

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

**Special Item No. 132-51 Information Technology Professional Services  
Special Item No. 132-51 (RC) Information Technology Professional Services**



***Acumen Solutions, Inc.***  
**8614 Westwood Center Drive, Suite 700**  
**Vienna, VA 22182**  
**703-600-4004**

**[www.acumensolutions.com](http://www.acumensolutions.com)**

**Contract Number: GS-35F-0287P**

**Period Covered by Contract: February 19, 2004 through February 18, 2009**

**Pricelist current through Modification PO-0002 dated October 24, 2007**



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*Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov/>*

## TABLE OF CONTENTS

<b>INFORMATION FOR ORDERING ACTIVITIES APPLICABLE TO ALL SPECIAL ITEM NUMBERS</b>	<b>3</b>
<b>TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)</b>	<b>11</b>
<b>CORPORATE OVERVIEW AND DESCRIPTION OF SERVICES</b>	<b>16</b>
<b>ACUMEN SOLUTIONS LABOR CATEGORIES JOB DESCRIPTIONS</b>	<b>19</b>
<b>ACUMEN SOLUTIONS GSA RATES</b>	<b>24</b>
<b>USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS</b>	<b>25</b>
<b>BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE</b>	<b>26</b>
<b>BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”</b>	<b>29</b>



**INFORMATION FOR ORDERING ACTIVITIES  
APPLICABLE TO ALL SPECIAL ITEM NUMBERS**

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

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. 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](http://www.gsaadvantage.gov)). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page ([www.fss.gsa.gov](http://www.fss.gsa.gov)) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

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

**1. GEOGRAPHIC SCOPE OF CONTRACT:**

The geographic scope of the contract includes the 48 contiguous states, the District of Columbia, Alaska, Hawaii and the Commonwealth of Puerto Rico and worldwide.

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

**Acumen Solutions, Inc.**

**8614 Westwood Center Drive, Suite 700**

**Vienna, VA 22182**

Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Credit cards will 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:

**703-600-4067**

**3. LIABILITY FOR INJURY OR DAMAGE**

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



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

Block 9: G. Order/Modification Under Federal Schedule  
Block 16: Data Universal Numbering System (DUNS) Number: **061227836**  
Block 30: Type of Contractor - **B. Other Small Business**  
Block 31: Woman-Owned Small Business – **No**  
Block 36: Contractor's Taxpayer Identification Number (TIN): **54-192-3952**

- 4a. CAGE Code: **3EB06**
- 4b. Contractor has registered with the Central Contractor Registration Database.

**5. FOB: Destination**

**6. DELIVERY SCHEDULE**

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

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
<b>132-51</b>	<b>As mutually agreed to by Acumen Solutions and the order agency</b>

- b. **URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry

within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

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

- a. Prompt Payment: None
- b. Quantity: None
- c. Dollar Volume: None
- d. Government Educational Institutions: Government Educational Institutions are offered the same discounts as other Government customers.
- e. Other: None

**8. TRADE AGREEMENTS ACT OF 1979, AS AMENDED:**

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

**9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING:**

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

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

- a. The Maximum Order value for the following Special Item Numbers (SINs) is \$500,000:  
Special Item Number 132-51 - Information Technology (IT) Professional Services



- b. The Maximum Order value for the following Special Item Numbers (SINs) is \$25,000:  
Special Item Number 132-50 - Training Courses

**12. USE OF FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE CONTRACTS. In accordance with FAR 8.404:**

**[NOTE: Special ordering procedures have been established for Special Item Numbers (SINs) 132-51 IT Professional Services; refer to the terms and conditions for those SINs.]**

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering activities need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering activity has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the ordering activity's needs.

- a. Orders placed at or below the micro-purchase threshold. ordering activities can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.
- b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold. Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering activities should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the ordering activity's needs. In selecting the supply or service representing the best value, the ordering activity may consider--
- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;
  - (2) Trade-in considerations;
  - (3) Probable life of the item selected as compared with that of a comparable item;
  - (4) Warranty considerations;
  - (5) Maintenance availability;
  - (6) Past performance; and
  - (7) Environmental and energy efficiency considerations.
- c. Orders exceeding the maximum order threshold. Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering activity to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering activities shall--

Review additional Schedule Contractors'

- (1) catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;
- (2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering activity determines that it is appropriate.



