GENERAL SERVICES ADMINISTRATION

Federal Supply Service

Authorized Federal Supply Schedule Pricelist

On-line 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 GSA Advantage!® is: GSAAdvantage.gov.

Multiple Award Schedule (MAS)

FSC Group: Information Technology Category
FSC Class: DA01

GSA Contract Number: GS-35F-0175U


Appsential, LLC

20251 CENTURY BLVD STE 300
GERMANTOWN, MD 20874-1191
240-401-9888

http://www.appsential.com

Appsential, LLC, is a SBA Certified Small Disadvantaged Business

For more information on ordering from Federal Supply Schedules go to the GSA Schedules page at GSA.gov.

Pricelist current through Mod PS-0032 dated March 22, 2022

Prices Shown Herein are Net (discount deducted)
ABOUT APPSENTIAL

Appsential is a Management and IT solutions firm and customer-focused partner to the Government – delivering the full suite of Oracle Enterprise Systems Development & Operations. In everything we do, we are committed to industry leading solutions and passionate about the Business of Government.

Download Our Statement Of Capabilities To Learn More.
CUSTOMER INFORMATION

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

<table>
<thead>
<tr>
<th>SINS</th>
<th>Recovery</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>54151SSTLOC</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>OLMSTLOC</td>
<td>Order Level Materials (OLM’s)</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract: - Page 12

1c. Labor Category Descriptions: - Page 6

2. Maximum order. $500,000

3. Minimum order. $100

4. Geographic coverage (delivery area). Domestic

5. Point of production: Germantown, Maryland.

6. Discount from list prices or statement of net price: Government Net Prices (discounts already deducted.)

7. Quantity discounts: None.

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

   Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9. Foreign items: None.

10. 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
11. F.O.B. point(s): Destination

12a. Ordering address.

    APPSENTIAL, LLC
    20251 CENTURY BLVD STE 300
    GERMANTOWN MD 20874

12b. 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.

13. Payment address.

    APPSENTIAL, LLC
    20251 CENTURY BLVD STE 300
    GERMANTOWN MD 20874

14. Warranty provision. Not applicable.

15. Export packing charges: Not applicable.

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

17. Terms and conditions of installation. Not applicable.

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices. Not applicable.

18b. Terms and conditions for any other services. Not applicable.

19. List of Service and distribution points. Not applicable.

20. List of participating dealers. Not applicable.


22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not applicable.

22b. 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.

23. Unique Entity Identifier (UEI) Number: FZDCKQ4MTL96

24. Appsential, LLC is registered and active in System for Award Management (SAM) database.
LABOR CATEGORY DESCRIPTIONS

Experience Substitution Methodology:

<table>
<thead>
<tr>
<th>High School Diploma + 4 years additional experience</th>
<th>Bachelors Degree</th>
</tr>
</thead>
<tbody>
<tr>
<td>Associates Degree + 2 years additional experience</td>
<td>Masters Degree</td>
</tr>
<tr>
<td>Bachelors Degree + 2 years additional experience</td>
<td>Ph.D.</td>
</tr>
<tr>
<td>Masters Degree + 3 years additional experience</td>
<td></td>
</tr>
<tr>
<td>Bachelors Degree + 5 years additional experience</td>
<td></td>
</tr>
</tbody>
</table>

Education Substitution Methodology:

- A Ph.D. may be substituted for three (3) years of required experience for positions requiring a Masters Degree or five (5) years with positions requiring a Bachelors Degree.
- A Masters Degree may be substituted for two (2) years of required experience with positions requiring a Bachelors Degree.
- A Bachelors Degree may be substituted for four (4) years of required experience with positions requiring a High School Diploma.
- An Associates Degree may be substituted for two (2) years of required experience with positions requiring a High School Diploma.
- Specialized software certifications may be substituted for two (2) years of experience
- Project Management Professional (PMP) certification may be substituted for two (2) years of experience

Business Analyst 1

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.

1 year experience in IT Customer Support. BA or one year of work experience.

Business Systems Analyst 1

Assists in formulating and defining systems scope and objectives through research and fact-finding combined with a basic understanding of business systems and industry requirements. Includes analysis of business and user needs and requirements.

2 years experience. BA/BS degree.
Business Systems Analyst 3

Formulates and defines system scope and objectives based on user needs. Devises or modifies procedures to solve complex problems. Analyzes and revises existing system logic difficulties and documentation as necessary.

7 years experience. BA/BS degree.

Database Administrator 1

Provides database and associated database systems administration support. Has knowledge and understanding of applicable technical concepts and practices.

2 years experience. BA/BS degree.

Database Administrator 2

Experience in providing the full range of database administration support to large scale, client-server, and relational database management system development.

5 years experience. BA/BS degree.

Database Administrator 3

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.

3 years experience of Database Administration experience. BA/BS or 3 years work experience.

Database Administrator 4

Designs, develops, manages, and participates in the creation, and maintenance of complex computerized databases. Responsible for quality control and auditing of databases to ensure accurate and appropriate use of data. Resolves data conflicts and inappropriate data usage.

7 years experience. BA/BS degree.
IT Consultant 1

Serves as a consulting team member with an IT background. Collects data in accordance with plans developed by others. Verifies and analyzes data to identify trends and relationships as well as current and potential technical and management problems. Drafts reports of findings along with related documentation.

2 years experience. BA/BS degree.

