

January 12, 2016



## AXIS MANAGEMENT GROUP, LLC.

Authorized Federal Supply Service Information Technology Schedule Pricelist

General Purpose Commercial Information and Rates for Technology  
Equipment, Software and Services

GSA 70 Contract Number: GS-35F-0415X

Prepared By:

AXIS Management Group, LLC  
8300 Greensboro Drive, Suite 800  
McLean, VA 22102  
T: 540.338.5071, F: 540.338.5072  
Website: [www.axisus.com](http://www.axisus.com)





**(i) GENERAL SERVICES ADMINISTRATION**

Federal Supply Service (FSS)

Authorized Federal Supply Schedule Price List

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through *GSA Advantage!*, a menu-driven database system. The internet address for *GSA Advantage!* is <http://www.gsaadvantage.gov>.

**Schedule Title:** GSA Schedule 70 – General Purpose Commercial Information Technology Equipment, Software, and Services

**FSC Class(es)/Product Code(s) and/or Service Code (As Applicable):**

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 D316	IT Network Management Services
FPDS Code D317	Creation/Retrieval of IT Related Automated News Services, Data Services, or Other Information Services (All other Information Services Belong Under GSA Schedule 76)

**Contract Number:** GS-35F-0415X

For more information on ordering from Federal Supply Schedules (FSS), click on the FSS Schedules Button at the link: [www.gsa.gov/schedules](http://www.gsa.gov/schedules).

**Contract Period:** June 15, 2016 – June 14, 2020

AXIS Management Group  
 8300 Greensboro Drive, Suite 800  
 McLean, VA 22102-3661  
 Phone: 540.338.5071, Fax: 540.338.5072  
 Website: [www.axisus.com](http://www.axisus.com)

**Business Size:** SBA 8(a) Women-Owned Economically Disadvantaged Small Business (EDWOSB)

**Pricelist Current Through Mass Modification #A454, Dated June 15, 2015**

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**(ii) CUSTOMER INFORMATION**

**1a. Table of Awarded Special Item Number(s) (SINs)**

SINs 132-51, 132-51(RC) & 132-51 (STLOC) – Information Technology (IT) Professional Services\*

\*Offers Cooperative Purchasing (RC) and Disaster Recovery Purchasing (STLOC).

**1b. Lowest Priced Model Number and Price for Each SIN:** See Page 12 of 12

**1c. Hourly Rates (Services only):** Please see pages 12-17 for hourly rates (Section ‘GSA Labor Rates’ and ‘GSA Labor Categories’), a description of all corresponding job titles, experience, functional responsibilities, and education.

**2. Maximum Order.** \$500,000.00 per SINs 132-51, 132-51(RC) & 132-51(STLOC)

NOTE TO ORDERING ACTIVITIES: \*If the best value selection places your order over the Maximum Order identified in this catalog/pricelist, you have an opportunity to obtain a better schedule contract price. Before placing your order, contact the aforementioned contactor for a better price. The contractor may (1) offer a new price for this requirement (2) offer the lowest price available under this contract or (3) decline the order. A delivery order that exceeds the maximum order may be placed under the schedule contract in accordance with FAR 8.404.

**3. Minimum Order.** \$100.00

**4. Geographic Coverage (Delivery Area).** Domestic, 48 States and Washington, D.C.

**5. Point(s) of Production (City, County, and State or Foreign Country).** McLean, Fairfax County, VA

**6. Discount from List Prices:**

GSA Net Prices are shown on the attached GSA Pricelist. Negotiated discount has been applied and the IFF has been added.

**7. Quantity/Dollar Volume Discounts.**

Contracts exceeding \$100,000, but not exceeding \$299,999	1.0%
Contracts exceeding \$300,000, but not exceeding \$499,999	1.5%
Contracts totaling \$500,000	2.0%

**8. Prompt Payment Terms.** 1.0% - 20 days from receipt of invoice or date of acceptance, whichever is later.

**9a. Notification that Government Purchase Cards are accepted at or below the Micro-Purchase Threshold.**

**9b. Government Purchase Cards are accepted above the Micro-Purchase Threshold. Contact Contractor for Limit.**

**10. Foreign Items (List Items by Country of Origin).** None

**11a. Time of Delivery. (Contractor Inserts Number of Days.)**

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
132-51	30 days Or As Per Task Order Requirements

**11b. Expedited Delivery.**

Please contact AXIS Management Group, LLC for possible expedited delivery times.

