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: GSAAdvantage.gov.

MULTIPLE AWARD SCHEDULE

FSC GROUP: INFORMATION TECHNOLOGY

Contract Number: GS-35F-0286N
Period Covered by Contract: February 4, 2018 – February 3, 2023
Price List current through Modification #0037, Effective August 20, 2020

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

Chesapeake NetCraftsmen, LLC
7134 Columbia Gateway Dr.
Ste 100
Columbia, MD 21046
888-804-1717
www.netcraftsmen.com
Small Business
1a. **Table of awarded Special Item Number (SIN):**

<table>
<thead>
<tr>
<th>Contract #</th>
<th>SIN</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>GS-35F-0286N</td>
<td>54151S</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>GS-35F-0286N</td>
<td>OLM</td>
<td>Order-Level Materials (OLM)</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. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See Pricing Attached.

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item. Refer to below awarded GSA Schedule Contract Labor Categories and Pricelist.

2. **Maximum Order:** 54151S-$500,000
   OLM- $0

3. **Minimum Order:** $100.00

4. **Geographic coverage:** Domestic Delivery

5. **Point of production:** United States

6. **Discount from list prices:** Prices shown are NET prices; Basic Discounts have been deducted

7. **Quantity Discounts:** None

8. **Prompt payment terms:** .5% - 15 days from receipt of invoice or date of acceptance, whichever is later. Information for the ordering offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

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

9b. **Government purchase cards are accepted at or above the micro-purchase threshold.**
**Contract contractor for limit.**

10. **Foreign items:** Not applicable

11a. **Time of delivery:** TBD at task order level

11b. ** Expedited delivery:** TBD at task order level

11c. **Overnight and 2 day delivery:** TBD at task order level

11d. **Urgent requirements:** TBD at task order level
12. **F.O.B. points:** Destination

13a. **Ordering Address:** Chesapeake NetCraftsmen, LLC  
7134 Columbia Gateway Dr.  
Ste 100  
Columbia, MD 21046

13b. **Ordering procedures:** 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.

14. **Payment address:** Chesapeake NetCraftsmen, LLC  
249 Fifth Avenue  
Pittsburgh, PA 15222

15. **Warranty provision:** Standard Commercial Warranty

16. **Export packing charges:** Not Applicable

17. **Terms and conditions of Government purchase card acceptance:** Government purchase cards accepted

18. **Terms and conditions of rental, maintenance and repair:** Not Applicable

19. **Terms and conditions of installation:** Not Applicable

20. **Terms and conditions or repair parts:** Not Applicable

20a. **Terms and conditions for any other services:** Not Applicable

21. **List of service and distribution points:** Not Applicable

22. **List of participating dealers:** Not Applicable

23. **Preventative maintenance:** Not Applicable

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

24b. **Section 508 compliance:** Information regarding Section 508 Compliance can be found at:  
http://www.netcraftsmen.net/about-us/contact-us.html

25. **Data universal Number System (DUNS) number:** 076336457

26. **Notification regarding registration in System for Award Management (SAM) database.**  
Chesapeake NetCraftsmen, LLC has an active registration in the SAM database,  
Cage Code: 1WN87.
PRICING TABLE

<table>
<thead>
<tr>
<th>No.</th>
<th>Labor Category</th>
<th>Govt. Site</th>
</tr>
</thead>
<tbody>
<tr>
<td>1.</td>
<td>Project Manager</td>
<td>$181.36/hr</td>
</tr>
<tr>
<td>2.</td>
<td>Principal Architect</td>
<td>$294.71/hr</td>
</tr>
<tr>
<td>3.</td>
<td>Architect</td>
<td>$272.04/hr</td>
</tr>
<tr>
<td>4.</td>
<td>Senior Engineer I</td>
<td>$221.45/hr</td>
</tr>
<tr>
<td>5.</td>
<td>Senior Engineer II</td>
<td>$249.37/hr</td>
</tr>
<tr>
<td>6.</td>
<td>Telephony Engineer</td>
<td>$199.50/hr</td>
</tr>
<tr>
<td>7.</td>
<td>Senior Network Engineer</td>
<td>$197.50/hr</td>
</tr>
<tr>
<td>8.</td>
<td>Engineer II</td>
<td>$183.54/hr</td>
</tr>
<tr>
<td>9.</td>
<td>Engineer I</td>
<td>$163.59/hr</td>
</tr>
<tr>
<td>10.</td>
<td>Member Technical Staff III</td>
<td>$118.20/hr</td>
</tr>
<tr>
<td>11.</td>
<td>Member Technical Staff II</td>
<td>$114.71/hr</td>
</tr>
<tr>
<td>12.</td>
<td>Member Technical Staff I</td>
<td>$87.03/hr</td>
</tr>
<tr>
<td>13.</td>
<td>Network Technician</td>
<td>$56.30/hr</td>
</tr>
</tbody>
</table>

