



**GENERAL SERVICES ADMINISTRATION
Federal Acquisition Service**

Authorized Federal Supply Schedule Price List

On-Line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create and electronic delivery order are available through GSA *Advantage!*, a menu –driven database system. The INTERNET address GSA *Advantage!* is: GSAAdvantage.gov

GSA SCHEDULE 70

**SCHEDULE 70 -- GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY
EQUIPMENT, SOFTWARE, AND SERVICES**

SIN 132-51 and 132-51 RC -- INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

- FPDS Code D302 IT Systems Development Services
- FPDS Code D306 IT Systems Analysis Services
- FPDS Code D307 Automated Information Systems Design and Integration Services
- FPDS Code D308 Programming Services
- FPDS Code D310 IT Backup and Security Services
- FPDS Code D311 IT Data Conversion Services
- FPDS Code D399 Other Information Technology Services, Not Elsewhere Classified



Equinoxys Inc
11200 Branton Ln, Great Falls, VA 22066
703-725-6920
www.equinoxys.com

Contract Number: **GS-35F-0331V**
Period Covered by Contract: **April 1, 2014 to March 31, 2019**

Pricelist current through Modification # PS-0014, dated July 27, 2015.

“Prices Shown Herein are NET (discount deducted)”



CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross- reference to item descriptions and awarded price(s). **SIN: 132-51**

1b. Not applicable

1c. DESCRIPTION OF IT SERVICES AND PRICING

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51. IT Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

LABOR CATEGORY DESCRIPTIONS

COMMERCIAL JOB TITLE: BUSINESS TRANSFORMATION STRATEGIST

MINIMUM/GENERAL EXPERIENCE: Twelve years of demonstrated business management and technology experience. Range of expertise as a technology business strategist may include ERP, eBusiness, B2B eCommerce, intranet/extranet, email and messaging, directory services, business Web, knowledge management, collaborative computing and process automation.

FUNCTIONAL RESPONSIBILITIES: Advises clients on how to make technology investments that support business strategies and initiatives to create sustainable competitive advantage and stakeholder value. Leads development of breakthrough research on strategies for ERP implementation, eBusiness, B2B eCommerce and the business value of technology. Defines best practices and develops methodologies for measuring value and return on investment, as well as for benchmarking new technologies.

MINIMUM EDUCATION: Master's degree or Bachelor's degree in Information Systems, Computer Science, Engineering with 12+ years experience. Advanced professional education and training in management principles and practices are desirable. MBA preferred, but not required. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: PROGRAM MANAGER

MINIMUM/GENERAL EXPERIENCE: Twelve years of specialized experience, including two years managing a staff of 10 or more, as manager of projects involving analysis, design and implementation of complex systems such as information processing and communications to include direct supervision of systems design and development and responsibility for contract administration and personnel scheduling.

FUNCTIONAL RESPONSIBILITIES: Manages overall contract effort. Serves as the contractor's authorized interface with the Government Contracting Officer (CO), the Contracting Officer's Technical Representative (COTR), government personnel and customer agency representatives. Responsible for formulating and enforcing work standards, assigning of contractor work schedules, and the review work discrepancies. Supervise contractor personnel, and communicate policies, purposes, and goals of the organization to subordinates. Responsible for the management of the entire project and the assigned staff. Responsible for coordinating all project administrative matters with the Contracting Officer's Representative.

MINIMUM EDUCATION: Master's degree or Bachelor's degree in Information Systems, Computer Science, Engineering with 12+ years experience. Advanced professional education and training in management principles



and practices are desirable. MBA preferred, but not required. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SOLUTION ARCHITECT

MINIMUM/GENERAL EXPERIENCE: Twelve years experience in systems design of large scale computer systems including implementation of new and reengineered business functions. Requires skills in verbal and written communications. It also requires initiative, imagination, analytical ability and the ability to deal tactfully and effectively with customers in both a group and one-on-one situation. At least 2 years experience with automated graphical tools is required.

FUNCTIONAL RESPONSIBILITIES: This position is responsible for using various modeling techniques to communicate the essence of a business system design. Must effectively take business functions and their related information needs and produce a system architecture and initial process design. This position must also be able to design, in the form of a architecture diagram, a structure that summarizes the structure of a system graphically to act as a framework for subsequent work. Works very closely with executive and senior management in an organization.

MINIMUM EDUCATION: Master's degree or Bachelor's degree in Information Systems, or Computer Science, or Engineering with 12+ years experience. Master's is degree preferred. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SENIOR SYSTEMS ANALYST

MINIMUM/GENERAL EXPERIENCE: Six years experience in providing information expertise to large scale computer systems including recommendations for selecting operating systems, telecommunications, hardware, and software. This position requires 3 years experience with trusted operating systems and providing direction and oversight to junior system analysts. This position requires a practical knowledge of automation systems and skills in verbal and written communications. It also requires initiative, imagination, analytical ability and the ability to deal tactfully and effectively with customers.

FUNCTIONAL RESPONSIBILITIES: Works on intense, complex application problems involving all phases of systems analysis to provide solutions. Provides technical support for secure software development tasks, including the review of work products for correctness, adherence to the design concept and to user standards. Based on a review of current policy, doctrine and regulations, provide recommendations for consolidating or developing policy and procedures at the mid-management level. Applies knowledge of current policy at the national structure, roles of major organizations how they interrelate and interact, and shortcomings in this structure. Reviews and recommends solutions to customer problems based on an understanding of how products and services interrelate and support the mission and the viewpoints of the consumers of those products and services. Analyzes and recommends resolution of problems based on knowledge of the major products and services, an understanding of their limitations, and a working knowledge of the disciplines.