**11c. Overnight and 2-Day Delivery.** The Contractor will note in its price list the ‘Urgent Requirements’ clause of its contract and advise agencies that they can also contract the Contractor’s Representative to effect a faster delivery.

(Please contact AXIS Management Group, LLC for overnight and 2-day delivery times).

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

**13a. Ordering Address(es).**

AXIS Management Group, LLC  
8300 Greensboro Drive, Suite 800  
McLean, VA 22102-3661  
Phone: 540.338.5071  
Fax: 540.338.5072

**13b. Ordering Procedures: For Supplies and Services, the Ordering Procedures Information on Blanket Purchase Agreements (BPAs) are found in Federal Acquisition Regulation (FAR) 8.405-3.**

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance:

Mr. VC Reddy, 540.338.5071

**14. Payment Address(es).**

Capital One, N.A.  
Business Banking Branch  
1680 Capital One Drive  
McLean, VA 22102

**15. Warranty Provision. N/A**

**16. Export Packing Charges, If Applicable. N/A**

**17. Terms and Conditions of Government Purchase Card Acceptance (Any Thresholds above the Micro-Purchase Level). See 9a & 9b above.**

**18. Terms and Conditions of Rental, Maintenance, and Repair (If Applicable). N/A**

**19. Terms and Conditions of installation (If Applicable). N/A**

**20. Terms and Conditions of Repair Parts indicating Date of Parts Price Lists and Any Discounts from List Prices (If Applicable). N/A**

**20a. Terms and Conditions for any other Services (If Applicable). 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 for Electronic and Information Technology (EIT):**

Section 508 Compliance Information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following: <http://www.axisus.com>. The EIT Standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

**25. Data Universal Number System (DUNS) Number. 829411839**

**26. Notification regarding Registration in System for Award Management (SAM) Database.**

AXIS Management Group, LLC is registered in the SAM database.

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

**SCOPE**

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

**PERFORMANCE INCENTIVES I-FSS-60 PERFORMANCE INCENTIVES (APRIL 2000)**

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

**ORDER**

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

**PERFORMANCE OF SERVICES**

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

**STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)**

- (a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-

- (1) Cancel the stop-work order; or
  - (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
- (b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-
- (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
  - (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.
- (c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.
- (d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop work order.

#### **INSPECTION OF SERVICES**

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS - COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I - OCT 2008) (DEVIATION I - FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts orders placed under this contract.

#### **RESPONSIBILITIES OF THE CONTRACTOR**

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data - General, may apply.

#### **RESPONSIBILITIES OF THE ORDERING ACTIVITY**

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Professional Services.

#### **INDEPENDENT CONTRACTOR**

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

#### **ORGANIZATIONAL CONFLICTS OF INTEREST**

a. Definitions.

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

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

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

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

## **INVOICES**

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

## **PAYMENTS**

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

- (a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.
- (b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—
  - (1) The offeror;
  - (2) Subcontractors; and/or
  - (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

## **RESUMES**

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

## **INCIDENTAL SUPPORT COSTS**

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

## **APPROVAL OF SUBCONTRACTS**

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

## **DESCRIPTION OF IT SERVICES AND PRICING**

See Below for the IT Professional Services Labor Categories and Hourly Rates

**GSA LABOR RATES – SIN 132-51**

LC #	Labor Category	GSA Hourly Rate Onsite/Offsite*
1	Subject Matter Expert II	\$142.52
2	Program Manager	\$139.65
3	Project Manager	\$120.08
4	Systems Architect/Engineer	\$115.95
5	Senior Database Engineer/Specialist	\$98.84
6	Senior Programmer/Engineer	\$94.27
7	Systems/Database Administrator	\$83.82
8	Programmer/Engineer	\$82.05
9	Web Developer	\$73.95

## GSA LABOR CATEGORY DESCRIPTIONS - SIN 132-51

Solving today's complex, multi-dimensional information technology problems requires a broad array of multidisciplinary skills and experience. AXIS' experience demonstrates that for the implementation of IT systems to be successful, a wide assortment of technical and business analyses must be performed (e.g., strategic planning, design, development, implementation, testing, and operations and maintenance) along with requirements analysis, evaluation of business cases, and review of new technology solutions. Because of the complex interconnectivity and overlap of these many disciplines, we utilize personnel whose expertise can provide successful immediate and long-term results. The following labor category descriptions illustrate the general qualifications of AXIS personnel

### 1. SUBJECT MATTER EXPERT II

**Minimum General Experience:** At least ten (10) years applied knowledge in a specific area of expertise including functional experience with relevant processes and systems.

