar). Customers purchasing Collaboration Suite On Demand must meet the minimum annual net fees for Administration Services 48000 USA (Dollar) and minimum monthly net fees of 4000 USA (Dollar).
- Customers purchasing Siebel Wireless must meet the minimum annual net fees for Administration Services of 8000 USA (Dollar) and minimum monthly net fee of 666.67 USA (Dollar).
- Customers purchasing PeopleSoft On Demand must meet the minimum annual net fees for Administration Services of 250000 USA (Dollar) per pillar and minimum monthly net fee of 20833.33 USA (Dollar) per pillar.
- Customers purchasing Business Intelligence must meet the minimum annual net fees for Administration Services of 20000 USA (Dollar) and minimum monthly net fee of 1666.67 USA (Dollar).

### **Computer and Administration Services**

Computer Services must be sold together with Administration Services. Computer and Administration Services are system administration, application technology management, and monitoring activities for licensed Oracle programs that are provided by Oracle from a data center hosting facility to which the customer has remote applications access. Computer and Administration Services are contracted on yearly terms; the billing is annual in advance.

- Customers purchasing E-Business Suite On Demand must meet the minimum annual net fees for Computer & Administration Services of 135000 USA (Dollar) and minimum monthly net fees of 11250 USA (Dollar). Customers purchasing Technology On Demand must meet the minimum annual net fees for Computer & Administration Services of 72000 USA (Dollar) and minimum monthly net fees of 6000 USA (Dollar). Customers purchasing Collaboration Suite On Demand must meet the minimum annual net fees for Computer & Administration Services of 72000 USA (Dollar) and minimum monthly net fees of 6000 USA (Dollar).
- Customers purchasing PeopleSoft On Demand must meet the minimum annual net fees for Computer and Administration Services of 300000 USA (Dollar) for the first PeopleSoft pillar and minimum monthly net fees of 25000 USA (Dollar) for the first PeopleSoft pillar plus an additional fee of 150000 USA (Dollar) for each additional PeopleSoft pillar.

- Customers purchasing Business Intelligence must meet the minimum annual net fees for Computer and Administration Services of 120000 USA (Dollar) and minimum monthly net fee of 10000 USA (Dollar).

## IT SERVICES LABOR CATEGORY DESCRIPTIONS

### 1. Enterprise Applications Senior Project Manager

**Minimum Job Experience:** Eight to ten or more years of experience in the management and implementation of information technology (IT) solutions. This includes at least three years of managing projects and resources, and a minimum of three years experience in the full lifecycle implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Primary Responsibilities:** Directs the performance of a variety of related projects, which may be organized by technology, program, or client. Oversees the technology development and/or application, marketing, and resource allocation within program client base. Delivers specific guidance and expertise during the implementation of enterprise applications, including:

- Acts as a manager and provide a centralized control point for a specific project within an enterprise-wide IT solution program.
- Serves as day-to-day project or large team manager, working with key client managers and staff to guide project activities, prepare and review core functional and technical deliverables, and facilitate client and consultant interaction to support a smooth transition and technology integration.
- Creates and reviews application implementation plans and work schedules.
- Assesses resource requirements and leveling.
- Determines scheduling requirements.
- Identifies project risks and works with project management to resolve issues.
- Interfaces with and advises client Contracting Officer (CO), Contracting Officers Technical Representative (COTR) and client functional managers concerning the applications and the organizational transition to the application environment.
- Oversees all implementation activities during transition to the new application, including system design, configuration, system testing, execution, and performance.

- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.
- Applies detailed knowledge of application-specific solutions to achieve project objectives.

This individual is also experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as Enterprise Resource Planning (ERP), Supply Chain Management, Enterprise Performance Management (EPM), Customer Relationship Management (CRM), Knowledge Management and/or JFMIP Certification of core financial software.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

## 2. Enterprise Applications Project Manager

**Minimum Job Experience:** Five to seven or more years of experience in the management and implementation of information technology (IT) solutions. This includes at least two years of managing projects and resources, and a minimum of two years experience in the full lifecycle implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Delivers specific guidance and expertise during the implementation of enterprise applications, including:

- Acts as a team leader and provides a centralized control point for a specific project within an enterprise-wide IT solution program.
- Creates and reviews application implementation plans and work schedules.
- Assesses resource requirements and leveling.
- Determines scheduling requirements.
- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Determines the overall functional conceptual design of the application.
- Directs the design team in total integration design of the application.
- Analyzes functional and technical requirements, prepares system designs and specifications.