MINIMUM EDUCATION: Bachelor's level degree in Information Systems, or Computer Science, or Engineering with 6+ years experience. Master's is degree preferred. Advanced professional education and training in management principles and practices are desirable.



COMMERCIAL JOB TITLE: PROJECT MANAGER/LEADER

MINIMUM/GENERAL EXPERIENCE: Eight years progressive experience in information systems technical support services. General understanding of and experience in system engineering, development, and operation activities involved in supporting large and complex information technology environments. Minimum 3 years experience in project management of complex systems engineering and support efforts involving a wide variety of hardware, software, and communications component.

FUNCTIONAL RESPONSIBILITIES: Directs all financial management and contract/subcontract administrative activities, such as budgeting, manpower and resource planning, and financial reporting. May perform complex evaluations of existing procedures, processes, techniques, models, and/or systems related to management problems or contractual issues which would require a report and recommend solutions. Prepare charts, tables, graphs, and diagrams to assist in analyzing problems.

MINIMUM EDUCATION: Master's degree or Bachelor's degree in Information Systems, Computer Science, Engineering with 12+ years experience. Advanced professional education and training in management principles and practices are desirable. MBA preferred, but not required. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SUBJECT MATTER EXPERT

MINIMUM/GENERAL EXPERIENCE: Ten years of experience in large scale computer systems and ERP. Performs functional allocation to identify required IT tasks and their interrelationships. Identifies resources required for each task. Possesses requisite IT knowledge and expertise so recognized in the professional community that the Government is able to qualify the individual as an expert in the field for an actual Task Order. Demonstrates exceptional oral and written communications skills.

FUNCTIONAL RESPONSIBILITIES: Analyzes user needs to determine IT functional requirements. Provides expert guidance in the analysis and design of information technology architectures, technology analyses, systems architecture, and strategic planning.

MINIMUM EDUCATION: Bachelor's Degree in Computer Science or equivalent experience with 10+ years experience. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SENIOR FUNCTIONAL CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Five years experience with the execution and management of large-scale Information Technology (IT) programs. This includes over two years of direct experience in leading and executing enterprise-wide IT solutions in the private or public sector. Experience includes: Program management of complex IT programs; Implementing detailed management techniques; Detailed analysis, package selection, installation, and business case development of Government-Off-the-Shelf (GOTS) and/or Commercial-Off-the-Shelf (COTS) software packages; IT solution architectural analysis and design; Legacy system interface design, development, and implementation. Experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as: Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Networking and inter-networking, Electronic Commerce, and Application outsourcing.

FUNCTIONAL RESPONSIBILITIES: Acts as manager and overall point of contact for a specific project within an overall enterprise-wide IT solution program. Could be called upon to act as the overall program manager and central point of contact for enterprise-wide IT solution activities. Directs project-specific IT staff and reviews work products for completeness and adherence to customer requirements. Provides communication to management to



review project plans, status reports, and deliverables. Develops overall project milestones and monitors the execution of the project against planned time lines. Directs and reviews program plans, status reports, and deliverables with Program Director and project teams. Provides technical and functional management to one or more project teams for specific projects or sub-tasks.

MINIMUM EDUCATION: Bachelor's level degree in Information Systems, Computer Science, Engineering with 10+ years experience. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SENIOR TECHNICAL CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Five years experience with the design, execution, and oversight of large-scale information technology (IT) projects. This includes over two years of direct experience in the design and development of integrated enterprise-wide Commercial-Off-the-Shelf (COTS) and Government-Off-the-Shelf (GOTS) software and hardware solutions in the private or public sector. Experience includes: Detailed design of complex enterprise IT solutions involving multiple COTS/GOTS applications, processing platforms, and legacy systems; Designing and implementing enterprise IT solutions across a diverse set of processing platforms, operating systems, and network configurations; Detailed analysis, package selection, installation, and business case development of Government-Off-the-Shelf (GOTS) and/or Commercial-Off-the-Shelf (COTS) software packages; Software and system developmental and acceptance testing; Legacy system interface design, development, and implementation. Experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as: Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Networking and inter-networking, Electronic Commerce, and Application outsourcing.

FUNCTIONAL RESPONSIBILITIES: Leads the design and development of complete enterprise-wide IT solutions which incorporate technical infrastructure, hardware, and software. Identifies necessary interfaces between enterprise solution applications and legacy IT environment. Supports all program/project planning and milestone development. Supports business case analysis and identification of alternative solutions and resulting business impacts.

MINIMUM EDUCATION: Bachelor's level degree in Information Systems, Computer Science, Engineering with 5+ years experience. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SENIOR TRAINING SPECIALIST

MINIMUM/GENERAL EXPERIENCE: Five years experience in delivering classroom style training to multiple recipients. 5 years experience with the execution and management of large-scale Information Technology (IT) programs. This includes over two years of direct experience in leading and executing enterprise-wide IT solutions in the private or public sector. Experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as: Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Networking and inter-networking, Electronic Commerce, and Application outsourcing.

