GENERAL SERVICES ADMINISTRATION
Federal Supply 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 an electronic delivery order are available through GSA Advantage!, a menu driven database system. The INTERNET address for GSA Advantage! is: www.GSAAdvantage.gov.

Schedule Title: Multiple Award Schedule
Information Technology
PSC: D399
GS-35F-0371S

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

Contract Period: April 19, 2006 to April 18, 2026

Shomo Technical Systems
645 Solomons Island Road #630
Prince Frederick, MD 20678-3915
Phone Number: 866-997-4666 x 903
Fax Number: 443-432-0080
Web site: www.shomo.com
Contact for contract administration: Jonse Sutana
Email: jonse.sutana@shomo.com

Business size: Small Business

Modification Number: A812
Effective Date: 02/20/2020
CUSTOMER INFORMATION

1a. Table of awarded Special Item Numbers (SINs):

<table>
<thead>
<tr>
<th>SIN #</th>
<th>SIN Title</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>Information Technology Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order Level Materials</td>
</tr>
<tr>
<td>511210</td>
<td>Software License</td>
</tr>
<tr>
<td>54151</td>
<td>Software Maintenance</td>
</tr>
</tbody>
</table>

1b. Identification of the lowest priced service for each special item number awarded in the contract:

<table>
<thead>
<tr>
<th>SIN #</th>
<th>Model</th>
<th>Price</th>
</tr>
</thead>
<tbody>
<tr>
<td>511210</td>
<td>SDM Perpetual License</td>
<td>$30,000</td>
</tr>
<tr>
<td>54151</td>
<td>SDM Program Maintenance Agreement – 1 year</td>
<td>$1,406.25</td>
</tr>
</tbody>
</table>

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item.

Please see Page 4

2. Maximum order for each SIN:

<table>
<thead>
<tr>
<th>SIN#</th>
<th>MAXIMUM ORDER</th>
</tr>
</thead>
<tbody>
<tr>
<td>54151S</td>
<td>$ 500,000</td>
</tr>
<tr>
<td>OLM</td>
<td>$ 500,000</td>
</tr>
</tbody>
</table>

3. Minimum order: $100.00

4. Geographic coverage (delivery area): Con US, AL, HI & PR

5. Point(s) of production: N/A

6. Discount from list prices or statement of net price: Net prices are included on this price list.

7. Quantity discounts: A 5% discount is offered for contracts of a year or more in length valued over 1,000,000 per year.

8. Prompt payment terms: 2% for 10 days or 1% for 15 days from receipt of invoice or date of acceptance, whichever is later. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9a. Notification that Government purchase cards are accepted at or below the micro-purchase threshold: Yes
9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold. No

10. Foreign items: N/A

11a. Time of delivery: The contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as negotiated between the ordering agency and Shomo Technical Services.

11b. Expedited delivery: None

11c. Overnight and 2-day delivery: Instant Online Software Delivery available for software products.

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):
   645 Solomon’s Island Rd. #630
   Prince Frederick, MD 20678-3915

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:
   645 Solomon’s Island Rd. #630
   Prince Frederick, MD 20678-3915

15. Warranty provision: One Year Maintenance and Support Agreement on all Shomo Software Products; extended support agreements available.

16. Export packing charges: N/A

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). N/A

18. Terms and conditions of rental, maintenance, and repair: N/A

19. Terms and conditions of installation: NET 45. Storm Installation Services include the installation of Storm software on a single system (e.g., operational, test, development) on customer provided hardware, confirmation of software functionality and the provision of installation reference documentation.

20. Terms and conditions of repair parts: N/A

20a. Terms and conditions for any other services: Net 45

21. List of service and distribution points: N/A

22. List of participating dealers: N/A
23. Preventative maintenance: N/A
24a. Special attributes such as environmental attributes: N/A
24b. Section 508 compliance: All Storm software complies with Section 508
25. Data Universal Number System (DUNS) number: 841278166

The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CFR 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If the contractor adds SCLS labor categories / employees to the contract through the modification process, the contractor must establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable wage determination number. Failure to do so may result in cancellation of the contract.

**LABOR CATEGORY PRICING:**

Pricing includes the IFF of .75%.

