General Services Administration

AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST
Multiple Award Schedule – Category F: Information Technology

XSB, Inc.
21 Bennetts Road
Suite 100
Setauket, New York 11733
631-371-8100 www.xsb.com

Contract Number: GS-35F-0318X
Contract Period: April 4, 2016 through April 3, 2026
Business Size: Small Business

Pricelist current through Modification PS-0046, dated April 19, 2022

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.
XSB Company Overview:

XSB, Inc. is a small business concern registered in the System for Award Management (SAM) under CAGE code 1FSL3. We have been in business since 1998 and have successfully completed more than 150 projects focused on acquiring, classifying, extracting, standardizing and analyzing part data on items of interest to the US Government and its major suppliers.

Our solutions are “systems of intelligence” based on the attributes of manufactured products; these attributes can be parts, materials, processes, or even prices. By systems of intelligence we mean applications that use AI to combine and standardize:
- proprietary data internal to an organization;
- public/open data; and
- commercial data

This clean, semantically enriched, actionable data is then delivered via API to systems of record such as PLM systems or systems of engagement such as Business Intelligence tools, enabling people, organizations, and machines to understand, share, and act upon large amounts of data and complex concepts. The result has been dramatic savings of time and cost, reduced supply chain risk, and improved outcomes for Public Sector Procurement, Supply Chain Management and Engineering Document Automation.

Customer Information:

1a. Awarded Special Item Number(s):

<table>
<thead>
<tr>
<th>Special Item Number</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>511210</td>
<td>Software Licenses</td>
</tr>
<tr>
<td>ANCILLARY</td>
<td>Ancillary Supplies and Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials</td>
</tr>
</tbody>
</table>

1b. Lowest Priced Item:

<table>
<thead>
<tr>
<th>Special Item Number</th>
<th>Lowest Priced Item</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Refer to GSA Pricing Section</td>
</tr>
<tr>
<td>511210</td>
<td>Refer to GSA Pricing Section</td>
</tr>
<tr>
<td>ANCILLARY</td>
<td>Refer to GSA Pricing Section</td>
</tr>
</tbody>
</table>
1c. Labor Category Descriptions: Please see Page 8-10 for more information

2. Maximum Order: $500,000

3. Minimum Order: $100

4. Geographic Coverage (delivery area): Domestic delivery only

5. Point(s) of Production: Setauket, New York, USA

6. Labor Category Prices on Page are Net. Please see Page 7 for more information

7. Quantity Discounts: SIN 511210 = N/A; SIN 54151S = See Table Below

<table>
<thead>
<tr>
<th>SIN 54151S</th>
<th>Dollar Volume</th>
<th>Additional Discount</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td>$200,000 - $299,000</td>
<td>1%</td>
</tr>
<tr>
<td></td>
<td>$300,000 - $399,000</td>
<td>1.5%</td>
</tr>
<tr>
<td></td>
<td>$400,000 - $499,000</td>
<td>2%</td>
</tr>
</tbody>
</table>

8. Prompt Payment Terms: Net 30

9. Foreign Items (list items by country of origin): N/A

10a. Time of Delivery: Negotiated at the order level

10b. Expedited Delivery: Negotiated at the order level

10c. Overnight and 2-day Delivery: Negotiated at the order level

10d. Urgent Requirements: Negotiated at the order level

11. F.O.B. Point(s): FOB Destination

12a. Ordering Address:
    XSB, Inc.
    21 Bennetts Road
    Suite 100
    Setauket, New York 11733
    631-371-8102

12b. Ordering Procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3

13. Payment address:
    XSB, Inc.
14. Warranty provision: For Software Licenses Under SIN 511210, see Page 11 for more information

15. Export packing charges, if applicable: N/A

16. Terms and Conditions of Rental, Maintenance, and Repair (if applicable): N/A

17. Terms and Conditions of Installation (if applicable): N/A

18a. Terms and Conditions of Repair Parts Indicating Date of Parts Price Lists and Any Discounts from List Prices (if applicable): N/A

