

GENERAL SERVICES ADMINISTRATION AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST FEDERAL SUPPLY SCHEDULE CATALOG/PRICE LIST

GS-35F-0226W is listed here for reference purposes only and is replaced by 47QSWA19D002W. GS-35F-0226W is only to be used for BPAs and orders awarded prior to 9/3/20. All new BPAs and orders MUST be awarded against M.C. Dean's surviving MAS contract 47QSWA19D002W.

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 for GSA Advantage!® is: GSAAdvantage.gov.

Schedule Title:	Multiple Award Schedule (MAS)	
Contract Number:	GS-35F-0226W	
Contract Period:	Base: 27JAN2010-26JAN2015 1st Option: 27JAN2015-26JAN2020 2nd Option: 27JAN2020-26JAN2025	
Contractor Name:	M.C. Dean, Inc.	
Contractor Address:	1765 Greensboro Station Place, Suite 1400, Tysons, VA	
Contractor Phone:	(703) 802-6231	
Contractor Fax:	(703) 421-4670	
DUNS Number:	04-320-3249	
Internet Address:	www.mcdean.com	
Email Address:	MCDEAN.GSA.MAS@MCDean.com	
Business Size:	Other Than Small (Large)	
Contract Administrator:	Beate M. Ritz-Bruckner	
SIN #	54151S	Information Technology Professional Services
	OLM	Order-Level Materials (OLM)

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

Price list current as of March 15, 2022 (Contract Mod #PA-0027)

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1a: Awarded Special Item Numbers (SINS)

OLM - Order-Level Materials (OLM)

54151S - Information Technology Professional Services

- ☐ FPDS Code D301 IT Facility Operation and Maintenance
- ☐ FPDS Code D302 IT Systems Development Services
- ☐ FPDS Code D306 IT Systems Analysis Services
- ☐ FPDS Code D307 Automated Information Systems Design and Integration Services
- ☐ FPDS Code D308 Programming Services
- ☐ FPDS Code D310 IT Backup and Security Services
- ☐ FPDS Code D311 IT Data Conversion Services
- ☐ FPDS Code D313 Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services
- ☐ FPDS Code D316 IT Network Management Services
- ☐ FPDS Code D399 Other Information Technology Services, Not Elsewhere Classified

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 GSA Multiple Award Schedules 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.

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.gsaadvantage.gov). The catalogs/pricelists, GSA Advantage!® and the Federal Acquisition Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small,

small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

1b: Lowest Price Model Number and Lowest Unit Price for Each SIN

See price list.

1c: Hourly Rate Information

See Appendix A: Hourly Rate Information.

2: Maximum Order

(All dollar amounts are exclusive of any discount for prompt payment.)

Special Item Number 54151S - Information Technology Professional Services \$500,000

Special Item Number OLM \$250,000

3: Minimum Order

The minimum dollar value of orders to be issued is \$100.

4: Geographic Coverage (Delivery Order)

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:

- ☒ [X] 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.

5: Point(s) of Production

Tysons, VA, USA

6: Discount from List Prices or Statement of Net Price:

Prices shown are NET Prices; Basic Discounts have been deducted.

- ☐ Dollar Volume: Not applicable below the Maximum Order Value.
- ☐ Government Educational Institutions: Government Educational Institutions are offered the same discounts as all other government customers.
- ☐ Use of Government Commercial Credit Card: Not applicable.
- ☐ Other: Not applicable below the Maximum Order Value.

7: Quantity Discounts

Not applicable.

8: Prompt Payment Terms

1% for payment within 10 calendar days.

9: Foreign Items

Not applicable.

10A: Time of Delivery

The start of services shall be as set forth in the delivery order or as otherwise agreed in a negotiated work schedule. Estimated delivery dates for deliverable work products will be provided as requested in response to a Statement of Work.

10B: Expedited Delivery

Items available for expedited delivery are noted in this price list.