<table>
<thead>
<tr>
<th>Labor Categories</th>
<th>List Price</th>
<th>GSA Discount from List</th>
<th>Discounted Rate</th>
<th>IFF</th>
<th>GSA Rate</th>
</tr>
</thead>
<tbody>
<tr>
<td>SOLUTIONS ARCHITECT</td>
<td>272.00</td>
<td>25%</td>
<td>204.00</td>
<td>1.53</td>
<td>205.53</td>
</tr>
<tr>
<td>PRINCIPAL SYSTEMS ARCHITECT</td>
<td>272.00</td>
<td>25%</td>
<td>204.00</td>
<td>1.53</td>
<td>205.53</td>
</tr>
<tr>
<td>PRINCIPAL SOFTWARE ARCHITECT</td>
<td>246.67</td>
<td>25%</td>
<td>185.00</td>
<td>1.39</td>
<td>186.39</td>
</tr>
<tr>
<td>PRINCIPAL IA ARCHITECT</td>
<td>246.67</td>
<td>25%</td>
<td>185.00</td>
<td>1.39</td>
<td>186.39</td>
</tr>
<tr>
<td>PRINCIPAL SYSTEMS ANALYST/ADMINISTRATOR</td>
<td>200.00</td>
<td>25%</td>
<td>150.00</td>
<td>1.13</td>
<td>151.13</td>
</tr>
<tr>
<td>SENIOR SYSTEMS ENGINEER/ARCHITECT</td>
<td>226.67</td>
<td>25%</td>
<td>170.00</td>
<td>1.28</td>
<td>171.28</td>
</tr>
<tr>
<td>SENIOR NETWORK ENGINEER</td>
<td>226.67</td>
<td>25%</td>
<td>170.00</td>
<td>1.28</td>
<td>171.28</td>
</tr>
<tr>
<td>SENIOR SOFTWARE ENGINEER</td>
<td>226.67</td>
<td>25%</td>
<td>170.00</td>
<td>1.28</td>
<td>171.28</td>
</tr>
<tr>
<td>SENIOR SYSTEMS ANALYST/ADMINISTRATOR</td>
<td>180.00</td>
<td>25%</td>
<td>135.00</td>
<td>1.01</td>
<td>136.01</td>
</tr>
<tr>
<td>SYSTEMS ENGINEER</td>
<td>180.00</td>
<td>25%</td>
<td>135.00</td>
<td>1.01</td>
<td>136.01</td>
</tr>
<tr>
<td>PROGRAM MANAGER</td>
<td>226.67</td>
<td>25%</td>
<td>170.00</td>
<td>1.28</td>
<td>171.28</td>
</tr>
<tr>
<td>PROJECT MANAGER</td>
<td>180.00</td>
<td>25%</td>
<td>135.00</td>
<td>1.01</td>
<td>136.01</td>
</tr>
</tbody>
</table>
Commercial (List Price) rates effective 1/1/2016

LABOR CATEGORY DESCRIPTIONS:

**Commercial Job Title: Solutions Architect**

*Functional Responsibilities:*

Using advanced design concepts and a deep understanding of data management operations, examines the work and data flows within an Enterprise organization translating them into storage, server, and network architectures to support those flows. Develops functional/ performance/cost tradeoff studies when multiple viable options exist or customer constraints exist. Presents alternatives, discusses merits of the design(s), guides customer/analyst discussions toward selecting the appropriate design, assists refining architecture to final form, and operates as a trusted advisor during the implementation phase.

*Essential Functions:*

- Provide strategic input for storage solutions
- Lead or assist in projects with shared storage requirements
- Design BCM (business continuity management) solutions
- Validate different Enterprise Storage solutions for technical viability
- Design and plan new shared storage infrastructures
- Possess excellent problem solving skills with ability to perform root cause analysis
- Ability to manage and/or partake in multiple projects in parallel
- Define all of the components for the proposed solution to include hardware, software, processes, and development resources
- Oversee the technical fulfillment (design, development and implementation) of solutions with internal and external development / integration teams
- Identify and close additional business opportunities that employ the strengths of the company
- Responsible for writing 1-20 page proposals, memos, and Statements of Work
- Operate as the technical expert in the sales process tasked with comparing multiple products and technologies and educating customers about the technical merits of particular solutions
- Act as the technical subject matter expert for created/design solutions
- Mentor and develop Associate and Senior level consultants in the current technologies and components required for software development, integration and deployment
**Minimum/ General Experience:**