- Identifies project risks and works with project management to resolve issues.
- Interfaces with and advises client Contracting Officer (CO), Contracting Officers Technical Representative (COTR) and client functional managers concerning the applications and the organizational transition to the application environment.
- Oversees all implementation activities during transition to the new application, including system design, configuration, system testing, execution, and performance.
- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.

This individual is also experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as Enterprise Resource Planning (ERP), Supply Chain Management, Enterprise Performance Management (EPM), Customer Relationship Management (CRM), Knowledge Management and/or JFMIP Certification of core financial software.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

### 3. Enterprise Applications Technical Consultant 1

**Minimum Job Experience:** Eight or more years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of two years experience in the full lifecycle implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of enterprise applications, including:

- Acts as a team leader and provides direction and guidance to team members.
- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems development and testing of application and technical architecture software.
- Performs application configuration and software validation against requirements.

- Provides guidance to the system development team and develops required system documentation.
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Demonstrates working knowledge and application of software-relevant programming languages (i.e., SQR, PeopleCode, Application Engine, COBOL, etc.)
- Identifies project risks and works with project management to resolve issues.
- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

#### 4. Enterprise Applications Technical Consultant 2

**Minimum Job Experience:** Five to seven years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in the full lifecycle implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of enterprise applications, including:

- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems development and testing of application and technical architecture software.
- Performs application configuration and software validation against requirements.

- Develops interfaces for data capture and table population, application code development, screen views, reports and other required technical design and development requirements.
- Demonstrates working knowledge and application of software-relevant programming languages (i.e., SQR, PeopleCode, Application Engine, COBOL, etc.)
- Provides guidance to the system development team and develops required system documentation.
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Identifies project risks and works with project management to resolve issues.
- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

### 5. Enterprise Applications Technical Consultant 3

**Minimum Job Experience:** Three to four years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of two years experience in the full lifecycle implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of enterprise applications, including:

- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems development and testing of application and technical architecture software.

- Performs application configuration and software validation against requirements.
- Develops interfaces for data capture and table population, application code development, screen views, reports and other required technical design and development requirements.
- Demonstrates working knowledge and application of software-relevant programming languages (i.e., SQR, PeopleCode, Application Engine, COBOL, etc.)
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Identifies project risks and works with project management to resolve issues.
- Reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

## 6. Enterprise Applications Technical Consultant 4

**Minimum Job Experience:** Up to two years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in the full lifecycle implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of enterprise applications, including:

- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems development and testing of application and technical architecture software.
- Performs application configuration and software validation against requirements.
- Develops interfaces for data capture and table population, application code development, screen views, reports and other required technical design and development requirements.

- Demonstrates working knowledge and application of software-relevant programming languages (i.e., SQR, PeopleCode, Application Engine, COBOL, etc.)
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Identifies project risks and works with project management to resolve issues.
- Reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

## 7. Enterprise Applications Functional Consultant 1

**Minimum Job Experience:** Five or more years of experience in developing and delivering business process improvements, organizational change initiatives and user training in the implementation of information technology (IT) solutions. This includes a minimum of two years experience in applying process and performance disciplines during the implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent organizational, oral and written communications skills.

**Principal Responsibilities:** Delivers specific guidance and expertise during the implementation of enterprise applications, including:

- Acts as a team leader and provides direction and guidance to team members.
- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Leverages industry best practices and client experience to define application to-be business processes.
- Identifies project risks and works with project management to resolve issues.
- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.
- Assists in the development of business process improvement and reengineering strategies and activities.