10C: Overnight and 2-Day Delivery

M.C. Dean will provide our customer a dedicated Point of Contact upon task order award. Customers are encouraged to contact this individual directly for any overnight and 2-day delivery requirements.

10D: 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.

11: F.O.B. Points

Destination.

12A: Ordering Addresses

Bid Administrator
1765 Greensboro Station Place
Tysons, Virginia 22102
Phone: (703) 802-6231
Fax: (703) 463-2668
Email: MCDEAN.GSA.MAS@MCDean.com

Contractor must accept the credit card for payments equal to or less than the micro-purchase for oral or written orders under this contract. Credit cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

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

M.C. Dean, Inc. Phone:
(703) 802-6231
Fax: (571) 262-8200

12B. Ordering Procedures

For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules) and in Federal Acquisition Regulation (FAR) 8.405-3.

13: Payment Addresses

M.C. Dean, Inc.
P.O. Box 532232
Atlanta, GA 30353-2232

14: Warranty Provision

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.

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

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

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.

21: Preventive Maintenance

Not applicable.

22A: Special Attributes

ISO 9001:2015 Certified

CMMI Level 3 Certified

LEED Certified

EPA EnergyStar Partner

Department of Energy (DOE) Energy Service Company

Designated one of "America's Safest Companies" (EHS Today, 2017)

22B: Section 508A Compliance

M.C. Dean, Inc. offers technical, managerial, and advisory services, which are generally not considered Electronic and Information Technology (EIT). These services are not provided by the government to employees or to the public. Section 508 compliance does not apply to these services. M.C. Dean, Inc. will address Section 508 compliance requirements as set out in a Task Order or Statement of Work if their services are ordered in support of agency requirements relating to EIT applications, products and services provided to employees or to the public.

The EIT standard can be found at: www.Section508.gov/.

23: Unique Entity Identifier (UEI) Number

UEI Number: RD55NEXJ5EW4

24: Notification Regarding Registration in System for Award Management (SAM) Database

M.C. Dean maintains an active SAM registration; CAGE code 3K773.

APPENDIX A: HOURLY RATE INFORMATION

Category Number	Labor Category	1/27/2022-1/26/23	1/27/2023-1/26/24	1/27/2024-1/26/25
1	Program/Project Manager (IT)	\$175.32	\$179.70	\$184.19
2	Subject Matter Expert (IT)	\$319.04	\$327.02	\$335.19
3	Systems Architect (IT)	\$224.47	\$230.08	\$235.83
4	Systems Engineer (IT)	\$140.82	\$144.35	\$147.95
5	Design Engineer (IT)	\$132.12	\$135.43	\$138.81
6	Jr. Design Engineer (IT)	\$105.64	\$108.28	\$110.99
7	Network Architect (IT)	\$383.15	\$392.73	\$402.54
8	Senior Network Engineer (IT)	\$149.11	\$152.83	\$156.65
9	Network Engineer (IT)	\$139.93	\$143.43	\$147.02
10	Jr. Network Engineer (IT)	\$127.01	\$130.18	\$133.44
11	Senior Security Engineer (IT)	\$266.53	\$273.19	\$280.02
12	Security Engineer (IT)	\$146.59	\$150.25	\$154.01
13	Jr. Security Engineer (IT)	\$94.42	\$96.78	\$99.20
14	Software Architect (IT)	\$271.18	\$277.96	\$284.91
15	Senior Software Engineer (IT)	\$173.31	\$177.65	\$182.09
16	Software Engineer (IT)	\$137.35	\$140.78	\$144.30
17	Jr. Software Engineer (IT)	\$97.29	\$99.72	\$102.21
18	Sr. Enterprise Engineer (IT)	\$206.03	\$211.18	\$216.46
19	Enterprise Engineer (IT)	\$149.66	\$153.40	\$157.23
20	Senior Requirements Analyst (IT)	\$209.52	\$214.76	\$220.13
21	System Requirements Analyst (IT)	\$115.31	\$118.20	\$121.15
22	Jr. Requirements Analyst (IT)	\$77.26	\$79.19	\$81.17