NOTE: For orders exceeding the maximum order threshold, the Contractor may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

d. Blanket purchase agreements (BPAs). The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering activities may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

e. Price reductions. In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering activities will find it advantageous to request a price reduction. For example, when the ordering activity finds a schedule supply or service elsewhere at a lower price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering activity the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual ordering activity for a specific order.

f. Small business. For orders exceeding the micro-purchase threshold, ordering activities should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

g. Documentation. Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an ordering activity requirement, in excess of the micro-purchase threshold, is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering activity shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the ordering activity's needs.

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

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

13.1 **FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS):** Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of

Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

13.2 **FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS):** Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards



and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202)619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301)975-2833.

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

- (a) Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- (b) Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- (c) Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- (d) Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- (e) Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- (f) Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- (g) Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- (h) Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- (i) Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- (j) Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.

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



## 16. GSA Advantage!

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

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

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

## 17. PURCHASE OF OPEN MARKET ITEMS

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract.

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

- (1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- (2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- (3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- (4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

## 18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS

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

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

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

## 19. OVERSEAS ACTIVITIES

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below: None

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



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

Federal Acquisition Regulation (FAR) 13.303-1(a) defines Blanket Purchase Agreements (BPAs) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.303-2(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may

qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

## **21. CONTRACTOR TEAM ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Contractor's Reports of Sales and 552.238-76, Industrial Funding Fee, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

## **22. INSTALLATION, DEINSTALLATION, REINSTALLATION**

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

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

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

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following: [www.acumensolutions.com](http://www.acumensolutions.com)

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



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

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

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

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

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

- (a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- (b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
  - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
  - (2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
- (c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.



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

1. SCOPE

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

2. PERFORMANCE INCENTIVES

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

3. ORDERING PROCEDURES FOR SERVICES (REQUIRING A STATEMENT OF WORK)  
(G-FCI-920) (MAR 2003)

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

When ordering services over \$100,000, Department of Defense (DOD) ordering offices and non-DOD agencies placing orders on behalf of the DOD must follow the policies and procedures in the Defense Federal Acquisition Regulation Supplement (DFARS) 208.404-70 – Additional ordering procedures for services. When DFARS 208.404-70 is applicable and there is a conflict between the ordering procedures contained in this clause and the additional ordering procedures for services in DFARS 208.404-70, the DFARS procedures take precedence.

GSA has determined that the prices for services contained in the contractor's price list applicable to this Schedule are fair and reasonable. However, the ordering activity using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

- (a) When ordering services, ordering activities shall—
  - (1) Prepare a Request (Request for Quote or other communication tool):
    - (i) A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.
    - (ii) The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering activity



makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.

(iii) The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor's experience and/or past performance performing similar tasks.

(iv) The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (2) below, the request shall notify the contractors that will be the case.

(2) Transmit the Request to Contractors:

Based upon an initial evaluation of catalogs and price lists, the ordering activity should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors' locations, as appropriate) and transmit the request as follows:

NOTE: When buying IT professional services under SIN 132—51 ONLY, the ordering office, at its discretion, may limit consideration to those schedule contractors that are small business concerns. This limitation is not applicable when buying supplies and/or services under other SINS as well as SIN 132-51. The limitation may only be used when at least three (3) small businesses that appear to offer services that will meet the agency's needs are available, if the order is estimated to exceed the micro-purchase threshold.

(i) The request should be provided to at least three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold.

(ii) For proposed orders exceeding the maximum order threshold, the request should be provided to additional contractors that offer services that will meet the ordering activity's needs.

(iii) In addition, the request shall be provided to any contractor who specifically requests a copy of the request for the proposed order.

(iv) Ordering activities should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

(3) Evaluate Responses and Select the Contractor to Receive the Order:

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)



(b) The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering activity the opportunity to secure volume discounts. When establishing BPAs, ordering activities shall—

(1) Inform contractors in the request (based on the ordering activity's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.

(i) **SINGLE BPA:** Generally, a single BPA should be established when the ordering activity can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)

(ii) **MULTIPLE BPAs:** When the ordering activity determines multiple BPAs are needed to meet its requirements, the ordering activity should determine which contractors can meet any technical qualifications before establishing the BPAs. When establishing the BPAs, the procedures in (a)(2) above must be followed. The procedures at (a)(2) do not apply to orders issued under multiple BPAs. Authorized users must transmit the request for quote for an order to all BPA holders and then place the order with the Schedule contractor that represents the best value.

(2) **Review BPAs Periodically:** Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)

(c) The ordering activity should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.