18b. Terms and Conditions for any Other Services (if applicable): N/A

19. List of Service and Distribution Points (if applicable): N/A

20. List of participating dealers (if applicable): N/A

21. Preventive maintenance (if applicable): N/A

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): N/A

22b. Section 508 Compliance: If applicable, Section 508 compliance information on the software licensed under SIN 511210 provided for under this contract are available at https://xsb.com/accessibility

23. Unique Entity Identifier (UEI) number: SAM UEI: D8JMF61FBF99; DUNS No: 031505071; CAGE Code: 1FSL3

24. Notification regarding registration in System for Award Management (SAM) database: XSB, Inc.’s SAM (System for Award Management) registration is active.
### GSA PRICING SECTION

#### Special Item Number 511210 – Software Licenses:

<table>
<thead>
<tr>
<th>Product</th>
<th>License Details</th>
<th>GSA Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>Price Point® Enterprise Annual License</td>
<td>Annual license to Price Point® Enterprise Web Application with access through an unlimited number of user accounts. Ability to upload and process a total of 25 catalogs/jobs per day for price analysis and evaluation across the user base with detailed price benchmarking and negotiation reports. Includes monthly web-based user training sessions during the term and user support via email or phone; support shall be available Monday - Friday, 9AM - 6PM eastern.</td>
<td>$150,000.00</td>
</tr>
<tr>
<td>Price Point® Plus Annual License</td>
<td>Annual license for unlimited use of Price Point® through an Application Programming Interface (API) for machine-tomachine catalog/job upload and report retrieval. Includes Unlimited use of Price Point® via Secure File Transfer Protocol (SFTP) for catalog/job upload and report retrieval. License includes price analysis and evaluation and price benchmarking/negotiation reports along with enhanced product data standardization and enrichment using XSB’s Master Data File technology.</td>
<td>$350,000.00</td>
</tr>
<tr>
<td>Price Point® Enterprise Unlimited Annual License</td>
<td>Annual license to Price Point® Enterprise Web Application with access through an unlimited number of user accounts. Ability to upload and process an unlimited number of catalogs/jobs per day for price analysis and evaluation with detailed price benchmarking and negotiation reports. Includes monthly web-based user training sessions during the term and user support via email or phone; support shall be available Monday - Friday, 9AM - 6PM eastern.</td>
<td>$350,000.00</td>
</tr>
<tr>
<td>Price Point® Plus Portal Annual License</td>
<td>Annual license for unlimited use of Price Point® through an Application Programming Interface (API) for machine-tomachine catalog/job upload, job processing prioritization and report retrieval. Includes unlimited use of Price Point® via Secure File Transfer Protocol (SFTP) for catalog/job upload, job processing prioritization and report retrieval. License includes price analysis and evaluation and price benchmarking/negotiation reports along with enhanced product data standardization and enrichment using XSB’s Master Data File technology. License also includes access to authoritative commercial product and supply chain information hosted on a trusted platform.</td>
<td>$525,000.00</td>
</tr>
<tr>
<td>Product Description</td>
<td>Details</td>
<td>Price</td>
</tr>
<tr>
<td>--------------------</td>
<td>---------</td>
<td>-------</td>
</tr>
<tr>
<td>QAP Management Tool Annual License - 250 Seats</td>
<td>Annual license to XSB’s Quality Assurance Provisions (QAP) Management Tool. Unlimited use by up to 250 user accounts. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$120,000.00</td>
</tr>
<tr>
<td>SWISS® Annual License - Single Seat</td>
<td>Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use by a single named user. Includes initial web-based user training session and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$1,560.00</td>
</tr>
<tr>
<td>SWISS® Annual License - 250 Seats</td>
<td>Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use by up to 250 user accounts. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$130,000.00</td>
</tr>
<tr>
<td>SWISS® Annual License - 500 Seats</td>
<td>Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use by up to 500 user accounts. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$195,000.00</td>
</tr>
<tr>
<td>SWISS® Annual License - 2,500 Seats</td>
<td>Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use by up to 2,500 user accounts. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$487,500.00</td>
</tr>
<tr>
<td>SWISS® Annual License - 5,000 Seats</td>
<td>Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use by up to 5,000 user accounts. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$650,000.00</td>
</tr>
<tr>
<td>SWISS® Annual License - 10,000 Seats</td>
<td>Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use by up to 10,000 user accounts. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday-Friday 9AM-6PM Eastern.</td>
<td>$975,000.00</td>
</tr>
</tbody>
</table>
**SWISS® Annual Enterprise License**