Category Number	Labor Category	1/27/2022-1/26/23	1/27/2023-1/26/24	1/27/2024-1/26/25
23	Senior Technician (IT)	\$149.90	\$153.65	\$157.49
24	Technician (IT)	\$100.70	\$103.22	\$105.80
25	Jr. Technician (IT)	\$76.24	\$78.15	\$80.10

APPENDIX B: M.C. DEAN, INC. LABOR CATEGORIES

Program/Project Manager

Responsible for large projects or a significant segment of a large complex program. Translates customer requirements into formal agreements and plans that culminate in customer acceptance of results while meeting business objectives. Works with customer to identify business requirements and develops the proposed solution. Subsequently leads a team in initiating, planning, controlling, executing, and closing tasks of a project or segment of a project to produce the delivered solution. Executes a wide range of process activities beginning with the initial technical response to an order through development, test and final delivery. Formulates partnerships between customer, suppliers, and staff. Anticipates potential project related problems. Uses refined techniques for identifying, eliminating, or mitigating solution, project, and business risks. Understands customer, industry, and business trends. Applies this understanding to meet project objectives. As appropriate, challenges the validity of given procedures and processes to enhance or improve them. Analyzes information and situations and implements actions, independently or through the management team, to ensure project objectives are met. Analyzes new and complex project related problems and creates innovative solutions involving finance, scheduling, technology, methodology, tools, and solution components.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: Ten years of intensive and progressive experience in the project management discipline. An additional five years of experience managing technical, scientific, or engineering projects may be substituted for a Bachelor's degree.

Subject Matter Expert (IT)

Provides technical knowledge and skill in using specialized applications in the areas specified in the order. Experienced in the operational environment and using high-level functional systems analysis, design, integration, documentation, and implementation methodologies on complex problems that require in-depth knowledge of the subject matter for effective implementation. Participates as needed in all phases of engineering design and software development with emphasis on the planning, analysis, testing, integration, documentation and presentation phases. Applies principles, methods and knowledge of the functional area of expertise to specific order requirements and in the process uses advanced mathematical principles and methods to arrive at practical, innovative solutions. Designs and prepares technical reports, data bases, studies, and related documentation, makes charts and graphs to record results. Prepares and delivers presentations and briefings as required by the order.

Educational Requirements: Master's degree or equivalent in engineering, computer science, or a mathematics, financial or business discipline that provides substantial knowledge and skill in sophisticated technical disciplines that are closely related to the work required by the order.

Experience Requirements: Fifteen years of intensive and progressive experience in the last twenty calendar years in the individual's field of study and specialization. An additional five years of experience in related areas may be substituted for the Master's degree.

Systems Architect (IT)

Provides executive level support to customers in identifying, compiling, and analyzing information transfer requirements and determining how these requirements can best be met. Architects, designs, develops and executes proven approaches to requirements analysis following I.E.E.E. and other applicable specifications, to provide customers with: confluence of understanding between User and Technical communities; bi-directional feedback mechanism for User and Technical personnel discussions and consensus; a framework for early identification and resolution of system design problems; a foundation for qualifying and quantifying system characteristics that meet customer needs; a baseline for comprehensive system capabilities and a basis for determining system completion parameters; a road map for system planning, design and development; and a mechanism for capturing, documenting and auditing requirements changes. Provides top-level briefings, analyses and recommendations to executive decision makers on the structure, format, approach and anticipated results and performance metrics associated with requirements determination processes

Educational Requirements: Master's degree or equivalent.

Experience Requirements: Fifteen years of experience in User requirements gathering, analysis, assessment, and feedback, to include facilitating working requirements sessions and engaging in enterprise-wide requirements determination and documentation initiatives. An additional five years of experience in related areas may be substituted for the Master's degree.