FUNCTIONAL RESPONSIBILITIES: Conducts the research necessary to develop and revise training courses in Information Engineering (IE) and other specified commercial off the shelf (COTS) software products. Develops and revises these courses and prepares appropriate training catalogs. Prepares all instructor materials (course outline, background material, and training aids). Prepares all student materials (course manuals, workbooks, handouts, completion certificates, and course critique forms). Trains personnel by conducting formal classroom courses, workshops and seminars. Provides guidance and supervision to junior training specialists.



MINIMUM EDUCATION: Bachelor's level degree in Information Systems, Computer Science, Engineering with 5+ years experience. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: FUNCTIONAL CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Three years experience in the functional business areas of Human Resource Management, Financial Management, Manufacturing Management, or Logistics Management. This includes at least two years experience in applying this functional experience to requirements definition for enterprise-wide Information Technology (IT) systems or gap/fit analyses for Government-Off-the-Shelf (GOTS) and Commercial-Off-the-Shelf (COTS) software solutions. Possesses experience in analyzing and designing improvements to business processes, including the implementation of best practices. Experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as: Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Networking and inter-networking, Electronic Commerce, and Application outsourcing.

FUNCTIONAL RESPONSIBILITIES: Provides functional knowledge and perspective to the enterprise-wide IT solution team. May be called upon to facilitate participation of the client's functional specialists. Also provides functional knowledge for business process re-engineering and implementation of best IT and business practices. Supports functional lead for requirements definition to the IT system development project and supports fit/gap analyses of GOTS and COTS software. Participates in business case development by supporting identification of functional impacts for alternative solutions.

MINIMUM EDUCATION: Bachelor's level degree in Information Systems, Computer Science, Engineering. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: TECHNICAL CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Three years experience with the design, execution, and oversight of large-scale information technology (IT) projects. This includes over two years of direct experience in the design and development of integrated enterprise-wide Commercial-Off-the-Shelf (COTS) and Government-Off-the-Shelf (GOTS) software and hardware solutions in the private or public sector. Experience includes: Detailed design of complex enterprise IT solutions involving multiple COTS/GOTS applications, processing platforms, and legacy systems; Designing and implementing enterprise IT solutions across a diverse set of processing platforms, operating systems, and network configurations; Detailed analysis, package selection, installation, and business case development of Government-Off-the-Shelf (GOTS) and/or Commercial-Off-the-Shelf (COTS) software packages; Software and system developmental and acceptance testing; Legacy system interface design, development, and implementation. Experienced and knowledgeable in the latest industry trends and developments in enterprise IT solutions, including such topics/products as: Enterprise Resource Planning, Supply Chain Management, Customer Relationship Management, Networking and inter-networking, Electronic Commerce, and Application outsourcing.

FUNCTIONAL RESPONSIBILITIES: Leads the design and development of complete enterprise-wide IT solutions which incorporate technical infrastructure, hardware, and software. Identifies necessary interfaces between enterprise solution applications and legacy IT environment. Supports all program/project planning and milestone development. Supports business case analysis and identification of alternative solutions and resulting business impacts.

MINIMUM EDUCATION: Bachelor's level degree in Information Systems, Computer Science, Engineering. Advanced professional education and training in management principles and practices are desirable.



COMMERCIAL JOB TITLE: AUDIT CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Three years experience in the functional business areas of Financial Management. This includes at least two years experience in applying this functional experience to requirements definition for enterprise-wide Information Technology (IT) systems or gap/fit analyses for Government-Off-the-Shelf (GOTS) and Commercial-Off-the-Shelf (COTS) software solutions. Possesses experience in analyzing and designing improvements to business processes, including the implementation of best practices.

FUNCTIONAL RESPONSIBILITIES: Provides audit and functional knowledge to the enterprise-wide IT solution team. May be called upon to facilitate participation of the client's functional specialists. Also provides functional knowledge for business process re-engineering and implementation of best IT and business practices.

MINIMUM EDUCATION: Bachelor's level degree in Information Systems, Computer Science, Engineering. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: JUNIOR AUDIT CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Two years experience with the design, and execution, large-scale information technology (IT) projects. This includes over one years of direct experience in the design and development of integrated enterprise-wide Commercial-Off-the-Shelf (COTS) and Government-Off-the-Shelf (GOTS) software solutions in the private or public sector.

FUNCTIONAL RESPONSIBILITIES: Design and develop of complete enterprise-wide audit solutions which incorporate technical infrastructure, and software. Identifies necessary interfaces between enterprise solution applications and legacy IT environment.

MINIMUM EDUCATION: Bachelors level degree in Information Systems, Computer Science, Engineering. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: DATABASE ARCHITECT

MINIMUM/GENERAL EXPERIENCE: Twelve years experience in database administration on large scale computer systems including implementation of major version change with COTS RDBMS. Requires skills in verbal and written communications. It also requires initiative, imagination, analytical ability and the ability to deal tactfully and effectively with customers. Two years experience with trusted databases is desirable. Demonstrated business management and technology experience. Range of expertise as a technology business strategist may include ERP, eBusiness, B2B eCommerce, intranet/extranet, email and messaging, directory services, business Web, knowledge management, collaborative computing and process automation.