**Functional Responsibility:** Performs analytic work in support of systems engineering, programming, project and program management or planning activities, including the development of preliminary and detailed functional analysis required for Information Systems, technical and system architecture. Subject matter functional expertise provided includes areas such as project lifecycle management, applications development, user experience, GIS, database functionality, financial management, and administration. Introduces innovative approaches and methodologies for processes and support systems. May provide leadership to large teams of functional or technical personnel. Responsibilities commensurate with years of experience in relevant field.

**Minimum Education:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field **or** an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus eight (8) years of subject matter experience
- Ph.D. (in the fields described above) plus four (4) to six (6) years of subject matter experience

### 2. PROGRAM MANAGER

**Minimum General Experience:** At least twelve (12) years of general IT experience with progressively increasing responsibilities. Experience should include managing enterprise or organization-wide projects of varying scope and complexity as well as establishing relationships with management, customers and agency personnel. Should also possess experience with the project and program lifecycle processes and integration efforts and provide direction or guidance on both specific and large scale requirements. Project experience should include responsibilities overseeing task order completion and deliverable timeframes.

**Functional Responsibility:** Serves as the program manager of tasks associated with the design and development of the entire scope of the project. Establishes procedures to ensure that all tasks are completed in accordance with applicable standards, quality requirements, estimated costs, and schedules. Builds a collaborative environment with business users and management team, facilitates development of information system architecture and works with vendors in the selection of system components. Reviews reports and briefings on the status of task assignments from project manager on the technical points of the contact (including, but not limited to: system design, database administration, system maintenance and user support)

**Minimum Education:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field **or** an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus ten (10) years of IT experience
- Ph.D. (in the fields described above) plus six (6) to eight (8) years of IT experience

### 3. PROJECT MANAGER

**Minimum General Experience:** At least eight (8) years of general IT experience with progressively increasing responsibilities. Will have experience working under Program Managers to ensure successful and timely completion of task orders and deliverables. Should also possess experience with the project lifecycle process and provide direction or guidance on tasks of varying scope and complexity. Project experience should include responsibilities overseeing task order completion and deliverable timeframes.

**Functional Responsibility:** Serves as the manager of specific tasks associated with the design and development of IT systems. Establishes procedures to ensure that all tasks are completed in accordance with applicable standards, quality requirements, estimated costs, and schedules. Oversees specific and broad task order work and will take corrective action as necessary to ensure project success. Prepares reports and delivers briefings on the status of task assignments to contract management personnel on the technical points of the contact (including, but not limited to: system design, database administration, system maintenance and user support). May serve as a technical lead in some cases.

**Minimum Education:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field or an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus six (6) years of IT experience
- Ph.D. (in the fields described above) plus four (4) years of IT experience

### 4. SYSTEMS ARCHITECT/ENGINEER

**Minimum General Experience:** At least ten (10) years of experience with the design, execution and oversight of information technology (IT) projects. In addition, experience also includes evaluation of user needs with regards to IT architectures; IT solutions design, creation and implementation; providing guidance to programmers and engineers; Experience with enterprise wide migration plans and full scale architecture development.

**Functional Responsibility:** Provides overarching technical direction in the development of information technology systems for a large range of software and communications programs. Establishes system requirements in the development of enterprise-wide or large-scale information technology programs. Designs software, hardware, and communications to support total requirements and provides required interfaces to other systems, domains, or enterprises. Evaluates organizational work and information flows to determine the optimum information technology architecture for the domain or enterprise. Provides guidance and direction to system architects and software developers. Generates the highest level of system requirements, based on the user's evolving needs and other constraints such as cost and scheduling, supports program/project management, business case analysis and alternative solutions

**Minimum Education:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field or an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus eight (8) years of relevant IT experience
- Ph.D. (in the fields described above) plus four (4) to six (6) years of relevant IT experience

### 5. SENIOR DATABASE ENGINEER/SPECIALIST

**Minimum/General Experience and Years of Experience:** At least eight (8) years of general experience in complex computing environments, which may involve different types of hardware platforms, operating systems applications, data base systems and network environments. Knowledge and experience with application development tools, code generators and full system development life cycle. Expertise may include designing and building web/enabled database applications as well as experience working with or supervising database developers, database administrators and programmers. Six (6) years of experience must be specialized in database

systems including progressively increasing responsibilities in the development, programming and maintenance of database systems.