- 10+ years technical solutions consulting experience (Hardware, software, Networking; all 3 areas)
- 7+ years open systems experience (Unix, Solaris, Linux, etc.)
- 4+ years storage management software experience (Sun SAM-FS, Veritas HSM, ADIC StorNext, EMC DXUL, etc.)
- 4+ years data backup software experience (Legato Networker, IBM Tivoli ADSM/TSM, Veritas Netbackup, etc.)
- 4+ years storage hardware experience (disks, tape technologies, storage libraries)
- 4+ years specialist knowledge Unix-based server (Sun, IBM, HP, etc.)
- 4+ years specialist knowledge of SAN design and implementation
- 2+ years specialist knowledge relational database (Oracle, DB2, etc.)
- Exceptional communication and team-building skills
- Detail oriented personality possessing strong analytical skills
- Team Player with strong organizational and project management skills
- Strong writing, communication and presentation skills
- Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)

**Minimum Education:**

4 year degree plus advanced course work in computer science or related technical fields

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**Commercial Job Title: Principal Systems Architect**

**Functional Responsibilities:**

Leads and oversees architecture design efforts to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensures these systems are compatible and in compliance with the standards for open systems architectures and the International Standards Organization (ISO) reference models. Evaluates both analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action.

**Essential Functions:**

- Communicate technology strategy vision to all levels in the organization
- Mentor and develop associate and senior level consultants in the current technologies and components required for system integration and deployment
• Interface with external customers and partners to develop case studies and success stories.
• Create and design new custom technology-enabled solutions
• Define all of the components for the proposed solution to include hardware, software, processes, and development resources
• Work with end-users, explaining technical solutions to a range of individuals from technical System Administrators and MIS staff to non-technical business/management people
• Identify and close additional business opportunities that employ the strengths of the company
• Responsible for writing 1-20 page proposals, memos, and Statements of Work
• Research emerging technologies and anticipate long-term technology trends and how they will affect a customer.
• Adheres to all IT guiding principles, processes, policies, standards and procedures.
• Mentor and develop Associate and Senior level consultants in the current technologies and components required for software development, integration and deployment

Minimum/ General Experience:
• Willingness to work in a highly dynamic environment which requires flexibility and timely reaction to urgent requirements
• Maintains good business awareness: ability to distinguish between business requirements, commercial requirements and technical requirements whilst evaluating potential tactical or strategic storage solutions
• Demonstrates by example integrity without compromise, respect, and commitment to excellence, collaboration, agility, and values
• Possesses extensive teamwork skills and ability to work with and influence other individuals in a non-confrontational manner
• 7+ years open systems experience (Unix, Solaris, Linux, etc.)
• 7+ years storage hardware experience (disks, tape technologies, storage libraries)
• 7+ years specialist knowledge Unix-based server (Sun, IBM, HP, etc.)
• 4+ years data backup software (Legato Networker, IBM Tivoli ADSM/TSM, Veritas Netbackup, etc.)
• 4+ years specialist knowledge of SAN design and implementation
• 3+ years experience as a Technical and/or Project Lead.
• 2+ years specialist knowledge relational database (Oracle, DB2, etc.)
• Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)
Minimum Education:

4 year degree plus advanced course work in computer science or related fields

Commercial Job Title: Principal Software Architect

Functional Responsibilities:

Provide software and architectural development for new and existing projects. Propose solutions to improve and enhance existing enterprise architectures through the full life cycle development of software architectures including analysis, design, development, testing, implementation, and maintenance. Design and develop common application services for re-use across multiple project initiatives. Provide senior level guidance to team of Software Engineers.

Essential Functions:

- Participate in system analysis, design, implementation, and documentation for various projects.
- Proactively evaluate and test emerging technologies/tools, and document essential steps to integrate tools into applications.
- Ability to troubleshoot existing software, ascertain fault location, repair/redesign as appropriate to ensure overall system viability and extensibility.
- Author and maintain software architecture documents and presentations designs using current software-based project management tools.
- Provide technical leadership support throughout the development cycle.
- Track and understand advances in software development technologies.
- Identify and close additional business opportunities that employ the strengths of the company
- Responsible for writing 1-20 page proposals, memos, and Statements of Work
- Mentor and develop Associate and Senior level consultants in the current technologies and components required for software development, integration and deployment

Minimum/ General Experience:

- Strong experience with system integration and testing issues.
- Proven track record of delivering software products to market.
- Advanced analytical problem solving (such as scientific) skills
- Knowledge in general programming (C, C++, UNIX, and relational database skills) with duties to support mission critical systems in existing environments.
- 8+ years experience in the software industry, with at least 6 years in development, and 2 years in a technical leadership role.
• 8+ years experience with multiple structured programming languages (such as Visual Basic, C++, Java, J2EE, etc.)