Systems Engineer (IT)

Designs, develops, and implements systems engineering solutions that meet the customer's connectivity, throughput, and security requirements. Evaluates existing systems to identify deficiencies and performance issues. Experienced with the systems engineering architectures and planning that must be undertaken to adequately define requirements, acquire, and implement systems, equipment and software. Consults with users, managers, and staff to ensure that deficiencies and alternatives have been fully identified and that the solution meets requirements.

Educational Requirements: Bachelor's degree.

Experience Requirements: This position requires a minimum of three to five years experience, of which at least two years in the last five calendar years must be specialized in the systems engineering field. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Design Engineer (IT)

Provides expert support, analysis, and assistance in the design, development, deployment and integration of Enterprise Applications and technology solutions. Has broad expertise in hardware, software, and support systems for general and specialized applications, to ensure seamless communication and use of data across legacy systems and different vendor applications. Provides technical analysis and implementation support for products and solutions designs in multi-vendor, heterogeneous environments.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: This position requires a minimum of three to five years experience, including one year of specialized design and implementation in network, software or systems environments. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Jr. Design Engineer (IT)

Provides support, analysis, and assistance in the design, development, deployment and integration of Enterprise Applications and technology solutions. Has broad expertise in hardware, software, and support systems for general and specialized applications, to ensure seamless communication and use of data across legacy systems and different vendor applications. Provides technical analysis and implementation support for products and solutions designs in multi-vendor, heterogeneous environments.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: This position requires up to three years experience, including one year of specialized design and implementation in network, software or systems environments. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Network Architect (IT)

Conceptualizes, designs, plans, and oversees implementation of local, national and global network architectures, including: Notional topologies and physical infrastructures and

architectures; Definition of network service layers and protocol and service support elements; definition of network protection layers and strategies; design, evaluation and selection of Transmission, IP, ATM, SONET, and other equipment components; design of evolutionary network growth paths, including reduced latency by merging network transmission layers, new network services, and new transmission technologies; development of strategies for scalable, manageable network configurations allowing exponential growth over time; and strategic inputs to network cost and return on investment calculations. The network architect shall be the senior network design authority on the project and shall have sufficient education, certifications such as C.C.I.E or other industry credentials.

Educational Requirements: Master's degree or equivalent.

Experience Requirements: Fifteen years of experience in progressively large scale network design and deployment, to include expertise with national and global wide area architectures. An additional five years of experience in related areas may be substituted for the Master's degree.

Senior Network Engineer (IT)

Must have proven technical ability in LAN/WAN design and implementation. Excellent understanding of TCP/IP and routing protocols is needed. Attention to detail is required in managing complex changes to customer networks. Act as the technology lead for designing the network and security platforms and technical lead supporting the network. Other responsibilities include security audits, assessments, design, implementation and configuration. Provides leadership, direction and vision in the support and deployment of network and security technologies. Works with project managers, business analysts and contractors on security solutions to address customer's security requirements. Researches and provides information on security related solutions. Performs software evaluations and testing of new and existing security solutions.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Certification from appropriate training institutions is desirable such as Cisco Certified Internet Expert (CCIE), Cisco Certified Internet Professional (CCIP), or Cisco Certified Network Professional (CCNP).

Experience Requirements: This position requires six to ten years experience, of which at least four years in the last twelve calendar years must be specialized. Specialized experience may include design of LAN/WANs with a software supplier, systems integrator, engineering consulting firm or an ISP, CLEC, IXC, or a LEC. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Network Engineer (IT)

Must have proven technical ability in LAN/WAN design and implementation. Excellent understanding of TCP/IP and routing protocols is needed. Attention to detail is required in managing complex changes to customer networks. Responsibilities include security audits, assessments, design, implementation and configuration. Provides support and deployment of network and security technologies. Works with project managers, business analysts and contractors on security solutions to address customer's security requirements. Researches and provides information on security related solutions. Performs software evaluations and testing of new and existing security solutions.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Certification from appropriate training institutions is desirable such as Cisco Certified Internet Expert (CCIE), Cisco Certified Internet Professional (CCIP), or Cisco Certified Network Professional (CCNP).