**Functional Responsibility:** Serves as lead database administrator and specialist in the development and maintenance of databases, translates data requirements into a logical data structure, and defines file organization, indexing methods, and security procedures. Establishes and develops systems based on requirements and end user analysis. Performs database administration and management functions including: database loading, notion, and data dictionary development, table development, and system performance tuning and operation. Works with database management systems and third and fourth generation computer languages. Requires a high level of skill in database management with familiarity in multiple computer operating environments.

**Educational Requirements:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field or an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus six (6) years of IT experience
- Ph.D. (in the fields described above) plus two (2) to four (4) years of IT experience

## 6. SENIOR PROGRAMMER/ENGINEER

**Minimum/General Experience and Years of Experience:** At least eight (8) years of programming experience in software development, design and maintenance. Specialized experience may include programming on large scale complex projects with an emphasis on developing software applications that fulfill requirements. At least 5 years of general IT experience is required.

**Functional Responsibility:** May serve as task or project leader. Provides technical expertise in performing applications programming and systems analysis for database and software development and maintenance activities. Work will include software requirements, definition and design, applications development, and work with third and fourth generation computer languages and relational database management systems. Performs analysis and validation of IT requirements. Plans and manages efforts within the systems software domain.

**Educational Requirements:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field or an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus six (6) years of IT experience
- Ph.D. (in the fields described above) plus three (3) to four (4) years of IT experience

## 7. SYSTEMS/DATABASE ADMINISTRATOR

**Minimum/General Experience and Years of Experience:** At least five (5) years of experience in a complex, distributed, heterogeneous computing environments, which may involve different types of hardware platforms, database platforms, operating systems applications, data base systems and network environments. Devises or modifies procedures to solve complex problems considering computer equipment capacity and limitations, operating time and form of desired results.

**Functional Responsibility:** Provide supervision for Windows systems administration, backup & recovery, system security, user support, and system monitoring & maintenance. Write and distribute technical documentation as required. Contribute to the maintenance, growth, stability and support of Windows server infrastructure including system management. Provide operational reports and performs root cause analysis on system outages. Identifies weaknesses in servers/systems and troubleshoot, recommend, and implement corrective measures. Responds in a timely manner to requests from system users and provides assistance accessing functions and user profiles. Develops system changes to enhance user experience. Ensures that all applications and systems are properly planned and implemented in a timely and responsible manner and with limited disruption to the organization.

**Educational Requirements:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field **or** an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus three (3) years of IT experience
- Ph.D. (in the fields described above) plus one (1) to two (2) years of IT experience

## 8. PROGRAMMER/ENGINEER

**Minimum General Experience:** At least five (5) years of programming experience in software development, design and maintenance. Specialized experience may include programming on large scale complex projects with an emphasis on developing software applications that fulfills requirements. At least 3 years of general IT experience is required.

**Functional Responsibility:** Provides technical expertise in performing applications programming and systems analysis for database and software development and maintenance activities. Work will include software requirement definition and design, applications development and work with third and fourth generation computer languages and relational database management systems. May require a working level of skill in programming structured languages such as C++ or C and related programming tools.

**Minimum Education:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field **or** an equivalent combination of education and relevant IT experience may be

- Master's Degree (in the fields described above) plus three (3) years of IT experience considered:
- Ph.D. (in the fields described above) plus entry level to two (2) years of IT experience

## 9. WEB DEVELOPER

**Minimum General Experience:** At least three (3) to five (5) years applied knowledge in specific area of expertise including functional experience with back end development, web portal development, content management (Drupal, Joomla, WordPress, Vignette, etc.), design and maintenance.

**Functional Responsibility:** Performs web portal enhancement and content management and employs superior communication skills in working with content owners and experts across the organization. The web content developer will ensure that all web-based content is delivered in a consistent manner that content is placed within the established structure of the site, and that content conforms to goals and objectives, positioning, and messaging. This position will be responsible for adhering to federal, 508, and NIST guidelines. Will possess strong experience in a variety of backend programming languages with some front-end expertise, ideally combined with strong understanding of content management system integration, and efficient system design.