• 6+ years experience with design and development of applications in a multi-platform cross-functional environment

• 3+ years experience as a Technical and/or Project Lead

• 2+ years experience developing in a real-time embedded environment.

• 2+ years experience with automated project management tools, for example Microsoft Project

• 2+ years experience with testing methods & tools

• Strong writing, communication and presentation skills

• Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)

Minimum Education:

4 year degree plus advanced course work in computer

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**Commercial Job Title: Senior Systems Engineer/Architect**

**Functional Responsibilities:**

Establishes system information requirements using analysis of the information engineer(s) in the development of enterprise-wide or large-scale information systems. Leads and oversees architecture design efforts to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensures these systems are compatible and in compliance with the standards for open systems architectures and the International Standards Organization (ISO) reference models. Evaluates analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action.

**Essential Functions:**

• Interfaces with external customers and partners to develop case studies and success stories.

• Works with Principal Systems Architects to gain expertise in the current technologies and components required for system integration and deployment

• Willingness to work in a highly dynamic environment which requires flexibility and timely reaction to urgent requirements

• Create and design new custom technology-enabled solutions

• Define all of the components for the proposed solution to include hardware, software, processes, and development resources

• Directly involved with end-users, explaining technical solutions to a range of individuals from technical System Administrators and MIS staff to non-technical business/management people
- Identify and work with Principal Systems Architect to close additional business opportunities that employ existing or obtainable strengths of the company

- Contribute to the writing of 1-20 page proposals, memos, and Statements of Work

- Adheres to all IT guiding principles, processes, policies, standards and procedures.

- Requirements:

  - Maintain good business awareness: ability to distinguish between business requirements, commercial requirements and technical requirements whilst evaluating potential tactical or strategic storage solutions

  - Researches emerging technologies and anticipates long-term technology trends and how they will affect the customer.

  - Demonstrates by example integrity without compromise, respect, and commitment to excellence, collaboration, agility, and values

  - Extensive teamwork skills and ability to work with and influence other individuals in a non-confrontational manner

**Minimum/ General Experience:**

- 4+ years open systems experience (Unix, Solaris, Linux, etc.)

- 4+ years storage hardware experience (disks, tape technologies, storage libraries)

- 4+ years specialist knowledge Unix-based server (Sun, IBM, HP, etc.)

- 2+ years experience as a Technical and/or Project Lead.

- 1+ years data backup software (Legato Networker, IBM Tivoli ADSM/TSM, Veritas Netbackup, etc.)

- 1+ years specialist knowledge of SAN design and implementation

- Specialist knowledge of relational database (Oracle, DB2, etc.) desired

- Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)

**Minimum Education:**

4 year degree plus advanced course work in computer science or related technical fields

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**Commercial Job Title: Senior Network Engineer**

**Functional Responsibilities:**

Will be involved with engineering complex network designs, configurations, and analyzing existing network problems identifying methods of resolutions as well as offering alternative architectures. Will participate
as part of larger architectural design teams, conducting site verification, and contributing to written proposals and solution documentation.

**Essential Functions:**

- Requires an understanding of WAN/LAN architecture that includes frame relay, Internet Protocols, and VPN network Protocols.

- Demonstrated ability to analyze and specify network configuration at the server, client, and component level. Thorough understanding of network infrastructure used by distributed middleware, including IP based protocols, typical enterprise network topologies, Internet/Intranet/Extranet configurations, common network security issues and solutions

- Mentor and develop Associate and Senior level consultants in the current technologies and components required for network integration and deployment

- Formulate network topographical architectural recommendations

- Evaluate new network-related technologies, “best practice” design guidelines and standards

- Identify and work with Principal Systems Architect to close additional business opportunities that employ existing or obtainable strengths of the company

- Contribute to the writing of 1-20 page proposals, memos, and Statements of Work

- Conduct technology comparisons establishing reference baseline architectures

**Minimum/ General Experience:**

- 5+ years experience as a Senior Network Architect at the enterprise level with demonstrated experience with WAN/LAN architecture that includes frame relay, Internet Protocols, and VPN network Protocols

- 4+ years experience in designing, implementing and operating of large enterprise internal and external data communication systems, including LANs and WANs.