FUNCTIONAL RESPONSIBILITIES: Manages the development of data base projects. Plans and budgets staff and data base resources. As necessary, reallocates resources to maximize benefits. Prepares and delivers presentations on Database Management Systems (RDBMS) concepts. Provides daily supervision and direction to support staff. Evaluates and designs existing or proposed systems to structure and access data bases. Analyzes data base requirements of the user department, applications programming and operations for all requirements. Submits recommendations for solutions which require definition of the physical structure and functional capabilities of data bases and require data security and data backup/recovery specifications. Proposes detailed specifications and flowcharts and coordinates installation of revised or new systems.

MINIMUM EDUCATION: Master's degree or Bachelor's degree in Information Systems, Computer Science, Engineering with 12+ years experience. Advanced professional education and training in management principles



and practices are desirable. MBA preferred, but not required. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SENIOR APPLICATIONS DBA

MINIMUM/GENERAL EXPERIENCE: Eight years experience in database administration on large scale computer systems including implementation of major version change with COTS RDBMS. Requires skills in verbal and written communications. It also requires initiative, imagination, analytical ability and the ability to deal tactfully and effectively with customers. Two years experience with trusted databases is desirable. Demonstrated business management and technology experience.

FUNCTIONAL RESPONSIBILITIES: Leads the development and implementation of Oracle database projects. Plans and budgets staff and data base resources. Prepares and delivers presentations on Oracle Database Management Systems (RDBMS) concepts. Provides daily supervision and direction to support staff. Evaluates and designs existing or proposed systems to structure and access data bases. Analyzes data base requirements of the user department, applications programming and operations for all requirements. Submits recommendations for solutions which require definition of the physical structure and functional capabilities of databases and require data security.

MINIMUM EDUCATION: Bachelor's Degree in Computer Science or equivalent experience with 8+ years experience. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: APPLICATIONS DBA

MINIMUM/GENERAL EXPERIENCE: Five years experience in database administration on large scale computer systems including implementation of major version change with COTS RDBMS. Requires skills in verbal and written communications. Two years experience with trusted databases is desirable. Demonstrated business management and technology experience.

FUNCTIONAL RESPONSIBILITIES: Leads the development and implementation of Oracle database projects. Plans and budgets staff and data base resources. Prepares and delivers presentations on Oracle Database Management Systems (RDBMS) concepts. Provides daily supervision and direction to support staff. Evaluates and designs existing or proposed systems to structure and access data bases. Analyzes data base requirements of the user department, applications programming and operations for all requirements. Submits recommendations for solutions which require definition of the physical structure and functional capabilities of databases and require data security.

MINIMUM EDUCATION: Bachelor's Degree in Computer Science or equivalent experience with 5+ years experience. Advanced professional education and training in management principles and practices are desirable.

COMMERCIAL JOB TITLE: SALESFORCE ARCHITECT

MINIMUM/GENERAL EXPERIENCE: Ten years technical experience, which applies to large-scale application integration system planning. Requires demonstrated competence in the specification of application integration plans conforming the enterprise architecture, implementation and coordination of integration activities for complex information systems

FUNCTIONAL RESPONSIBILITIES: Responsible for architecture, strategy, solutions and delivery of applications that support the Salesforce.com. This application area includes Salesforce.com, mobile (custom and purchased solutions) and other sales and service channel technologies. This position partners with the business, IT and 3rd parties to design and develop applications which will be leveraged across the organization and integrated with other



corporate divisions globally. Works closely with Project Managers, Senior Business Analysts and directly with business teams to meet client needs. Has ownership of the solution from end to end and be responsible for architecting and documenting a technical solution based on project requirements and industry best practices. Leads and mentors the development team on the project. Defines, documents and enforces sound development and governance practices and ensures the quality delivery of enterprise solutions. Serves as a trusted advisor to the business teams. Assists in supporting the platform by being available for calls as required.

MINIMUM EDUCATION: Master's Degree in Computer Science, Engineering or Information Systems or equivalent experience in a related field. Bachelors Degree in Computer Science, Software Engineering, or Business. 8+ years experience in developing technology solutions.

COMMERCIAL JOB TITLE: SALESFORCE BUSINESS ANALYST

MINIMUM/GENERAL EXPERIENCE: Ten years of independent professional work, including discharging independent project-level responsibility under general supervision.

FUNCTIONAL RESPONSIBILITIES: The Salesforce Business Analyst will interface with key stakeholders, translating business requirements into SFDC. Additionally, the analysts will possess hands-on SFDC Admin skills. She/he will understand how changes may impact the entire user universe and will work to educate and provide detailed information for the purposes of governance decision making by the business. Documents business needs, distinguishes between needs and wants, identifies gaps between business needs and standard application functionality, designs and documents solutions that fill the gaps, and provides detailed business requirements specifications for developers. Performs application configuration, testing and evaluation to ensure quality and consistency. Prepares and performs data conversion requirements. Develops documents, and executes test plans to assess the integrity and accuracy of business processes, module functionality setups and modifications, enhancements, customizations, and patches. Develops, documents, and executes test plans to assess the integrity and accuracy of business processes, module functionality setups and modifications, enhancements, customizations, and patches. Develops and maintains end user training documentation and delivers training as required. Develops and maintains business process documentation and considers compliance in all business process analysis and redesign activities. Supports, analyzes, and resolves critical production

MINIMUM EDUCATION: Bachelor's degree in computer science, information systems, engineering, business, or related field.