LABOR CATEGORY DESCRIPTIONS

**Commercial Job Title:** Project Manager

i. **General**
   1. 5+ years of relevant experience
   2. Function as the Point of Contact (POC) to customers, project team, and stakeholders.
   3. Lead teams on large projects or significant segment of large complex projects.
   5. Experience with Microsoft Office and project management related tools.
   6. Knowledge of Project Management Methodologies (i.e., PMI PMBOK), including but not limited to:
   7. Integration management
   8. Scope management
   9. Time management
   10. Cost management
   11. Quality management
   12. Project Human Resource management
13. Communications management
14. Risk management
15. Oversees all aspects of projects.

ii. Functional responsibilities
1. Develop requirements and advise project approaches.
2. Coordinate and integrate technical projects and work directly with the customer representatives and project participants.
3. Provide overall technical, cost, schedule, customer relations, and project team support for multiple contracts.
4. Responsible for overall project control including initial planning, reporting, cost, and schedule management and technical management.
5. Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects.
6. Manage projects from original concept through final implementation.
7. Define project scope and objectives. Develop detailed work plans, schedules, project estimates, resource plans, and status reports.
8. Conduct project meetings and is responsible for project tracking and analysis.
9. Ensure adherence to quality standards and review project deliverables.
10. Manage the integration of vendor tasks and tracks and reviews vendor deliverables.
11. Provide technical and analytical guidance to project team.
12. Recommend and take actions to direct the analysis and solutions of problems.
13. Provides direction to Project Coordinator, engineers, and project team.
14. Administer and execute policies and procedures that typically affect individual project team member.
15. Prepare long and short-range plans for application selection, systems development, systems maintenance, and production activities and for necessary support resources.
16. Analyze project related problems and create solutions involving finance, scheduling, technology, methodology, and tools.

iii. Minimum Education
1. Bachelor Degree – or equivalent experience
2. PMP certified

Commercial Job Title: Principal Architect
i. General Experience:
1. 20 Years relevant experience
2. Functions as CTO, Chief Engineer, Distinguished Engineer
3. Ability to act independently
4. Leads initiatives at all levels
5. In depth, technical and business understanding of the working environment
6. Expert knowledge of all aspects in one or more of the following:
   a. Network engineering
   b. Enterprise Network Management
   c. Security
   d. Data Center
   e. Network Design/Configuration
   f. Unified Communications and Collaboration
   g. Virtualization

ii. Functional Responsibilities:
1. Applies broad technical expertise to address business challenges
2. Directs multi-disciplinary teams focused on complex projects
3. Develops and delivers briefings and presentations for clients
4. Produces relevant documentation
5. Plans and Manages project budgets and schedules
6. Develops and presents relevant reports

iii. Minimum Education:
1. PhD, dual Masters – or equivalent experience
2. CCIE, CCDE or equivalent

Commercial Job Title: Architect

iv. General Experience
1. 17 Years relevant experience
2. Functions as a Practice Lead or Senior Subject Matter Expert
3. Ability to act independently
4. Leads initiatives at all levels
5. In-depth technical and business understanding of the working environment
6. Expert knowledge of all aspects in one or more of the following:
   a. Network engineering
   b. Enterprise Network Management
   c. Security
   d. Data Center
   e. Network Design/Configuration
   f. Unified Communications and Collaboration
   g. Virtualization

v. Functional Responsibilities
1. Applies broad technical expertise to address business challenges
2. Directs multi-disciplinary teams focused on complex projects
3. Develops and delivers briefings and presentations for clients
4. Produces relevant documentation
5. Plans and Manages project budgets and schedules
6. Develops and presents relevant reports

vi. Minimum Education
1. Masters degree – or equivalent experience
2. CCIE or equivalent

