



GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Pricelist

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage! a menu driven database system. The INTERNET address for GSA Advantage! is <http://www.GSAAdvantage.gov>

SCHEDULE 70: GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES

STANDARD INDUSTRY GROUP: 70

SERVICE: Information Technology Professional Services

GSA Contract Number: GS-35F-0175U

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov.

Contract period: Jan. 3, 2013—Jan. 2, 2018

Appsential, LLC

**6701 DEMOCRACY BLVD STE 300
BETHESDA, MD 20817-7500
240-401-9888**

<http://www.appsential.com>

Appsential, LLC, is a Small Business

CUSTOMER INFORMATION

1a. Awarded special item numbers with cross-reference to item descriptions and awarded prices:

SIN	Item Descriptions and Awarded Prices
132 51 – Professional IT Services	Page 10

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

Business Analyst 1 – Year 2015 hourly rate: \$113.51.

1c. Hourly rates – Page 10

2. Maximum order. SIN 132 51 – \$500,000

3. Minimum order. \$100

4. Geographic coverage (delivery area). Domestic delivery.

5. Point of production: Bethesda, Maryland.

6. All prices listed herein are net prices.

7. Quantity discounts: None.

8. Prompt payment terms. 0% - Net 30 days from receipt of invoice or date of acceptance, whichever is later.

9a. Government purchase cards are accepted at or below the micro-purchase threshold.

9b. Government purchase cards are not accepted above the micro-purchase threshold.

10. Foreign items: None.

11. Time of delivery (ARO):

a. Normal: As negotiated by Ordering agency and Appsential, LLC

b. Expedited: As negotiated by Ordering agency and Appsential, LLC

- c. Overnight and 2-day delivery: contact Appsential, LLC
- d. Urgent Requirements: contact Appsential, LLC

12. F.O.B. point(s). N/A – Services

13a. Ordering address.

APPSENTIAL, LLC
3673 BYRON CT
FREDERICK MD 21704

13b. Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment address.

APPSENTIAL, LLC
3673 BYRON CT
FREDERICK MD 21704

15. Warranty provision. Not applicable.

16. Export packing charges: Not applicable.

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). Not applicable.

18. Terms and conditions of rental, maintenance, and repair. Not applicable.

19. Terms and conditions of installation. Not applicable.

20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices. Not applicable.

20a. Terms and conditions for any other services. Not applicable.

21. Service and distribution points. Not applicable.

22. List of participating dealers. Not applicable.

23. Preventive maintenance. Not applicable.

24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not applicable.

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. Not applicable.

25. Data Universal Number System (DUNS) number. 171009033

26. Appsential, LLC has registered in www.SAM.gov (includes data formerly in CCR and ORCA).

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

*****NOTE:** *All non-professional labor categories must be incidental to, and used solely to support professional services, and cannot be purchased separately.*

1. SCOPE

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

2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)

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

3. ORDER

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

4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.

c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.

d. Any Contractor travel required in the performance of IT/IAM 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

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS --COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I - OCT 2008)

(DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

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

9. INDEPENDENT CONTRACTOR

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

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

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

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

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

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

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT/IAM Professional services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim

products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

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

13. RESUMES

Resumes 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/IAM PROFESSIONAL SERVICES AND PRICING

- a. The Contractor shall provide a description of each type of IT/IAM Service offered under Special Item Numbers 132-51 IT/IAM Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing

hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

b. Pricing for all IT/IAM Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.

The following is an example of the manner in which the description of a commercial job title should be presented:

EXAMPLE: Commercial Job Title: System Engineer

Minimum/General Experience: Three (3) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts and methods; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science

DESCRIPTION OF IT SERVICES OFFERED UNDER SIN 132-51

Appsential LLC offers the following services:

IT Facility Operation and Maintenance (FPDS CODE D301):

Appsential LLC furnishes a full range of Facility Operation and Maintenance Services, which increase efficiency and improve processes in IT software systems. Our specialty is in assisting organizations to achieve improved financial and integrated budget performance using their improved systems through:

- Database management - performance tuning, planning installation, and configuration of high
- availability solutions, including Oracle; database migration (e.g. from SQL Server to Oracle); and
- converting data from a non-Oracle database;
- Reconciliations of subledger systems;
- Portal Support and Data Warehouse Support;
- Business process reengineering;
- Project management;
- Preparation of IT and functional documentation; and
- Desk side coaching.

Our methods and processes are based on fundamental business practices and are tailored to accommodate each ordering agency.

IT Systems Development Services (FPDS CODE D302):

Appsential LLC provides innovative and value based Systems Development Solutions, which help organizations to solve complex Information Technology (IT) problems in a timely manner utilizing 'Best Business Practices' with measurable results. We offer our expertise and services related to:

- Implementation of Oracle 11i federal financial software to meet the business needs of federal agencies
- (includes design, configuration, testing, and upgrading of the software);
- Oracle Portal development;
- Data Warehouse design and development;
- Database configuration and management;
- Oracle Application Server 9i and 10g;
- Designer 4x, 5x, 6x; and
- Oracle RDBMS 8x, 9x, 10x, AIM 2.0.