- Redesigns key business processes affected by technology changes to incorporate client objectives.
- Understands and applies how to use information technology as an enabler to support the new processes and transition the organization.
- Applies application knowledge in the design, development and delivery of training support using multiple delivery techniques.
- Directs the organization and conduct of client facilitation meetings.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Education, Business, Psychology, or related field.

## 8. Enterprise Applications Functional Consultant 2

**Minimum Job Experience:** Three to four years of experience in developing and delivering business process improvements, organizational change initiatives and user training in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in applying process and performance disciplines during the implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent organizational, oral and written communications skills.

**Principal Responsibilities:** Delivers specific guidance and expertise during the implementation of enterprise applications, including:

- Acts as a team leader and provides direction and guidance to team members.
- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Leverages industry best practices and client experience to define application to-be business processes.
- Identifies project risks and works with project management to resolve issues.
- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.
- Assists in the development of business process improvement and reengineering strategies and activities.

- Redesigns key business processes affected by technology changes to incorporate client objectives.
- Understands and applies how to use information technology as an enabler to support the new processes and transition the organization.
- Applies application knowledge in the design, development and delivery of training support using multiple delivery techniques.
- Directs the organization and conduct of client facilitation meetings.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Education, Business, Psychology, or related field.

### 9. Enterprise Applications Functional Consultant 3

**Minimum Job Experience:** Up to two years of experience in developing and delivering business process improvements, organizational change initiatives and user training in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in applying process and performance disciplines during the implementation of commercial off-the-shelf (COTS)/Government off-the-shelf (GOTS) applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent organizational, oral and written communications skills.

**Principal Responsibilities:** Delivers specific guidance and expertise during the implementation of enterprise applications, including:

- Acts as a module leader and provides direction and guidance to team members.
- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Leverages industry best practices and client experience to define application to-be business processes.
- Identifies project risks and works with project management to resolve issues.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.
- Assists in the development of business process improvement and reengineering strategies and activities.
- Redesigns key business processes affected by technology changes to incorporate client objectives.

- Understands and applies how to use information technology as an enabler to support the new processes and transition the organization.
- Applies application knowledge in the design, development and delivery of training support using multiple delivery techniques.
- Directs the organization and conduct of client facilitation meetings.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Education, Business, Psychology, or related field.

## 10. Web Functional Consultant

**Minimum Job Experience:** Two or more years of experience in developing and delivering business process improvements, organizational change initiatives and user training in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in applying process and performance disciplines during the implementation of .NET or J2EE applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent organizational, oral and written communications skills.

**Principal Responsibilities:** Delivers specific guidance and expertise during the implementation of web applications, including:

- Acts as a team leader and provides direction and guidance to team members.
- Designs and directs deliverable specifications and tasks to be performed by team members, defines target dates of tasks and subtasks.
- Leverages industry best practices and client experience to define application to-be business processes.
- Identifies project risks and works with project management to resolve issues.
- Provides direct guidance to project staff and reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.
- Assists in the development of business process improvement and reengineering strategies and activities.
- Redesigns key business processes affected by technology changes to incorporate client objectives.

- Understands and applies how to use information technology as an enabler to support the new processes and transition the organization.
- Applies application knowledge in the design, development and delivery of training support using multiple delivery techniques.
- Directs the organization and conduct of client facilitation meetings.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Education, Business, Psychology, or related field.

## 11. Web Applications Technical Consultant

**Minimum Job Experience:** Two or more years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in the full lifecycle implementation of commercial .NET or J2EE applications for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of web applications, including:

- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems development and testing of application and technical architecture software.
- Performs application configuration and software validation against requirements.
- Develops interfaces for data capture and table population, application code development, screen views, reports and other required technical design and development requirements.
- Demonstrates working knowledge and application of software-relevant programming languages (i.e. .NET, J2EE, C#, Visual Basic)
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Identifies project risks and works with project management to resolve issues.
- Reviews work products for completeness and adherence to client requirements.

- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

## 12. SQL Server DBA

**Minimum Job Experience:** Two or more years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in the full lifecycle implementation of commercial SQL Server databases for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of enterprise databases, including:

- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems installation, configurations, scripting and testing of application and technical architecture software.
- Performs database configuration and validation against requirements.
- Performs backups, recoveries, administration and performance tuning of databases.
- Demonstrates working knowledge and application of software-relevant programming languages (i.e. DTS, SQL)
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Identifies project risks and works with project management to resolve issues.
- Reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

## 13. Oracle / DB2 DBA

**Minimum Job Experience:** Two or more years of experience in applying technical application experience in the implementation of information technology (IT) solutions. This includes a minimum of one year experience in the full lifecycle implementation of commercial Oracle or DB2 databases for commercial and/or public sector organizations. Demonstrates a proven level of analytical skill to resolve problems encountered during the project. Possesses excellent interpersonal skills and client relationship skills.

**Principal Responsibilities:** Provides technical guidance in the design and integration of enterprise databases, including:

- Analyzes functional and technical requirements, prepares system designs and specifications
- Performs complex systems installation, configurations, scripting and testing of application and technical architecture software.
- Performs database configuration and validation against requirements.
- Performs backups, recoveries, administration and performance tuning of databases.
- Demonstrates working knowledge and application of software-relevant programming languages (i.e. PLSQL, SQL)
- Develops and provides input into technical design specifications.
- Possesses and applies comprehensive application knowledge to provide technical and system design guidance to application development technical team.
- Identifies project risks and works with project management to resolve issues.
- Reviews work products for completeness and adherence to client requirements.
- Interprets policies, guidelines, and procedures as appropriate for the purposes of the project.

**Minimum Education:** Possess a BS/BA degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

**IT SERVICES GSA PRICELIST**

<b>LABOR CATEGORY OR TITLE</b>	<b>Education/ Skills</b>	<b>GSA Rate/Price; w/o IFF</b>	<b>Discount off of lowest commercial rate</b>	<b>GSA Rate/Price; w/IFF</b>
Applications Senior Project Manager	Bachelors 8-10+ yrs Exp.	\$161.50	5.0%	\$162.71
Applications Project Manager	Bachelors 5-7 yrs. Exp.	\$128.25	5.0%	\$129.21
ERP Technical Consultant 1	Bachelors 8+ yrs. Exp	\$118.75	5.0%	\$119.64
ERP Technical Consultant 2	Bachelors 5-7 yrs Exp.	\$104.50	5.0%	\$105.28
ERP Technical Consultant 3	Bachelors 3-4 yrs Exp.	\$95.00	5.0%	\$95.71
ERP Technical Consultant 4	Bachelors 0-2 yrs Exp.	\$85.50	5.0%	\$86.14
ERP Functional Consultant 1	Bachelors 5+ yrs Exp.	\$133.00	5.0%	\$134.00
ERP Functional Consultant 2	Bachelors 3-4 yrs Exp.	\$118.75	5.0%	\$119.64
ERP Functional Consultant 3	Bachelors 0-2 yrs Exp.	\$92.00	8.0%	\$92.69
Web Functional Consultant	Bachelors 2+ yrs Exp.	\$80.75	5.0%	\$81.36
Web Technical Consultant	Bachelors 2+ yrs Exp.	\$80.75	5.0%	\$81.36
SQL Server DBA	Bachelors 2+ yrs Exp.	\$80.75	5.0%	\$81.36
Oracle / DB2 DBA	Bachelors 2+ yrs Exp.	\$109.25	5.0%	\$110.07

**USA COMMITMENT TO PROMOTE  
SMALL BUSINESS PARTICIPATION  
PROCUREMENT PROGRAMS**

PREAMBLE

Knowledge Systems, LLC 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: **David Jedrlinic, VP of Sales, phone: (800)230-5331, [david.jed@knowledgesystemsllc.com](mailto:david.jed@knowledgesystemsllc.com), fax: (800)230-5332.**

**BEST VALUE  
BLANKET PURCHASE AGREEMENT  
FEDERAL SUPPLY SCHEDULE**

(Insert Customer Name)

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(s)

\_\_\_\_\_.

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.

Signatures

\_\_\_\_\_  
Ordering Activity      \_\_\_\_\_  
Date                      Contractor      Date

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;

KNOWLEDGE SYSTEMS, LLC

- (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.