COMMERCIAL JOB TITLE: SALESFORCE TECHNICAL LEAD

MINIMUM/GENERAL EXPERIENCE: Ten years of independent professional work, including discharging independent project-level responsibility under general supervision.

FUNCTIONAL RESPONSIBILITIES: Typically serves as lead Salesforce Developer, Data Analyst, Lead Systems Engineer, Lead programmer, Lead configuration Manager, Lead technical writer, and Lead resource planner. Demonstrates significant technical competence and may perform varied and difficult tasks under supervision, conferring with supervisor. May be assisted by or may supervise more junior personnel.

MINIMUM EDUCATION: Bachelor's degree or equivalent experience in a related field.



COMMERCIAL JOB TITLE: SALESFORCE ADMINISTRATOR

MINIMUM/GENERAL EXPERIENCE: Five years experience as a CRM/ERP Administrator, of which at least three years must be specialized experience in administrating Salesforce systems.

FUNCTIONAL RESPONSIBILITIES: Supervises and manages the daily activities of configuration and operation of Salesforce based business systems. Optimizes system operation and resource utilization, and performs system capacity analysis and planning. Provides assistance to users in accessing and using business systems. Oversees the feature request/support backlog and works with the CEO and consulting partner to prioritize and execute on it. Evangelizes and drives user adoption across the organization to ensure a successful rollout. Implements enhancements and rolls out new features. Executes solution design activities such as data mapping, object modeling, page layout design and rulllogic definition in the context of the Salesforce application. Creates training materials and user documentation, and maintains such documentation as business needs evolve.

MINIMUM EDUCATION: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related disciplines. 2+ years as a Salesforce administrator and/or a Salesforce.com Administrator Certification. Experience working with vendors/partners to configure/develop software applications externally. A background working in or with non-profits, particularly a human services organization.

COMMERCIAL JOB TITLE: GOOGLE APPS ENGINEER

MINIMUM/GENERAL EXPERIENCE: Five years industry experience in technical support, professional services, engineering, or systems engineering. Linux/Unix system administration skills with a solid understanding of basic network administration. Strong understanding of network and mobile-related standards, such as HTTP, HTML, XML, and XSLT. Understanding of Web-based security standards (cookie-based SSO, SAML, NTLM, and Basic). Experience with relational databases (Oracle, Sybase, MySQL, PostgreSQL, and SQLServer). Developing training materials and documentation.

FUNCTIONAL RESPONSIBILITIES: Hands-on experience in Google Apps implementing, troubleshooting, Internet-based applications, and web servers. Account management, follow through and problem solving, resourcefulness, and attention to detail. Engages with sales prospects, prepares and presents demonstrations of Google products, and addresses technical questions that arise throughout the sales process. Works closely with product, support, engineering, and sales teams. Takes responsibility for technical aspects of solutions to include such activities as supporting bid responses, product and solution briefings, proof-of-concept work, and the coordination of supporting technical resources. Works hands on with Google's Enterprise Apps products to demonstrate and prototype integrations in customer/partner environments.

MINIMUM EDUCATION: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related analytical, scientific, or technical disciplines. Formal education may be substituted for experience. Each formal degree may be substituted for four (4) years of experience. Specialized experience may be substituted for formal education.

COMMERCIAL JOB TITLE: MOBILE APPS ENGINEER

MINIMUM/GENERAL EXPERIENCE: Over 2 years industry experience in technical support, professional services, engineering, or systems engineering. Linux/Unix systems. Strong understanding of network and mobile-related standards, such as HTTP, HTML, XML, and XSLT. Understanding of Web-based security standards (cookie-based SSO, SAML, NTLM, and Basic).

FUNCTIONAL RESPONSIBILITIES: Leads the entire app lifecycle right from concept stage until delivery and post launch support. Apps will be mainly content based and integrated closely with the web sites. In addition to delivering the product the successful candidate will be heavily involved in driving the mobile strategy globally. Acts as lead iOS and/ or Android developer. Depending on the skills set can be lead on one platform and play a supporting role across the other. Works closely with another mobile app developer leading the other platform development. Delivers across the entire app life cycle –concept, design, build, deploy, test, release to app stores and support. Works directly with developers and product managers to conceptualize, build, test and realize products. Gathers requirements around functionality and translate those requirements into elegant functional solutions. Builds prototypes at tech scoping stage of projects. Works with the front end developers to build the interface with focus on usability features. Creates compelling device specific user interfaces and experiences.

Standardizes the platform and in some cases apps to deliver across multiple brands with minimal duplication of effort. Optimizes performance for the apps. Keeps up to date on the latest industry trends in the mobile technologies. Explains technologies and solutions to technical and non-technical stakeholders. Attends industry events/conference – both attending and presenting.

MINIMUM EDUCATION: Bachelor’s degree in Computer Science, Information Systems, Engineering, Business, Social Science, or other related analytical, scientific, or technical disciplines. Formal education may be substituted for experience. Specialized experience may be substituted for formal education. For example, four (4) years of experience are required to substitute for a Bachelor’s degree.

COMMERCIAL JOB TITLE: ENTERPRISE ARCHITECT

MINIMUM/GENERAL EXPERIENCE: At least 15 years of progressive experience in selecting and implementing Commercial-Off-the-Shelf (COTS) enterprise solution applications. Completed comprehensive training in the implementation of at least one major Enterprise Resource Planning (ERP), Supply Chain, Customer Relationship Management (CRM) or Knowledge Management (KM) software application. Two years’ experience with the design, execution, and oversight of large- scale information technology (IT) projects.