Commercial Job Title: Senior Engineer I

General Experience: This position requires a minimum of 12 years’ professional experience. This position functions as a team lead, Senior Project Manager, or Subject Matter Expert. The Senior Engineer I has the ability to act independently, leads small initiatives and has in-depth technical understanding of the working environment. The Senior Engineer I has detailed knowledge of all aspects in one or more of the following:
   - Network Engineering
   - Enterprise Network Engineer
   - Security
   - Data Center
   - Network Design/Configuration
   - Unified Communications and Collaboration
   - Virtualization

Functional Responsibilities: Applies broad technical expertise to address business challenges. This position leads a multi-disciplinary team focused on a complex project and will develop briefings and presentations for clients. The Senior Engineer I will also produce relevant documentation, manage single project budgets and schedules as well as develop and present relevant reports.
Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience. Should also possess the following certifications: Cisco Certified Internetworking Expert (CCIE)

**Commercial Job Title:** Telephony Engineer
General Experience: This position requires a minimum of 5 years of relevant experience and functions as a member of a team.
Functional Responsibilities:
- Performs network engineering tasks technical in nature
- Design and Implementation of Integrated voice and data networks
- Installation of Hardware
- Plans and Performs Telephony Network engineering research
- Provides operational support
- Member of a team focused on a project
Minimum Education: Bachelor’s Degree

**Commercial Job Title:** Senior Engineer II
General Experience:
1. 15 Years relevant experience
2. Functions as a Team Lead, Principal Project Manager, or Subject Matter Expert
3. Ability to act independently
4. Leads small to mid-size initiatives
5. In depth technical and business understanding of the working environment
6. Detailed knowledge of all aspects in one or more of the following:
   a. Network engineering
   b. Enterprise Network Management
   c. Security
   d. Data Center
   e. Network Design/Configuration
   f. Unified Communications and Collaboration
   g. Virtualization
Functional Responsibilities
1. Applies broad technical expertise to address business challenges
2. Leads a multi-disciplinary team focused on a complex project
3. Develops and delivers briefings and presentations for clients
4. Produces relevant documentation
5. Manages project budgets and schedules
6. Develops and presents relevant reports
Minimum Education:
1. Bachelors degree – or equivalent experience
2. CCIE or equivalent

**Commercial Job Title:** Senior Network Engineer
General Experience: This position requires a minimum of 6 years’ professional experience, in depth technical and business understanding of the working environment, expert knowledge of enterprise network management and network design/configuration, and the proven ability to create solutions in complex environments. This individual must possess the ability to lead technical teams and to represent the client at senior level meetings. This position also requires good verbal and written technical communication skills.
Functional Responsibilities: Applies network design and network management expertise. Leads project teams on large-scale design and deployments. Delivers briefings and presentations for clients. Produces
relevant documentation. Plans and manages project budgets and schedules. Provides project status to the internal management.

Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience.

**Commercial Job Title:** Engineer II

General Experience: This position requires a minimum of 10 years’ relevant experience. This position functions as a team lead, Senior Project Manager, or Subject Matter Expert. The Engineer II has the ability to act independently, leads small initiatives and has in-depth technical understanding of the working environment. The Engineer II has detailed knowledge of all aspects in one or more of the following:

- Network Engineering
- Enterprise Network Engineer
- Security
- Data Center
- Network Design/Configuration
- Unified Communications and Collaboration
- Virtualization

Functional Responsibilities: Applies technical expertise to address business challenges. This position leads a team focused on a complex project and will develop briefings and presentations for clients. The Engineer II will also produce relevant documentation, manage single project budgets and schedules as well as develop and present relevant reports.

Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience. Should also possess the following certifications: CCNP, VCP, or equivalent.

**Commercial Job Title:** Engineer I

General Experience: This position requires a minimum of 10 years’ relevant experience. This position functions as a member of a team and has the ability to act independently. The Engineer I has a technical understanding of the working environment. The Engineer I has detailed knowledge of all aspects in one of the following:

- Network Engineering
- Enterprise Network Engineer
- Security
- Data Center
- Network Design/Configuration
- Unified Communications and Collaboration
- Virtualization

Functional Responsibilities: Applies technical expertise to address business challenges. The individual performing this job is a senior member of a team focused on a project and supports the development of briefings and presentations for clients. The Engineer I will produce relevant documentation and support the development and presentation of relevant reports.

Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience. Should also possess the following certifications: CCNA or equivalent.