Annual license to XSB SWISS® Platform, including SWISS® API and Spectacle® Reader/Writer Application (with Word Plugin). Unlimited use across the enterprise. Includes monthly web-based user training sessions and support via email or phone; support shall be available Monday - Friday 9AM-6PM Eastern.

$1,300,000.00

*Prices listed are inclusive of the 0.75% IFF.

### Special Item Number 54151S - Information Technology Professional Services:

<table>
<thead>
<tr>
<th>Labor Category</th>
<th>Rate per Hour</th>
</tr>
</thead>
<tbody>
<tr>
<td>Data Quality Clerk**</td>
<td>$62.49</td>
</tr>
<tr>
<td>Junior Programmer</td>
<td>$87.51</td>
</tr>
<tr>
<td>Programmer/Software Engineer</td>
<td>$180.00</td>
</tr>
<tr>
<td>Knowledge Engineer</td>
<td>$180.00</td>
</tr>
<tr>
<td>Sr. Programmer/Sr. Software Engineer</td>
<td>$224.00</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$243.76</td>
</tr>
<tr>
<td>Senior Knowledge Engineer</td>
<td>$272.00</td>
</tr>
<tr>
<td>Chief Technical Officer (CTO)</td>
<td>$262.50</td>
</tr>
<tr>
<td>Software Engineering Manager</td>
<td>$255.00</td>
</tr>
</tbody>
</table>

*Rates listed are inclusive of the 0.75% IFF. Rates listed are per hour.

**Data Quality Clerk is offered under SIN ANCILLARY**
ANCILLARY - Ancillary Supplies and Services:

Data Quality Clerk
Education/Experience: High School Diploma. Less than 1 year of work experience is required.

Description and Job Functions: Performs a variety of data validation and verification tasks including inspection and comparison of technical documents in PDF, MS Word and online. Maintains or creates reports with the analysis of discrepancies and defects identified through quality inspection. Follows standard operating procedures and suggest improvements as needed. Works under the supervision of Knowledge Engineers and the Software Engineering Manager or CTO.

54151S - Information Technology Professional Services:

Junior Programmer/Junior Software Engineer
Education/Experience: Some college course work completed in Computer Science, Engineering, or Applied Math. Less than 1 year of work experience is required.

Description and Job Functions: Performs a variety of programming assignments requiring knowledge of established programming and data processing procedures. Maintains and modifies programs, designs, codes, tests, and maintains software applications and programs. Loads and processes data, trains knowledge bases, assists in supporting and maintaining databases and web user interfaces. Other duties as assigned. Works under the supervision of Senior Programmers, the Software Engineering Manager or CTO.

Programmer/Software Engineer
Education/Experience: Bachelors Degree, typically in Computer Science, Engineering, or Applied Math or equivalent experience. Less than 1 year of work experience required.

Description and Job Functions: Performs a variety of programming assignments requiring knowledge of established programming procedures and data processing requirements. Designs, codes, tests and maintains appropriate software applications and programs utilizing the appropriate hardware, database, and programming technology. Analyzes performance of programs and takes action to correct deficiencies. Supports the maintenance and operating efficiency of a major system, such as database management systems or web user interface. Writes and maintains programming documentation. Other duties as assigned. Works under the supervision of Senior Programmers, the Software Engineering Manager or CTO.

Knowledge Engineer
Education/Experience: Bachelors Degree or equivalent experience. Minimum 2 years of work experience.