FUNCTIONAL RESPONSIBILITIES: Provides functional knowledge and perspective to the enterprise-wide IT solution team. May be called upon to facilitate participation of the client’s functional specialists. Also provides functional knowledge for business process re- engineering and implementation of best IT and business practices. Supports functional lead for requirements definition to the IT system development project and supports fit/gap analyses of GOTS and COTS software. Participates in business case development by supporting identification of functional impacts for alternative solutions.

MINIMUM EDUCATION: Bachelor’s degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

COMMERCIAL JOB TITLE: HYPERION PROJECT MANAGER

MINIMUM/GENERAL EXPERIENCE: Twelve years experience, of which at least nine years must be specialized. Specialized experience includes: project development from inception to deployment, expertise in the management and control of funds and resources using complex reporting mechanisms, and demonstrated capability in managing multitask contracts and/or subcontracts of various types and complexity. General experience includes increasing responsibilities in information systems design and/or management.

FUNCTIONAL RESPONSIBILITIES: Serves as the project manager for a large, complex task order (or a group of task orders affecting the same common/standard/ migration system) and assists the Program Manager in working with the Government Contracting Officers, the contract level COR, the task order level COR(s), Government



management personnel, and customer agency representatives. Under the guidance of the Program Manager, responsible for the overall management of the specific task order(s) and ensuring that the technical solutions and schedules in the task order are implemented in a timely manner. Performs enterprise wide horizontal integration planning and interfaces to other functional systems.

MINIMUM EDUCATION: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline. With a Master's degree (in the fields described above), ten years of experience of which at least seven years must be specialized. With a Ph.D. (in the fields described above) eight years of experience is required of which at least six years must be specialized. With fifteen years of experience of which at least twelve years must be specialized, a degree is not required.

COMMERCIAL JOB TITLE: HYPERION ARCHITECT

MINIMUM/GENERAL EXPERIENCE: At least two years of progressive experience in selecting and implementing Commercial- Off- the- Shelf (COTS) enterprise solution applications. Completed comprehensive training in the implementation of at least one major Enterprise Resource Planning (ERP), Supply Chain, Customer Relationship Management (CRM) or Knowledge Management (KM) software application. Two years' experience with the design, execution, and oversight of large- scale information technology (IT) projects.

FUNCTIONAL RESPONSIBILITIES: Provides functional knowledge and perspective to the enterprise- wide IT solution team. May be called upon to facilitate participation of the client's functional specialists. Also provides functional knowledge for business process re- engineering and implementation of best IT and business practices. Supports functional lead for requirements definition to the IT system development project and supports fit/gap analyses of GOTS and COTS software. Participates in business case development by supporting identification of functional impacts for alternative solutions.

MINIMUM EDUCATION: Bachelor's degree or higher in Information Systems, Computer Science, Engineering, Business, or related field.

COMMERCIAL JOB TITLE: HYPERION ADMINISTRATOR

MINIMUM/GENERAL EXPERIENCE: Seven years of progressive experience in Hyperion Administration. Experience of Operating Systems including Windows Server 2003 and UNIX. Ability to document processes and work within a quality improvement environment. Demonstrated working knowledge of Hyperion architectures including: Oracle Database Technology Platform. Excellent interpersonal, communication, and written skills. Understanding of server, application and network security hardening and validation techniques. Experience with HTTP servers, HTML, JavaScript and XML. Hands on experience with implementation techniques.

FUNCTIONAL RESPONSIBILITIES: Provides assistance to the Hyperion System Installation, Configuration and support of key Internet/Extranet/Intranet components. Provides technical level Hyperion Technology Platform Administration, Support, and maintenance of services, web application services, proxy services, DNS, content filtering, web.

MINIMUM EDUCATION: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, Social Science, or other related analytical, scientific, or technical disciplines. Formal education may be substituted for experience. Each formal degree (i.e., Bachelors, Masters, PhD) may be substituted for four (4) years of experience. Specialized experience may be substituted for formal education. For example, four (4) years of experience are required to substitute for a Bachelor's degree.



COMMERCIAL JOB TITLE: HYPERION FUNCTIONAL LEAD

MINIMUM/GENERAL EXPERIENCE: Five years of Hyperion System and Business requirements analysis, software configuration and data analysis. Works independently, independent project-level responsibility under general supervision.

FUNCTIONAL RESPONSIBILITIES: Typically serves as lead data analyst, lead systems engineer, lead programmer, lead configuration manager, lead technical writer, lead resource planner. Demonstrates significant technical competence and may perform varied and difficult tasks under supervision, conferring with supervisor. May be assisted by or may supervise more junior personnel.

MINIMUM EDUCATION: Bachelor's degree in computer science, information systems, engineering, business, or related field.

COMMERCIAL JOB TITLE: HYPERION TECHNICAL CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Six years of Hyperion Implementation and Development hands-on experience.

FUNCTIONAL RESPONSIBILITIES: Provides technical expertise and support in one or more emerging Technology areas including, but not limited to Hyperion Implementation, Knowledge Discovery, Data Mining. Reviews and recommends solutions to customer problems based on prior experience and hands-on understanding of how products and services interrelate and support the customer mission.