**Commercial Job Title:** Member Technical Staff III

General Experience: This position requires a minimum of 6 years’ relevant experience. This position functions as a member of a team and has the ability to act independently with supervision. The Member Technical Staff III has technical understanding of the working environment. The Member Technical Staff III has practical knowledge of all aspects in one or more of the following:

- Network Engineering
- Enterprise Network Engineer
- Security
- Data Center
- Network Design/Configuration
- Unified Communications and Collaboration
- Virtualization
Functional Responsibilities: Applies technical expertise to address business challenges. The individual performing this job is a member of a team focused on a project and provides input on the development of briefings and presentations for clients. The Member Technical Staff III produces relevant documentation and provides input to the development and presentation of relevant reports.
Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience. Should also possess the following certifications: CCNA or equivalent

**Commercial Job Title:** Member Technical Staff II
General Experience: This position requires a minimum of 4 years’ relevant experience. This position functions as a member of a team and has the ability to act independently with supervision. The Member Technical Staff II has technical understanding of the working environment and has hands on knowledge of all aspects in one of the following:
  - Network Engineering
  - Enterprise Network Engineer
  - Security
  - Data Center
  - Network Design/Configuration
  - Unified Communications and Collaboration
  - Virtualization

Functional Responsibilities: Applies technical expertise to address business challenges. The individual performing this job is a member of a team focused on a project and provides input on the development of briefings and presentations for clients. The Member Technical Staff II produces relevant documentation and provides input to the development and presentation of relevant reports.
Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience. Should also possess the following certifications: CCENT or equivalent.

**Commercial Job Title:** Member Technical Staff I
General Experience: This position requires a minimum of 3 years’ relevant experience. This position functions as a member of a team and works with supervision. The Member Technical Staff I has technical understanding of the working environment and has hands on knowledge in one of the following:
  - Network Engineering
  - Enterprise Network Engineer
  - Security
  - Data Center
  - Network Design/Configuration
  - Unified Communications and Collaboration
  - Virtualization

Functional Responsibilities: Applies technical expertise to address business challenges. The individual performing this job is a member of a team focused on a project.
Minimum Education: BS in computer science, engineering, or other related discipline or equivalent experience. Should also possess the following certifications: CCENT or equivalent.

**Commercial Job Title:** Network Technician
General Experience: This position requires a minimum of 1 year of relevant experience and functions as a junior member of a team.
Functional Responsibilities: This position applies technical expertise and acts as a member of a team focused on a particular project.
Minimum Education: High School Diploma
STATEMENT:
Due to the availability or limitation of education, occasionally substitution of experience as referenced below for a professional labor type with additional years of experience will be provided to the Federal Agency when responding to their IT requirements and it is solely the acquiring agency’s determination, if the substitution is considered acceptable prior to an award.

Education:
If the stated minimum required education is a Ph.D. however the individual actually has a Bachelor’s Degree, then they will be required to meet one of the following criteria;
* A minimum of 10 additional years of experience over the stated minimum
* CCAr (Cisco Certified Architect)
* CCIE (Cisco Certified Internetwork Engineer) certification
* CCNP (Cisco Certified Network Professional) plus an additional 5 years over the stated minimum

If the stated minimum required education is a Master’s Degree however the individual actually has a Bachelor’s Degree, then they will be required to meet one of the following criteria;
* A minimum of 5 additional years of experience over the stated minimum.
* A CCIE (Cisco Certified Internetwork Engineer) certification
* CCNP (Cisco Certified Network Professional) certification plus an additional 3 years over the stated minimum.

If the stated minimum required education is a Master’s Degree however the individual actually has an Associate’s Degree, then they will be required to meet one of the following criteria;
* A minimum of 10 additional years of experience over the stated minimum.
* A CCIE (Cisco Certified Internetwork Engineer) certification
* CCNP (Cisco Certified Network Professional) certification plus an additional 3 years over the stated minimum.

If the stated minimum required education is a Bachelor’s Degree however the individual actually has an Associate’s Degree, then they will be required to meet one of the following criteria;
* A minimum of 5 additional years of experience over the stated minimum
* CCNP (Cisco Certified Network Professional) certification
* CCNA (Cisco Certified Network Associate) certification plus an additional 2 years over the stated minimum.

If an individual has not earned a higher education degree, then they will be required to meet the certification AND the maximum years of experience listed above for each equivalency.

Service Contract Labor Standards (SCLS) Statement

The Service Contract Labor Standards, formerly the Service Contract Act (SCA), is applicable to this contract as it applies to all services provided. While no specific labor categories have been identified as being subject to SCLS 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 eligible labor categories. If and/or when the contractor adds SCLS labor categories/employees to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS matrix identifying the
GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.