(d) When the ordering activity's requirement involves both products as well as executive, administrative and/or professional, services, the ordering activity should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)

(e) The ordering activity, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For ordering activity requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

#### 4. 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 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.



5. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT/EC Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

6. INSPECTION OF SERVICES

The Inspection of Services–Fixed Price (AUG 1996) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 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 Services.

9. INDEPENDENT CONTRACTOR

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

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

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

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

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

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



against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

#### 11 INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT/EC services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

#### 12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), Alternate I (APR 1984) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), Alternate II (DEC 2002) applies to labor-hour orders placed under this contract.

#### 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.



## CORPORATE OVERVIEW AND DESCRIPTION OF SERVICES

### Founders' Message

In January of 1999, we set out to create a different kind of management and technology consulting firm. In the midst of the dotcom craze, we concentrated on getting back to basic business fundamentals. We replicated only the positive aspects of our collective experience in our business plan, shaping Acumen Solutions around a focused corporate mission and seven core values, as well as placing the utmost importance on hiring and retaining the right people.

## Our Mission

To provide fulfilling careers and professional satisfaction for our people; to partner with our clients and exceed expectations by delivering unmatched quality and service; and to adhere to our core values in everything that we do.

PEOPLE • SERVICE • CORE VALUES

### Our Core Values

#### **Our People Matter**

We believe in hiring and retaining the right people and helping them to excel in their work, careers and lives—we celebrate their success.

#### **Honesty And Integrity**

We believe in doing what is morally and ethically right, both personally and professionally.

#### **Excellence**

We strive for the highest level of excellence—mediocrity is not an option.

#### **Teamwork**

We believe that working together is essential for the success of our clients, our people and our business.

#### **Investing In The Future**

We strive to increase long-term shareholder value through continuous improvement, growth in profits and the expansion of our business.

#### **Social Responsibility:**

We donate our time and resources to our community because we believe that it is the right thing to do.

#### **Anything Is Possible**

We believe that no challenge is too great—we have the power to achieve anything.



## INTEGRATION SERVICES

In today's market, successful business initiatives require an enterprise-wide connection with back-end and front-end operations working in tandem. With real-time and ever-changing technology, it is critical that all areas of your organization are aligned to work efficiently and effectively to help our clients stay ahead of the competition.

Acumen Solutions is committed to providing leading end-to-end integration services. We maximize our clients' investments by aligning their businesses and integrating disparate technologies. We effectively manage large-scale programs and projects, identify and reduce system errors to support ongoing development and deployment and maximize effective communication between systems and end users. As a result, our clients see an immediate return on their investment through improved enterprise operations, increased revenue and decreased costs.

## APPLICATION DEVELOPMENT & INTEGRATION

Developing and integrating successful applications in today's high-tech environment is more challenging than ever. Companies are faced with making quick, complex decisions that support business processes, increase efficiencies, achieve business objectives and increase revenue and decrease costs, while keeping the future in mind.

Acumen Solutions has the knowledge and experience in Application Development and Integration to help our clients solve their most complex business challenges. We deliver end-to-end solutions that build and integrate technology for core enterprise business systems. We provide custom development, package implementation and application integration services that are focused on our clients' business needs, return on investment (ROI) and future.

Our enterprise solutions allow our clients to meet current market demands and grow to meet customers' future needs.

## PROGRAM & PROJECT MANAGEMENT

Acumen Solutions understands that there is no such thing as "one size fits all" in business, which is why we develop a tailored strategy for each of our clients' programs and projects. We believe in effectively managing projects by gaining a comprehensive understanding of our clients' overall objectives. We include a thorough analysis as part of every engagement in order to accurately gauge anticipated results.

Program and Project Management is an integral part of our clients' success. We work with our clients to craft solutions to fit the needs of their business. We combine our subject-matter expertise with our project management methodology to ensure that our clients' goals are met.

## QUALITY ASSURANCE

More and more, businesses are recognizing that Quality Assurance is a valuable way to save time, capitalize on efficiencies and reduce overall operating expenses. By choosing to implement Quality Assurance best practices in all phases of the program life cycle, our clients are guaranteed reliability, performance and consistency.



At Acumen Solutions, we use our own proven combination of technical, testing and industry expertise to increase our clients' return on investment. Our comprehensive Quality Assurance strategy identifies the issues in order to isolate errors, reduce error resolution and sustain continual communication to support ongoing development and deployment. Our team then executes a successful implementation that targets functionality, performance, scalability and integration and monitors and reports results to improve and capitalize on visible trends.