MINIMUM EDUCATION: Bachelor's degree in Business, Engineering, Computer Science, Information Systems, Social Science, or other related analytical, scientific, or technical disciplines.

COMMERCIAL JOB TITLE: HYPERION TECHNICAL LEAD

MINIMUM/GENERAL EXPERIENCE: Ten years of Hyperion Implementation and Development hands-on experience.

FUNCTIONAL RESPONSIBILITIES: Provides technical expertise and support in one or more emerging Technology areas including, but not limited to Hyperion Implementation, Knowledge Discovery, Data Mining. Reviews and recommends solutions to customer problems based on prior experience and hands-on understanding of how products and services interrelate and support the customer mission.

MINIMUM EDUCATION: Master's/Bachelor's degree in Business, Engineering, Computer Science, Information Systems, Social Science, or other related analytical, scientific, or technical disciplines.

COMMERCIAL JOB TITLE: TECHNICAL ANALYST

MINIMUM/GENERAL EXPERIENCE: Five years of Relevant Experience in the field of Information Technology using Oracle, C++, Salesforce, Internet Technologies, Google Application Platforms.

FUNCTIONAL RESPONSIBILITIES: Provides technical expertise and support in one or more emerging technology areas. Expert in collaboration tools like WordPress, MediaWiki, IdeaScale, CrowdSourcing, Google Apps and development expert in Salesforce. Ensures that any enhancement(s)/changes will not impact current solution. Ensures that the business requirements are translated in the technical design. Validates the design via



rigorous testing; Maintain development standards. Ensures that the technical design meets the functional requirements

MINIMUM EDUCATION: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related discipline such as Computer Graphics.

COMMERCIAL JOB TITLE: SYSTEM OPERATIONS & CONSULTING ANALYST

MINIMUM/GENERAL EXPERIENCE: Three years experience working in a data center, of which at least two years must be specialized experience operating a large-scale computer system or multi-server local area network. Must demonstrate sufficient knowledge of programming to understand how programs use computer hardware.

FUNCTIONAL RESPONSIBILITIES: Monitors and supports computer processing. Coordinates input, output, and file media. Distributes output and controls computer operation which may be main frame, mini, or client/server based.

MINIMUM EDUCATION: Associate's degree in Computer Science, Information Systems, Engineering, Business, Physical Science, or other technically related discipline, such as Computer Systems Administration is required.

COMMERCIAL JOB TITLE: COMMUNICATION ANALYST

MINIMUM/GENERAL EXPERIENCE: Two-to-four years experience in telecommunications with particular emphasis in traffic engineering and network design.

FUNCTIONAL RESPONSIBILITIES: Under general supervision, assists in the planning, design, and implementation of communications networks. Responsible for providing assistance and technical support for network design activities. Assists in the review/assessment of user needs. May conduct feasibility studies for projects. May assist in the evaluation and selection of equipment.

MINIMUM EDUCATION: Bachelor's degree in communications, computer science/systems, information systems/technology, engineering/ engineering technology, software engineering/ programming, management, natural sciences, social sciences, mathematics, or business/finance.

COMMERCIAL JOB TITLE: DATA MANAGEMENT SUPPORT ANALYST

MINIMUM/GENERAL EXPERIENCE: Eight years of relevant experience in data analysis, migration and management to support enterprise-wide Data Warehouse, Data Mining and Business Intelligence. Experience with MDM, and Solution Development.

FUNCTIONAL RESPONSIBILITIES: Responsible complete life cycle of ETL, Master Data Management, data analysis, governance, archiving, and administration enterprise data warehouse or data marts. Creates test plans, test specifications, test procedures, test reports, and formal test result presentations. Conducts system verification and validation by examining the correctness, completeness, reliability, and maintainability at each step in the development process to identify flaws. Supports master data management (MDM) and Implementation in large and complex engagement. Applies knowledge of current and emerging data topics, security architecture and strategic direction in support of duties. Gathers requirements, conducts gap analysis, and leads remediation for data migration initiatives.



MINIMUM EDUCATION: Bachelor's degree in computer science, information systems, engineering, business, or related field. Desired to have Oracle EBS or SAP certification in designated process area of expertise.

COMMERCIAL JOB TITLE: BUSINESS INTELLIGENCE CONSULTANT

MINIMUM/GENERAL EXPERIENCE: Five years of relevant experience in implementation of Business Intelligence Tools/Platforms such as Oracle Business Intelligence Enterprise Edition or Salesforce or Saas. Experience in supporting enterprise-wide Data Warehouse, Data Mining and Business Intelligence.

FUNCTIONAL RESPONSIBILITIES: Possesses a high level of specialized expertise in Business Intelligence software Implementation, requirements analysis, project management, area and/or technology. Generates analysis and research papers and other informational documents within area of expertise

MINIMUM EDUCATION: Bachelor's degree in computer science, information systems, engineering, business, or related field.

COMMERCIAL JOB TITLE: SENIOR PROGRAM DEVELOPMENT SUPPORT SPECIALIST

MINIMUM/GENERAL EXPERIENCE: Twelve or more years of experience in relevant fields and three years experience developing technical projects and programs as the key authorized interface with client management personnel. Requires competence in complete program development from inception to deployment and has a demonstrated ability to provide guidance and direction at the program level. Possesses knowledge of best practices in the management and control of personnel, funds and resources for directing information system programs.