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

Appsential LLC prides itself in its ability to provide systems integration solutions and software implementations that work seamlessly with existing legacy systems. We offer the following automated information systems design and integration services:

- Implementation of Oracle 11i federal financial software to meet the business needs of federal agencies
- (includes design, configuration and testing of the software);
- Integration of Interfaces to the main financial system; and
- Integration of Data Warehouse to the financial system for reporting purposes.
- Programming Services (FPDS Code D308)
- Appsential LLC offers programming services associated with Discoverer reports (Oracle 10g); Oracle 6i reports; and
- coded Interfaces that import data into core financial system (Oracle 11i) related to ERP applications and e-business / e-government solutions. In addition, our IT professionals have broad experience and expertise with the following programming languages: PRO*C, C, C++, SQL, ADA, Java, HTML, XML, EJB, PRISM, Perl, PL/SQL, UNIX C.
- and K shell scripting languages.

IT Backup and Security Services (FPDS Code D310)

Appsential's certified Oracle Database Administrators can plan, install, configure, and document backup and recovery solutions to fit the specific needs of each ordering agency. Our company provides the following range of IT recovery and security services:

- Management of database user and schema security;
- Analysis and hardening of database network security using encryption;
- Setup and configuration of database and application audit trails;
- Full and partial database recovery;
- Point in time database recovery capability and object recovery; and
- Configuration and management of core backup technologies such as RMAN, Oracle Flashback, and Oracle Secure Backup.

Our Senior-level DBAs have sound experience in implementing the whole range of recovery and back up solutions available for Oracle including online, incremental, and block-level backups.

IT Data Conversion Services (FPDS Code D311)

Appsential has the capability and offers a full cycle financial data conversion from client legacy systems to Oracle 11i database. We offer the following IT Data Conversion Services to our client organizations:

- Conversion strategies, including conversion crosswalk of financial data elements from the legacy source system to the Oracle 11i sub ledgers and ledger;
- Performing Data Clean Up and Reconciliation of Legacy Source systems; and
- Testing of the Proposed Conversion Strategy and reconciliation of 11i sub ledgers and ledger to the legacy source systems after conversion is completed.

LABOR CATEGORY DESCRIPTIONS

1. Commercial Title: Support Specialist 1

Applicable to: FPDS Code D301; FPDS Code D302; FPDS Code D307; FPDS Code D308; FPDS Code D310; FPDS Code D311

Minimum/General Experience: Three to five years of experience with IT customer support

Functional Responsibilities: Apply competent computer skills. Responsible for designing and developing IT solutions and implementations. Installs, configures, and modifies applications. Present solutions in written or oral reports. Designs, tests, installs, and monitors IT systems.

Minimum Education: BA/BS or three to five years of work experience

2. Commercial Title: Database Administrator 1

Applicable to: FPDS Code D301; FPDS Code D302; FPDS Code D307; FPDS Code D308; FPDS Code D310; FPDS Code D311

Minimum/General Experience: Three to five years of experience of Database Administration experience

Functional Responsibilities: Applies high level of skills in database design and installation. Participates in DBMS selection and maintains database performance. Evaluates and configures DBMS products to match user requirements with system capabilities. Determines file organization, indexing methods, and security procedures for system databases

Minimum Education: BA/BS or three to five years of work experience

3. Commercial Title: Software Engineer 1

Applicable to: FPDS Code D301; FPDS Code D302; FPDS Code D307; FPDS Code D308; FPDS Code D310; FPDS Code D311

Minimum/General Experience: Three to five years of software development experience

Functional Responsibilities: Provides debugging skills and resolutions to sophisticated software problems. Provides software development skills and report development skills for IT systems. Responsible for system enhancements and customizations.

Minimum Education: BA/BS or three to five years of work experience

4. Commercial Title: Support Specialist 2

Applicable to: FPDS Code D301; FPDS Code D302; FPDS Code D307; FPDS Code D308; FPDS Code D310; FPDS Code D311

Minimum/General Experience: Seven to nine years of experience of IT consulting, Systems Integrations, or Systems Development experience

Functional Responsibilities: Responsible for designing and developing IT solutions and applications, infrastructure planning, system integration activities, database design, installation, and maintenance of database performance. Plans the activities and resource requirements of assigned phases of an engagement(s) which impact a segment of a client's business; focuses on the delivery of engagement results to the client; requires involvement in several engagements simultaneously and the coordination of other consultants involved in a specific project phase. Plans and performs research, design assessment, development, integration, and other assignments in a specific technical area. Provides advanced technical knowledge and analysis of highly specialized applications and operational environments. Provides high level functional systems analysis, design, integration, documentation training, and implementation advice on complex issues which require expert knowledge of the subject matter.

Minimum Education: BA/BS or seven to nine years of work experience

5. Commercial Title: Business Analyst 1

Applicable to: FPDS Code D301; FPDS Code D302; FPDS Code D307; FPDS Code D308; FPDS Code D310; FPDS Code D311

Minimum/General Experience: one to three years experience of IT Customer Support

Functional Responsibilities: Responsible for minimum knowledge of design, coding, and debugging of programs on standard systems as well as practical application of business system analysis

Minimum Education: BA or one to three years of work experience

GSA PRICING

Labor Category	GSA Rate 2013	GSA Rate 2014	GSA Rate 2015	GSA Rate 2016	GSA Rate 2017	GSA Rate 2018
Support Specialist 1	\$116.24	\$119.15	\$122.12	\$125.18	\$128.31	\$131.51
Database Administrator 1	\$116.24	\$119.15	\$122.12	\$125.18	\$128.31	\$131.51
Software Engineer 1	\$116.24	\$119.15	\$122.12	\$125.18	\$128.31	\$131.51
Support Specialist 2	\$166.34	\$170.50	\$174.76	\$179.13	\$183.61	\$188.20
Business Analyst 1	\$108.04	\$110.74	\$113.51	\$116.35	\$119.26	\$122.24