## USER EXPERIENCE

An ineffective User Experience is costing you money.

Every minute counts in today's business world. Effective marketing depends on presenting a clear and consistent message at every point of customer interaction. User Experience must enable quick, effective communication for both employees and customers in a seamless, satisfying and informative manner.

What good is an incredible state-of-the art back-end system if users can't communicate with it? Why go through the trouble of driving people to the system if you aren't going to capitalize on the opportunity to reinforce your value?

Quality User Experience development should address several key factors:

- **Overall organizational structure and navigation**
- **Visual presentation and graphic design**
- **Technological engineering**
- **Overall efficiency of interaction and usability**

Our approach to User Experience breaks these key factors into parallel but interdependent services. This time and resource-efficient solution maximizes effective communication between your systems and your users.



## ACUMEN SOLUTIONS LABOR CATEGORIES JOB DESCRIPTIONS

### 1. Senior Program Manager

Minimum Experience Required: Eleven years program related experience, with at least five years' functional or prior program management experience. Must possess excellent oral and written communication skills and the ability to conduct business briefings and presentations.

Minimum Education Level Required: Master's degree in engineering or business. A Bachelor's degree may be substituted in consideration of two additional years of experience.

Functional Responsibility: Responsible for managing all aspects of a relatively complex program. May manage fixed price contracts. May be involved in several programs simultaneously. Has responsibility for program growth, marketing, and follow-on business. Oversees the program budget, schedule, and compliance with contractual requirements. Has supervisory responsibility for hiring and firing, as well as salary and performance management. Serves as the primary contact with the customer.

### 2. Program Manager

Minimum Experience Required: Nine years program related experience or prior management experience. Must possess excellent oral and written communication skills and the ability to conduct business briefings and presentations.

Minimum Education Level Required: Master's degree with emphasis in business or engineering or equivalent experience. A Bachelor's degree may be substituted in consideration of two additional years of experience

Functional Responsibility: Responsible for managing all aspects of programs of moderate risk and complexity and/or may have deputy responsibility for a larger program. May frequently be involved in several programs simultaneously. Oversees the program budget, schedule, and compliance with contractual requirements. Has supervisory responsibility for hiring and firing, as well as salary and performance management. Serves as the primary customer contact.

### 3. Senior Project Manager

Minimum Experience Required: Nine years professional experience with at least 3 years in project management and implementation. Must possess excellent oral and written communication skills and the ability to conduct business briefings and presentations.

Minimum Education Level Required: Master's degree with emphasis in business or engineering or equivalent experience. A Bachelor's degree may be substituted in consideration of two additional years of experience

Functional Responsibility: Manages significant work planning and resource allocation, process design and contract development including cost, schedule and performance of projects. Organizes and directs personnel, contracts and materials for the performance of assigned professional services. Provides primary interface and leadership for the successful implementation of contracted projects to achieve customer and business objectives.



#### **4. Project Manager**

Minimum Experience Required: Six years professional experience with at least 2 years providing project management and consulting for the quality and delivery of products and services for a project or subtask within a larger program.

Minimum Education Level Required: Bachelor's degree with emphasis in business and or engineering.

Functional Responsibility: Manages cost, schedule and performance of projects. Organizes and directs personnel, contracts and materials for the performance of assigned professional services. Provides primary interface and leadership for the successful implementation of contracted projects to achieve customer and business objectives.

#### **5. Data Architect**

Minimum Experience Required: Eight years experience providing database design, database development, database administration and consulting for application support using standard relational database technologies (Oracle, Sybase, SQL Server, etc.) and client specific technical environments.

Minimum Education Level Required: Master's degree in computer related discipline. A Bachelor's degree may be substituted in consideration of two additional years of experience

Functional Responsibility: Provides database design and implementation for online applications and decision support systems using specific database design tools and common database development languages. Designs normalized database structures based on functional requirements. Applies expertise in structured database development procedures to create or optimize databases that support overlying applications.

#### **6. Senior Developer**

Minimum Experience Required: Ten years experience providing computer system programming, technical support and consulting for application support using specific tools relative to the application and client specific technical environments.

Minimum Education Level Required: Bachelor's degree in computer related discipline; advanced degree preferred.

Functional Responsibility: Provides computer systems programming, technical support and consulting for applications support using specific tools relative to the application and technical environment being utilized. Applies expertise in programming procedures to analyze, design, create or modify programs based on and related to system design specifications or operating systems.