Experience Requirements: This position requires a minimum of three to five years experience. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Jr. Network Engineer (IT)

Must have proven technical ability in LAN/WAN design and implementation. Excellent understanding of TCP/IP and routing protocols is needed. Attention to detail is required in managing complex changes to customer networks. Responsibilities include security audits, assessments, design, implementation and configuration. Provides support and deployment of network and security technologies.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: This position requires up to three years experience. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Senior Security Engineer (IT)

Executes enterprise security policies and ensures all aspects of security architectures, strategies, processes, programs and methodologies are implemented at the physical, technical and logical levels. Implements security mechanisms and measures for: Network Servers, Workstations and PCs, Laptops, Local area network devices, Wide area network devices, Routers, Firewall, Encryption devices, and security elements of network management systems. Audits level of security (Logs, exploits, attacks), evaluates new solutions and capabilities, validates changes to the environment, performs penetration tests, corrects problems identified, and tracks, records and maintains audit logs. Provides user, management and executive level

support for security issues on a daily basis. Maintains necessary industry security accreditations and certifications, and keeps abreast of emerging security issues, standards and implementation techniques.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Network security certifications and accreditations from major carriers and vendors are desirable.

Experience Requirements: This position requires six to ten years of experience in network engineering and security practice, with progressively greater experience in hands-on network security, intrusion detection, and other core enterprise security functions. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Security Engineer (IT)

Executes enterprise security policies and ensures all aspects of security architectures, strategies, processes, programs and methodologies are implemented at the physical, technical and logical levels. Implements security mechanisms and measures for: Network Servers, Workstations and PCs, Laptops, Local area network devices, Wide area network devices, Routers, Firewall, Encryption devices, and security elements of network management systems. Audits level of security (Logs, exploits, attacks), evaluates new solutions and capabilities, validates changes to the environment, performs penetration tests, corrects problems identified, and tracks, records and maintains audit logs. Provides user, management and executive level support for security issues on a daily basis. Maintains necessary industry security accreditations and certifications, and keeps abreast of emerging security issues, standards and implementation techniques.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Network security certifications and accreditations from major carriers and vendors are desirable.

Experience Requirements: Three to five years of experience in network engineering and security practice, with progressively greater experience in hands-on network security, intrusion detection, and other core enterprise security functions. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Jr. Security Engineer (IT)

Implements security mechanisms and measures for: Network Servers, Workstations and PCs, Laptops, Local area network devices, Wide area network devices, Routers, Firewall, Encryption devices, and security elements of network management systems. Audits level of security (Logs, exploits, attacks), evaluates new solutions and capabilities, validates changes to the environment, performs penetration tests, corrects problems identified, and tracks, records and maintains audit logs. Provides user, management and executive level support for security

issues on a daily basis. Maintains necessary industry security accreditations and certifications, and keeps abreast of emerging security issues, standards and implementation techniques.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field. Network security certifications and accreditations from major carriers and vendors are desirable.

Experience Requirements: Up to three years of experience in network engineering and security practice. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Software Architect (IT)

Formulates and defines system scope and objectives for complex information systems. Prepares detailed specifications for programs. Designs, codes, tests, debugs and documents programs. Works in all phases of applications, systems analysis, and programming activities. Provides guidance and training to less experienced analysts/programmers.

Educational Requirements: Master's degree or equivalent.

Experience Requirements: Over fifteen years of increasingly complex and progressive experience in the last twenty calendar years in performing systems analysis, development, and implementation using a variety of information technology resources. An additional five years of experience in related areas may be substituted for the Master's degree.