FUNCTIONAL RESPONSIBILITIES: Formulates and enforces work standards, assigns program schedules, reviews work, supervises program personnel, and communicates policies, purposes, and goals of the organization to subordinates. Is responsible for overall program development and performance.

MINIMUM EDUCATION: B.A. or B.S. degree or equivalent experience in a related field.

COMMERCIAL JOB TITLE: INFORMATION ANALYST II

MINIMUM/GENERAL EXPERIENCE: Five years of independent professional work, including acquisition program management support under general supervision.

FUNCTIONAL RESPONSIBILITIES: Manage and guide the Customer Support Service team; Prioritize team activities. Point of Contact for Problems. Support the application user community with issue and problem management and communications. Work with the teams to ensure problem resolution and reporting. Status reporting; Maintain change and release management processes.

MINIMUM EDUCATION: Degree in Information systems, business systems, management information systems, IT Management, other IT degrees are required. Engineering, math, and computer science degrees are acceptable substitute degrees.



b. Pricing for all IT Services shall be in accordance with the Contractor’s customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.

No.	LABOR CATEGORY	Customer Site GSA	Contractor Site Rate
1	Business Transformation Strategist	\$169.37	\$203.25
2	Program Manager	\$169.37	\$203.25
3	Solution Architect	\$169.37	\$203.25
4	Senior Systems Analyst	\$142.05	\$170.47
5	Project Manager	\$138.12	\$165.74
6	Subject Matter Expert	\$138.12	\$165.74
7	Senior Functional Consultant	\$125.66	\$150.80
8	Senior Technical Consultant	\$128.94	\$154.73
9	Senior Training Specialist	\$125.66	\$150.80
10	Functional Consultant	\$121.58	\$145.89
11	Technical Consultant	\$109.27	\$131.13
12	Audit Consultant	\$104.90	\$125.88
13	Junior Audit Consultant	\$96.16	\$115.39
14	Database Architect	\$191.23	\$229.47
15	Senior Applications DBA	\$147.52	\$177.02
16	Applications DBA	\$131.13	\$157.35
17	Salesforce Architect	\$212.18	\$254.62
18	Salesforce Business Analyst	\$169.37	\$203.25
19	Salesforce Technical Lead	\$147.47	\$176.96
20	Salesforce Administrator	\$158.45	\$190.13
21	Google Apps Engineer	\$131.13	\$157.35
22	Mobiile Apps Engineer	\$131.13	\$157.35
23	Enterprise Architect	\$212.18	\$254.62
24	Hyperion Project Manager	\$148.67	\$178.41
25	Hyperion Architect	\$175.05	\$210.06
26	Hyperion Administrator	\$127.31	\$152.77
27	Hyperion Functional Lead	\$175.05	\$210.06
28	Hyperion Technical Consultant	\$111.39	\$133.67
29	Hyperion Technical Lead	\$158.80	\$190.55
30	Technical Analyst	\$116.70	\$140.04
31	System Operations & Consutling Analyst	\$79.57	\$95.48
32	Communication Analyst	\$103.81	\$124.57
33	Data Management Support Analyst	\$116.05	\$139.26
34	Business Intelligence Consultant	\$111.39	\$133.67
35	Senior Program Development Support Specialist	\$133.60	\$160.32
36	Information Analyst II	\$85.46	\$102.55

2. Maximum Order (All dollar amounts are exclusive of any discount for prompt payment):

The maximum dollar value of orders to be issued is \$500,000.00



3. Minimum Order:

The minimum dollar value of orders to be issued is \$100.00

4. Geographic Scope of Contract:

Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

Overseas delivery is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

Offerors are requested to check one of the following boxes:

- The Geographic Scope of Contract will be domestic and overseas delivery.
- The Geographic Scope of Contract will be overseas delivery only.
- The Geographic Scope of Contract will be domestic delivery only.

5. Point of Production: Great Falls, VA

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

7. Quantity Discounts: None

8. Prompt Payment Terms: None

9a. Contractors are required to accept credit cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders.

9b. Credit cards will be acceptable for payment above the micro-purchase threshold.

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

11a. Time of Delivery: 7 Days.

11b. Expedited Delivery: N/A

11c. Overnight and 2-Day Delivery: N/A

11d. 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.

12. F.O.B. Point(s): Destination

13a. Ordering Address(es): *Equinoxys Inc - 11200 Branton Ln, Great Falls, VA 22066*

13b. 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.

14. Payment Address: *Equinoxys Inc - 11200 Branton Ln, Great Falls, VA 22066*

15. Warranty Provision: Standard commercial warranty.

16. Export packing charges: N/A

17. Credit cards will be acceptable for payment above the micro-purchase threshold.

- 18.** Terms and conditions of rental, maintenance and repair: N/A
- 19.** Terms and conditions of installation: N/A
- 20.** Terms and conditions of repair part indicating date of parts price list and any discounts from list prices – N/A
- 20a.** Terms and conditions of any other services – N/A
- 21.** List of service and distribution points (if applicable): N/A
- 22.** List of participating dealers (if applicable): N/A
- 23.** Preventative maintenance (if applicable): N/A
- 24a.** Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.): N/A
- 24b.** 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:
The EIT standard can be found at: www.Section508.gov/.
- 25.** Data Universal Number System (DUNS): **783505840**
- 26.** Contractor has registered with the System For Award Management (SAM).