## **7. Developer**

Minimum Experience Required: Seven years providing computer system programming, technical support and consulting for application support using specific tools relative to the application and client specific technical environments

Minimum Education Level Required: Bachelor's degree in computer related discipline.

Functional Responsibility: Provide computer systems programming, technical support and consulting for applications support using specific tools relative to the application and technical environment being utilized. Apply expertise in programming procedures to analyze, design, create or modify programs based on and related to system design specifications or operating systems.

## **8. Senior Business Analyst**

Minimum Experience Required: Ten years experience performing difficult and complex or highly specialized analysis. Provides technical knowledge and assistance to the team.

Minimum Education Level Required: Bachelor's degree in business related discipline; advanced degree preferred

Functional Responsibility: Uses industry recognized methods to deliver work products in analysis, design, system testing, implementation or support and maintenance in a system lifecycle. Experienced in all stages of the Systems Development Life Cycle. Provides appropriate solutions to business problems. Assesses all issues surrounding people, process and technology. Conducts studies, analyzes and develops appropriate solutions, creates or maintains databases, develops and implements plans, reviews reports/work papers for accuracy and completeness, develops and presents alternative plans, defends analysis, assists project manager with changes to the scope of the project, and assists in managing client expectations.

## **9. Business Analyst**

Minimum Experience Required: Six years professional experience providing process improvement, systems analysis and process redesign.

Minimum Education Level Required: Bachelor's degree in a business or computer related discipline

Functional Responsibility: Conducts systems analysis and testing. Identifies causes for deviations and recommends corrective action. Uses industry recognized methods to deliver work products in analysis, design, system testing, implementation or support and maintenance in a system lifecycle comprehensive knowledge of information systems and operations, and has understanding of database administration. Analyzes business needs, gathers and organizes data from standard reports, analyzes data to identify trends and patterns and investigates issues, produces clear reports of results, process definitions and workflow diagrams, performs systems analysis or testing, develops appropriate corrective actions, creates or maintains databases, develops and implements plans.



## **10. Junior Business Analyst**

Minimum Experience Required: Entry level position with up to 2 years of experience providing general consulting services including, but not limited to, process improvement, systems analysis and process redesign.

Minimum Education Level Required: Bachelor's Degree

Functional Responsibility: Supports systems analysis and testing. Uses industry recognized methods to deliver work products in analysis, design, system testing, implementation or support and maintenance in a system lifecycle, and has understanding of database administration. Assists with analysis of business needs and processes, gathers and organizes data from standard reports, analyzes data to identify trends and patterns and investigates issues, produces clear reports of results, process definitions and workflow diagrams, performs systems analysis or testing, creates or maintains databases, develops and implements plans.

## **11. Quality Assurance Manager**

Minimum Experience Required: Ten years professional experience with at least 5 years in project management and at least 3 years experience in software testing and integration, software metrics and their application to software quality assessment.

Minimum Education Level Required: Master's degree in Management, Information Systems, Computer Science or other related field. A Bachelor's degree may be substituted in consideration of two additional years of experience

Functional Responsibility: Establishes and maintains a process for evaluating software and associated documentation. Determines the resources required for software testing. Maintains the level of quality throughout the software life cycle.

## **12. Quality Assurance Lead**

Minimum Experience Required: Eight years experience with analysis and design of business applications or complex systems for large-scale computers, data base management. Proven ability to work independently and lead a team. Experience with complex application problems involving all phases of systems analysis.

Minimum Education Level Required: Master's degree in Computer Science, Information Systems or other related discipline. A Bachelor's degree may be substituted in consideration of two additional years of experience

Functional Responsibility: Provides daily supervision and direction for personnel performing software development tasks, including the review of work products for correctness, adherence to the design concept and user standards. Coordinates with the program/project manager to ensure project deadlines are met.



### **13. Senior Security Engineer**

Minimum Experience Required: Eight years of experience in systems/network administration, 3 of which should include information technology security experience. Relevant experience working in a mission critical production environment, development experience is a plus and previous consulting experience is helpful.

Minimum Education Level Required: Bachelor's degree in a computer related discipline.

Functional Responsibility: Analyzes and defines security requirements for multilevel security issues. Designs, develops, engineers and implements solutions to issues. Performs risk analyses, which includes risk assessment.