IT Consultant 3

Designs, implements and analyses the elements of an IT program; provides leadership and guidance to specialized IT policy development; authorizes final reports; gives presentations to high level managers; completes other program elements that require specialized IT expertise. Possesses strong knowledge of policies and procedures.

5 years experience. BA/BS degree.

IT Consultant 4

Provide technical and functional analysis, design, develop and enhancements. Provide expertise to clients in the delivery of completed projects and the implementation of improved operational methods to meet the customers’ business requirements. May supervise or mentor junior level staff. Provides software portion of the software maintenance process.

6 years experience. BA/BS degree.

IT Consultant 5

Provide technical and functional analysis, design, develop and enhancements. Provide expertise to clients in the delivery of completed projects and the implementation of improved operational methods to meet the customers’ business requirements. Supervises and mentors junior level staff. Presents project plans, status and progress reports to the project managers.

7 years experience. BA/BS degree.
IT Help Desk Specialist 1

Provides phone and in-person support to users in the areas of e-mail, directories, and standard Windows desktop application. Logs incidents, triages the identified issue/incident, troubleshoots application/software issues, and provides resolution. Creates, updates, and/or maintains standard operating procedures.

0 years experience. AA/AS degree.

IT Help Desk Specialist 3

Troubleshooting and management of desktop/laptops hardware/software and help desks in a multi-server environment. Serves as the initial point of contact for troubleshooting all IT related problems, including hardware/software, passwords, and printer problems.

2 years experience. BA/BS degree.

Program Manager 2

Experience in managing project budgets and resources using automated project management tools and recognized quality control methodologies; demonstrated capability in managing multi-task contracts of varied types and complexity. Requires experience in information systems technology.

7 years experience. BA/BS degree.

Programmer 1

Entry level position with knowledge in applications programming.

2 years experience. HS diploma.

Programmer 2

Writes and develops code for a number of projects. Assists in solving application problems involving software development and maintenance.

5 years experience. BA/BS degree.
Senior IT Consultant 1

Designs, implements and analyses the elements of an IT program; provides leadership and guidance to specialized IT policy development; authorizes final reports; gives presentations to high level managers; and completes other program elements that require specialized IT expertise. Possesses strong knowledge of policies and procedures.

7 years experience. BA/BS degree.

Senior IT Consultant 2

Serves as independent expert or senior member of consulting team or acts as project lead on projects of substantial scope and complexity. Determines technical project objectives and selecting or performing/overseeing conceptual and methodological design for the project execution.

9 years experience. BA/BS degree.

Senior IT Consultant 3

Expert guidance and insight into specific technologies and their application and independently performs a variety of system design and integration tasks where a specific subject matter expertise is necessary. Is capable of being project manager and leading junior level staff.

11 years experience. BA/BS degree.

Senior IT Consultant 4

Uses specific expert or institutional experience to serve as a subject matter expert in areas that include management responsibility for large projects. Provides executive-level consulting services to the client in a highly-specialized area to include domain expertise in information system analysis, design, integration, documentation and implementation advice requiring in-depth knowledge and experience.

13 years experience. BA/BS degree.
Senior IT Consultant 5

Provides executive-level consulting services to the client in a highly-specialized area to include domain expertise in information system analysis, design, integration, documentation and implementation advice requiring in-depth knowledge and experience. Experienced in advising senior executives on relevant industry data.

15 years experience. BA/BS degree.

Senior Program Manager 3

Extensive experience planning and managing large-scale or complex programs and has demonstrated the ability to set and maintain overall direction for a program; to control overall scope, budget, and schedule for complex, multi-project programs; and the ability to communicate with client executive management to ensure that critical program related issues are addressed.

15 years experience. BA/BS degree.

Senior Programmer 1

Works independently on a number of developmental tasks. Solves application problems involving all phases of software development and maintenance. Writes program code for projects and preforming testing of developed programs. Capable of keeping pace with the advancement of computer technology. Analyzes updates in software requirements and implements changes into programs.

7 years experience. BA/BS degree.

Software Engineer 1

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.

3 years software development experience. BA/BS or 3 years of work experience.

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and/or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.
<table>
<thead>
<tr>
<th>Role</th>
<th>Hourly Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>Business Analyst 1</td>
<td>$135.18</td>
</tr>
<tr>
<td>Business Systems Analyst 1</td>
<td>$89.05</td>
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<tr>
<td>Business Systems Analyst 3</td>
<td>$156.88</td>
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<tr>
<td>Database Administrator 1</td>
<td>$105.21</td>
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<tr>
<td>Database Administrator 2</td>
<td>$123.82</td>
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<tr>
<td>Database Administrator 3</td>
<td>$145.44</td>
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<tr>
<td>Database Administrator 4</td>
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<tr>
<td>IT Consultant 1</td>
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<tr>
<td>IT Consultant 3</td>
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<tr>
<td>IT Consultant 4</td>
<td>$160.80</td>
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<td>IT Consultant 5</td>
<td>$180.38</td>
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<tr>
<td>IT Help Desk Specialist 1</td>
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<tr>
<td>IT Help Desk Specialist 3</td>
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<tr>
<td>Program Manager 2</td>
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<tr>
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<td>Senior IT Consultant 4</td>
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<tr>
<td>Senior IT Consultant 5</td>
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<tr>
<td>Senior Program Manager 3</td>
<td>$287.86</td>
</tr>
<tr>
<td>Senior Programmer 1</td>
<td>$180.38</td>
</tr>
<tr>
<td>Software Engineer 1</td>
<td>$145.44</td>
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</tbody>
</table>