Senior Software Engineer (IT)

Formulates and defines system scope and objectives for complex information systems. Prepares detailed specifications for programs. Designs, codes, tests, debugs and documents programs. Works in all phases of applications, systems analysis, and programming activities. Provides guidance and training to less experienced analysts/programmers.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: This position requires six to ten years of increasingly complex and progressive experience in the last twelve calendar years in performing systems analysis, development, and implementation for information technology resources. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Software Engineer (IT)

Formulates and defines system scope and objectives for complex information systems. Prepares detailed specifications for programs. Designs, codes, tests, debugs and documents programs. Works in all phases of applications, systems analysis, and programming activities.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: Three to five years of increasingly complex and progressive experience in performing systems analysis, development, and implementation for information technology resources. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Jr. Software Engineer (IT)

Formulates and defines system scope and objectives for complex information systems. Prepares detailed specifications for programs. Designs, codes, tests, debugs and documents programs. Works in all phases of applications, systems analysis, and programming activities.

Educational Requirements: A Bachelor's degree in Engineering, Computer Science, Mathematics, Economics, or other field.

Experience Requirements: Up to three years of increasingly complex and progressive experience in performing systems analysis, development, and implementation for information technology resources. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Sr. Enterprise Engineer (IT)

Applies enterprise architecture, process improvement and reengineering methodologies and principles with Internet-related methodologies to conduct process modernization projects. Responsible for the effective transitioning of existing organizations or project teams and the facilitation of project teams in the accomplishment of the organization's goals or project activities and objectives through the improved use of the Internet and intranets. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer. Key coordinator between customers and multiple project teams to ensure enterprise-wide integration of reengineering efforts and application of best business practices.

Educational Requirements: Bachelor's degree.

Experience Requirements: This position requires a minimum of six to ten years experience, of which at least five years must be specialized. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Enterprise Engineer (IT)

Applies enterprise architecture, process improvement and reengineering methodologies and principles with Internet-related methodologies to conduct process modernization projects. Responsible for the effective transitioning of existing organizations or project teams and the facilitation of project teams in the accomplishment of the organization's goals or project activities and objectives through the improved use of the Internet and intranets. Provides group facilitation, interviewing, training, and provides additional forms of knowledge transfer.

Educational Requirements: Bachelor's degree.

Experience Requirements: This position requires a minimum three to five years experience, of which at least two years must be specialized. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Senior Requirements Analyst (IT)

Serves as primary customer interface during requirements collection process, and develops and executes information extraction and analysis processes to ensure comprehensive requirements determination. Collects and validates system requirements in accordance with accepted definitions. Organizes and communicates requirements a structured manner to allow customers and technical communities to agree on the total set. During the design phase, evaluates requirements to drive key design objectives and constraints for hardware, software, subsystems and operations components. During the development phase, uses requirements to create measurable performance objectives and parameters for the system being developed. Facilitates customer meetings and requirements identification sessions, and has ability to function independently with multiple customer divisions, units, resources, or sources of information to ensure comprehensive requirements determination

Educational Requirements: Bachelor's degree.

Experience Requirements: This position requires six to ten years experience in working with Users at all technical and functional levels, to determine network, systems, and application requirements for designated enterprise programs and objectives. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

System Requirements Analyst (IT)

Serves as customer interface during requirements collection process, and develops and executes information extraction and analysis processes to ensure comprehensive requirements determination. Collects and validates system requirements in accordance with accepted definitions. Organizes and communicates requirements a structured manner to allow customers and technical communities to agree on the total set. During the design phase, evaluates requirements to drive key design objectives and constraints for hardware, software, subsystems

and operations components. During the development phase, uses requirements to create measurable performance objectives and parameters for the system being developed. Facilitates customer meetings and requirements identification sessions, and has ability to function independently with multiple customer divisions, units, resources, or sources of information to ensure comprehensive requirements determination

Educational Requirements: Bachelor's degree.