### **14. Senior Systems Engineer**

Minimum Experience Required: Six years experience working on multiple complex information technology projects, which include security and vulnerability assessments

Minimum Education Level Required: Bachelor's degree or advanced degree in computer science. Two years work experience may be substituted for one year of education.

Functional Responsibility: Conducts security audits, risk assessments, disaster recovery planning and documents results in technical reports. Responsible for advising others on hardware, operating systems, network design and deployment tools. Works with desktop support organization to ensure consistent implementations of hardware and software.

### **15. Systems Engineer**

Minimum Experience Required: Five years experience in systems/network administration, 2 of which are information technology security experience

Minimum Education Level Required: Bachelor's degree, Cisco networking or other systems certifications are desired, CISSP or GIAC certifications a plus

Functional Responsibility: Conducts security audits, risk assessments, disaster recovery planning and documents results in technical reports. Designs, tests and deploys production networks, systems and security architectures for clients.



## ACUMEN SOLUTIONS GSA RATES

Title	Lowest Commercial Rate	GSA Price							
		GSA Rate	W/ 0.75% IFF	GSA Rate Year 1	GSA Rate Year 2	GSA Rate Year 3	GSA Rate Year 4	GSA Rate Year 5	
Senior Program Manager	\$ 175.00	\$ 171.50	\$ 172.79	\$ 172.79	\$ 179.18	\$ 185.81	\$ 192.68	\$ 199.81	
Program Manager	\$ 150.00	\$ 147.00	\$ 148.10	\$ 148.10	\$ 153.58	\$ 159.26	\$ 165.16	\$ 171.27	
Senior Project Manager	\$ 150.00	\$ 147.00	\$ 148.10	\$ 148.10	\$ 153.58	\$ 159.26	\$ 165.16	\$ 171.27	
Project Manager	\$ 125.00	\$ 122.50	\$ 123.42	\$ 123.42	\$ 127.99	\$ 132.72	\$ 137.63	\$ 142.72	
Data Architect	\$ 130.00	\$ 127.40	\$ 128.36	\$ 128.36	\$ 133.10	\$ 138.03	\$ 143.14	\$ 148.43	
Senior Developer	\$ 140.00	\$ 137.20	\$ 138.23	\$ 138.23	\$ 143.34	\$ 148.65	\$ 154.15	\$ 159.85	
Developer	\$ 110.00	\$ 107.80	\$ 108.61	\$ 108.61	\$ 112.63	\$ 116.79	\$ 121.12	\$ 125.60	
Senior Business Analyst	\$ 124.00	\$ 121.52	\$ 122.43	\$ 122.43	\$ 126.96	\$ 131.66	\$ 136.53	\$ 141.58	
Business Analyst	\$ 115.00	\$ 112.70	\$ 113.55	\$ 113.55	\$ 117.75	\$ 122.10	\$ 126.62	\$ 131.31	
Junior Business Analyst	\$ 85.00	\$ 72.52	\$ 73.06	\$ 73.06					
Quality Assurance Manager	\$ 150.00	\$ 147.00	\$ 148.10	\$ 148.10	\$ 153.58	\$ 159.26	\$ 165.16	\$ 171.27	
Quality Assurance Lead	\$ 130.00	\$ 127.40	\$ 128.36	\$ 128.36	\$ 133.10	\$ 138.03	\$ 143.14	\$ 148.43	
Senior Security Engineer	\$ 150.00	\$ 147.00	\$ 148.10	\$ 148.10	\$ 153.58	\$ 159.26	\$ 165.16	\$ 171.27	
Senior Systems Engineer	\$ 125.00	\$ 122.50	\$ 123.42	\$ 123.42	\$ 127.99	\$ 132.72	\$ 137.63	\$ 142.72	



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

PREAMBLE

Acumen Solutions 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

Michael Scruggs

703-600-4067

[mscruggs@acumensolutions.com](mailto:mscruggs@acumensolutions.com)

Fax: 703-600-4001



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

(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and **Acumen Solutions, Inc.** enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) \_\_\_\_\_.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

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



BPA NUMBER \_\_\_\_\_

(CUSTOMER NAME)  
BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
_____	_____
_____	_____
_____	_____

(2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
_____	_____
_____	_____
_____	_____

(3) The ordering activity estimates, but does not guarantee, that the volume of purchases through this agreement will be \_\_\_\_\_.

(4) This BPA does not obligate any funds.

(5) This BPA expires on \_\_\_\_\_ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

OFFICE	POINT OF CONTACT
_____	_____
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;



(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and

(h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.



## **BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customers needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.