- 4+ years experience in network services such as HTTP, DNS, FTP, NFS, etc.; knowledge of network security methods for UNIX; Solaris preferred and/or Linux systems

- 3+ years experience with network capacity planning / dimensioning

- 3+ year as a senior architect in complex enterprise environment

- Ability to quickly learn / interpret / evaluate potential benefits of emerging technologies

- Must have demonstrable “expert” experience and detailed understanding of routing protocols (e.g. RIP v2, EIGRP, OSPF, BGP4, etc); switched ethernet, VLAN technologies, Frame Relay, ATM, SONET, MPLS, private IP, and VPN networks EtherChannel, VTP, 802.1q, and ISL, QoS, CoS, policy based routing, traffic classification / segregation

- Must have experience configuring and troubleshooting Cisco families of products (e.g. Cisco 7000-2000, Catalyst 6000/5000/4000, CSS 11000, VPN Concentrators, ASS400, AP1xxx, etc.)

- Knowledge of and hands-on experience with Network Analyzers and tools required are Network troubleshooting (e.g. General Sniffers, CiscoWorks2000, Sniffer Pro, ProactiveNet, etc.)

- Very detailed knowledge of network management components and applications
• Strong writing, communication and presentation skills
• Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)

**Minimum Education:**

4 year degree plus advanced course work in computer science or related technical fields

**Commercial Job Title: Senior Software Engineer**

**Functional Responsibilities:**

Provide software development for new and existing projects. Propose solutions to improve and enhance existing software solutions and provide full life cycle development of software including analysis, design, development, testing, implementation, and maintenance. Design and develop common application services for re-use across multiple project initiatives. Provide senior level guidance to team of Software Engineers.

**Essential Functions:**

• Participate in system analysis, design, implementation, and documentation for various projects.
• Proactively evaluate and test emerging technologies/tools, and document essential steps to integrate tools into applications.
• Ability to troubleshoot existing software, ascertain fault location, repair/redesign as appropriate to ensure overall system viability and extensibility.
• Author and maintain software documents and presentations designs using current software-based project management tools.
• Provide technical leadership support throughout the development cycle.
• Track and understand advances in software development technologies.
• Identify and close additional business opportunities that employ existing or obtainable strengths of the company
• Responsible for writing 1-20 page proposals, memos, and Statements of Work in the pursuit of new business
• Mentor and develop Associate level consultants in the current technologies and components required for software development, integration and deployment

**Minimum/General Experience:**

• Strong experience with system integration and testing issues.
• Proven track record of delivering software products to market.
• Advanced analytical problem solving (such as scientific) skills
• Knowledge in general programming (C, C++, UNIX, and relational database skills) with duties to support mission critical systems in existing environments.

• 5+ years experience in the software industry

• 5+ years experience with multiple structured programming languages (such as Visual Basic, C++, Java, J2EE, etc.)

• 5+ years experience with design and development of applications in a multi-platform cross-functional environment

• 2+ years experience developing in a real-time embedded environment.

• 2+ years experience with testing methods & tools

• Strong writing, communication and presentation skills

• Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)

Minimum Education:

4 year degree plus advanced course work in computer science or related technical fields

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Commercial Job Title: Systems Engineer

Functional Responsibilities:

Participate in the analysis and development of enterprise-wide or large-scale information systems. Will be involved in the design efforts to include the software, hardware, and communications to support the total requirements. Implement system designs and configurations, and perform preliminary analysis of system to identify possible areas for improvements.

Essential Functions:

• Configure, maintain and troubleshoot Unix/Linux and storage systems

• Responsible for performance tuning/ monitoring software, and shell scripting

• Willingness to work in a highly dynamic environment which requires flexibility and timely reaction to urgent requirements

• Create and design new custom technology-enabled solutions

• Define all of the components for the proposed solution to include hardware, software, processes, and development resources

• Adheres to all IT guiding principles, processes, policies, standards and procedures.

Minimum/ General Experience:
• 2+ years open systems experience (Unix, Solaris, Linux, etc.)
• 2+ years storage hardware experience (disks, tape technologies, storage libraries)
• 2+ years knowledge Unix-based server (Sun, IBM, HP, etc.)
• 1+ years data backup software (Legato Networker, IBM Tivoli ADSM/TSM, Veritas Netbackup, etc.)
• 1+ year knowledge of SAN implementation
• Knowledge of relational database (Oracle, DB2, etc.) desired
• 50%+ travel required
• Security Clearance (TS with Polygraph desired, either existing or that can be reinstated)
• US Citizenship

Minimum Education:

4 year degree plus advanced course work in computer science or related technical fields