Description and Job Functions: Collects and defines project data requirements, assists in developing application architecture to meet the information requirements of a project, establishes and maintains performance measures relating to data management and standards, manages content, ensures quality and promotes knowledge sharing, collects product specifications and related data, creates and maintains knowledge bases, analyzes data and prepares analyses and
reports. Other duties as assigned. Works under the supervision of the Software Engineering Manager, Senior Knowledge Engineer and/or CTO.

**Senior Programmer/Senior Software Engineer**  
**Education/Experience:** Masters Degree, typically in Computer Science, Engineering, or Applied Math or equivalent experience. Minimum of 3 years of work experience.

**Description and Job Functions:** Performs a variety of programming assignments requiring knowledge of established programming procedures and data processing requirements. Designs, codes, tests and maintains appropriate software applications and programs utilizing the appropriate hardware, database, and programming technology. Analyzes performance of programs and takes action to correct deficiencies. Prime accountability for the maintenance and operating efficiency of a major system such as database management systems or web user interfaces. Writes and maintains programming documentation. Other duties as assigned. Works under the supervision of the Software Engineering Manager and/or CTO.

**Program Manager**  
**Education/Experience:** Bachelors Degree or equivalent experience. Minimum of 5 years of work experience.

**Description and Job Functions:** Identifies the needs of the customer; develops statement of work with customer, develops and leads the development of a stable activity model for the customer, defines performance measures and metrics, manages project scope and budget, negotiates application functionality and features with the customer and development team. Relies on experience and judgment to plan and accomplish goals.

**Senior Knowledge Engineer**  
**Education/Experience:** Ph.D., typically in Computer Science, Engineering, or Applied Math or equivalent experience. Minimum of 15 years of work experience.

**Description and Job Functions:** Identifies the needs of the customer; develops and leads the development of a stable activity model for the customer; defines performance measures and metrics. Collects and defines project data requirements, Prime accountability for the development of application architecture to meet the information requirements of a project, establishes and maintains performance measures relating to data management and standards, manages content, ensures data quality and promotes knowledge sharing, collects product specifications and related data, creates and maintains knowledge bases, analyzes data and prepares analyses and reports. Other duties as assigned. Reports to the CTO.

**Chief Technical Officer (CTO)**  
**Education/Experience:** Masters Degree, typically in Computer Science, Engineering or Applied Math or equivalent experience. Minimum of 5 years of work experience.

**Description and Job Functions:** Responsible for maintaining the overall technology vision of the company as well as the product vision and roadmap for each project. Identifies the needs of the customer and ensures that products are built to the specifications of the customer. Manages and oversees staff of software engineers to architect, design, test & implement software applications and/or systems. Develops & Implements disciplined development strategies, processes, and tools for staff and employs effective project management techniques to oversee development schedules, quality processes, and to control and manage development/project budgets. Provides
Program Management services as well technology architecture design and implementation functions. Relies on experience and judgment to plan and accomplish goals. Reports to the President/CEO.

**Software Engineering Manager**

**Education/Experience:** Masters Degree, typically in Computer Science, Engineering, or Applied Math or equivalent experience. Minimum of 5 years of Work Experience.

**Description and Job Functions:** Manages a team of software engineers to architect, design, test & implement software applications and/or systems. Develops product requirements documents, implements and tracks development timelines & budgets, allocates resources to accomplish goals, negotiates application functionality and features with the customer and development team. Relies on experience and judgment to plan and accomplish goals. Reports to the CTO.

**Equivalent Experience Overview:**

Bachelors Degree – In lieu of a Bachelors Degree, XSB requires employees to have an additional four (4) years of work experience. This is in addition to the minimum years of work experience specified in the labor category description.

Masters Degree - In lieu of a Master Degree, XSB requires employees to have a Bachelors Degree plus an additional two (2) years of work experience or an additional six (6) years of work experience. This is in addition to the minimum years of work experience specified in the labor category description.

Ph.D. - In lieu of a Ph.D., XSB requires employees to have a Masters Degree plus an additional seven (7) years of work experience or a Bachelors Degree and additional ten (10) years of work experience. This is in addition to the minimum years of work experience specified in the labor category description.

**Note:** Work experience must be in the field specified to be considered for education substitution.