**Minimum Education:** Bachelor's Degree in computer science, information systems, or relevant technical, engineering or scientific field **or** an equivalent combination of education and relevant IT experience may be considered:

- Master's Degree (in the fields described above) plus one (1) to two (2) years of IT experience
- Ph.D. (in the fields described above) plus one (1) year of IT experience
- No degree or associates degree plus six (6) to nine (9) years of IT experience

## USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS

### PREAMBLE

AXIS Management Group, LLC provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

### COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts.

To accelerate potential opportunities please contact:

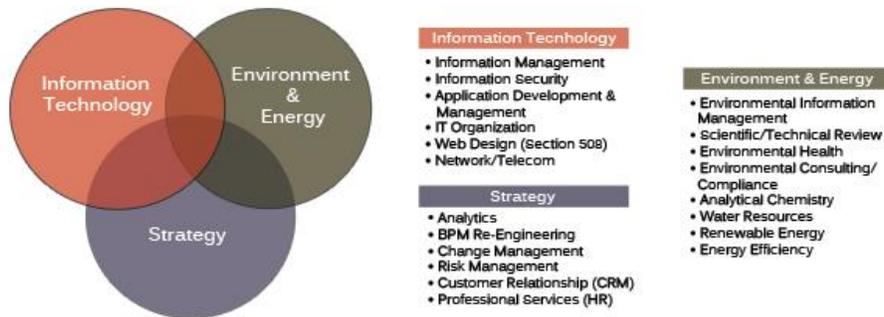
VC Reddy  
Managing Director  
AXIS Management Group, LLC  
8300 Greensboro Drive, Suite 800  
McLean, VA 22102  
T: 540.338.5071, F: 540.338.5072  
Email: vcreddy@axisus.com

### AXIS MANAGEMENT GROUP OVERVIEW

#### WHO WE ARE

AXIS Management Group, LLC (“AXIS”) is a SBA 8(a) Certified, Women-Owned Economically Disadvantaged Small Business (EDWOSB) consultancy with core competencies in Information Technology (IT), Environmental, and Management Strategy Services. Founded in December 2008, AXIS brings Federal Government project experience with multiple agencies as well as relevant knowledge across a diverse set of industries and verticals.

Our customers include the Department of Health and Human Services (HHS), Food and Drug Administration (FDA), Department of Housing and Urban Development (HUD), Department of Transportation (DOT), and the District Department of the Environment (DDOE) in Washington D.C. Our management team has over 30 years of combined experience in the fields of Information Technology, Environmental Sciences and Strategic Management at large consultancies, Federal Agencies and Federal/Defense Contractors. AXIS’ overall service model can be described in the following infographic below:



AXIS is uniquely positioned due to our ability to provide a strong combination of IT, Environmental, and Program and Project Management services for comprehensive procurements. By offering a wide range of IT services, our team of experienced professionals can remove complex business roadblocks with highly innovative solutions. We work closely with our clients to understand requirements, generate accurate scopes, and develop pragmatic approaches to meet and exceed quality deliverables at minimal costs. This well-established method allows us to create scalable and adaptable models for several successful projects of varying size and requirements. This extensive expertise includes program/project management, end user support, network/systems administration and security, software development, business intelligence and data warehouse, and cloud computing solutions.

#### OUR GUIDING PRINCIPLES

We believe that our success is grounded in 4 core principles that underpin how AXIS works together to serve our clients.

- **Service:** Putting our clients first by understanding their needs and delivering smart, cost-effective solutions that meet their goals.
- **Value:** AXIS takes on clients’ problems as if they were their own and implements real-world solutions that are cost-effective, efficient and practical.
- **Excellence:** AXIS brings superior technical capability, disciplined project management, and excellence in safety and quality to all of the company’s work.
- **Opportunity:** AXIS’ people are our #1 asset with experts in numerous fields. An entrepreneurial nature and commitment to success provide opportunities for our employees to grow.

#### APPLICABLE INFORMATION (DUNS/NAICS)

AXIS’ DUNS Number is 829411839 and we operate under the following NAICS Codes:

541511	541512	541513	541519
541611	541620	541712	541690

## IT SERVICES AREAS (SIN 132-51)

### A BRIEF OVERVIEW

AXIS' technical service capabilities cover the entire Information Technology (IT) and Software Development Lifecycle from systems maintenance to development, implementation, modernization, and integration. Our high quality and cost effective IT services utilize proven processes including full-scale strategic planning, requirements gathering and business analyses.

We offer a full spectrum of business and technical expertise, including business intelligence, systems engineering, applications development, data management, network engineering, administration security, operations research, economic analysis, and program/project management. Coupled with this expertise includes more than 15 years of staff experience in COTS and GOTS products and systems, and in integration.