Experience Requirements: Three to five years of experience in working with Users at all technical and functional levels, to determine network, systems, and application requirements for designated enterprise programs and objectives. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Jr. Requirements Analyst (IT)

Supports customer interface during requirements collection process and develops and executes information extraction and analysis processes to ensure comprehensive requirements determination. Collects and validates system requirements in accordance with accepted definitions. Organizes and communicates requirements a structured manner to allow customers and technical communities to agree on the total set. During the design phase, evaluates requirements to drive key design objectives and constraints for hardware, software, subsystems and operations components. During the development phase, uses requirements to create measurable performance objectives and parameters for the system being developed.

Educational Requirements: Bachelor's degree.

Experience Requirements: Up to three years of experience in working with Users at all technical and functional levels, to determine network, systems, and application requirements for designated enterprise programs and objectives. An additional five years of experience in related areas may be substituted for the Bachelor's degree.

Senior Technician (IT)

Monitors and responds to complex hardware, software, and network problems using a variety of hardware and software testing tools and techniques. Provides primary interface with contractor's technical support groups or provides internal analysis and support to ensure appropriate notification during outages or periods of degraded system performance. Requires extensive knowledge of communications hardware and software in multi-vendor environment. May function as task lead providing guidance and training for less experienced technicians.

Educational Requirements: High school graduate. A certificate for training that is directly related to the task or equipment to be used may be substituted for a high school diploma.

Experience Requirements: Eight to ten years of increasingly complex and progressive experience in the last twelve calendar years in systems, network, security, or other hardware and software technical areas.

Technician (IT)

Monitors and responds to complex hardware, software, and network problems using a variety of hardware and software testing tools and techniques. Provides primary interface with contractor's technical support groups or provides internal analysis and support to ensure appropriate notification during outages or periods of degraded system performance. Requires extensive knowledge of communications hardware and software in multi-vendor environment. May function as task lead providing guidance and training for less experienced technicians.

Educational Requirements: High school graduate. A certificate for training that is directly related to the task or equipment to be used may be substituted for a high school diploma.

Experience Requirements: Three to seven years of increasingly complex and progressive experience in the last ten calendar years in systems, network, security, or other hardware and software technical areas.

Jr. Technician (IT)

Monitors and responds to complex hardware, software, and network problems using a variety of hardware and software testing tools and techniques. Provides interface with contractor's technical support groups or provides internal analysis and support to ensure appropriate notification during outages or periods of degraded system performance. Requires knowledge of communications hardware and software in multi-vendor environment.

Educational Requirements: High school graduate. A certificate for training that is directly related to the task or equipment to be used may be substituted for a high school diploma.

Experience Requirements: Up to three years of increasingly complex and progressive experience in the last ten calendar years in systems, network, security, or other hardware and software technical areas.

APPENDIX C: USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

PREAMBLE

M.C. Dean, Inc. provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact Kathy Athey, Phone: (703) 802-6231 x1164, Fax: (703) 463-2825, Email: Kathy.Athey@mcdean.com.

APPENDIX D: ABOUT M.C. DEAN, INC.

M.C. Dean, Inc. is the nation's premier electrical design-build and systems integration firm for complex, mission-critical organizations.

M.C. Dean's capabilities include electrical, electronic security, telecommunications, life-safety, instrumentation and control, and command and control systems.

M.C. Dean, Inc. serves a diverse group of markets including Fortune 1000 corporations; universities; high tech and biotech firms; Federal, state, and local government clients; and other organizations with large scale, complex, and mission-critical infrastructure needs.

Established in 1949, M.C. Dean, Inc. has earned a reputation as an innovator and pioneer. Headquartered in Tysons Corner, Virginia, M.C. Dean, Inc. employs more than 5,000 professionals in offices throughout the Eastern United States, Europe and the Middle East.