Our staff of educated and skilled employees is qualified to support a wide-range of industries and verticals, including technology, human capital, financials, logistics, health/medical, electronic commerce, call centers and outsourcing, project/program management, and environment and natural resources. AXIS delivers leading edge, high quality and innovative solutions to complex technology challenges. Our corporate IT qualifications include:

- Effective and efficient program/project management tailored to the needs of large and small projects.
- Industry leadership in providing IT operations, systems integration, security services, including business process reengineering, infrastructure and networking, and software development.
- The technical expertise, qualifications and project management capabilities to perform a wide variety of technical services for government and industry. AXIS is an active partner with several innovative leaders in technology that offer exciting promises for new Internet technologies, products and services.

Our success as a company is predicated on the success of our clients in achieving their mission objectives. We do this by providing robust, cost-effective services that create value and aid government agencies in addressing the challenges of increasing organizational efficiency in the face of reduced budgets. In the current funding environment, AXIS' goals include the following:

### MEETING THE GOVERNMENT'S CHALLENGES WITH INFORMATION TECHNOLOGY

The increasingly intensive use of information technology has led to numerous challenges for government leaders. While spending on IT infrastructure has dramatically ballooned, the return on investment (ROI) from implementations has been mixed. Hoping for the best is never an adequate solution and coupled with tighter budgets and higher demands, means everyone must rethink the role of IT in coming years. We believe leaders in both private and public sectors face several challenges in:

- Satisfying Internal and External Expectations of IT Services
- Proactively Ready IT to Meet Future Demand
- Controlling Costs while Increasing ROI

### HELPING THE GOVERNMENT MOVE FORWARD WITH INFORMATION TECHNOLOGY

AXIS understands these challenges and has built an IT strategy to help government organizations:

- Transform an existing environment into a more agile infrastructure
- Capitalize on new low-risk technologies and industry innovation
- Attain high levels of IT efficiency to increase value and reduce financial burden
- Enhance security and improve IT operating strategies
- Deliver IT solutions that create insight and enable better decision making

### WHERE WE CAN HELP

To attain the most value for your organization, AXIS brings together the right personnel, strategies and technical skillsets to deliver:

- Information Management
- Information Security
- Application Development & Management
- IT Organization
- Web Development (Web Design, Section 508 and Mobile)

### **INFORMATION MANAGEMENT (IM)**

The collection, distribution and use of information is paramount to organizational decision-making in today's economy. Obtaining and processing large amounts of data enables organizations to visualize trends, find insights and drive decision-making with more intelligence than ever before.

AXIS Information Management (IM) services empowers our clients to use their information to improve their business functions and create value.

#### **AXIS' IM Strategy:**

- Encourage cross-functionality within an organization by reducing the redundancy of data collection tasks
- Emphasize coordination by aligning data collection, management and analysis functions
- Improve the quality of information used by decision-makers throughout the organization
- Ensure IT accountability and quality for BI processes, investment and prioritization
- Help achieve overall strategic and tactical objectives by streamlining decision-making
- Improve company decision-making effectiveness and efficiency

#### **AXIS IM Services:**

- Business Intelligence (Collection & Visualization)
- Database Development, Governance and Optimization
- Data Warehouse Management
- Enterprise-Level Information Management

### **INFORMATION SECURITY (IS)**

With the exponential advancement of technology has come more sophisticated and devastating attacks on many organization's IT infrastructure. Coupled with stakeholder demands for compliant and secure IT operations means our clients are under significant pressure to reduce their risks by strengthening their IT environments.

AXIS provides enterprise-wide Information Security (IS) services that protect organization-critical information and align with our clients' objectives.

#### **AXIS' IS Services:**

- Security Certification & Accreditation
- Regulatory Compliance (FISMA, NIST, DoD, and DHS)
- Identity & Access Management
- Threat & Vulnerability Assessments
- IS Architecture & Protocol Management
- Privacy and Data Protection

### **APPLICATION DEVELOPMENT & MANAGEMENT (AD&M)**

Application Development & Management (AD&M) services have become increasingly crucial in today's IT marketplace. As the complexity and sheer number of enterprise customer application demands has increased, organizations struggle to develop, manage and maintain their IT portfolios. Tight IT budgets, time-to-market pressure and variable requirements make it difficult for organizations to ensure their applications are delivering consistent value.

**AXIS' solutions include complex, highly integrated applications with the following benefits:**

- Reduction in overall costs to develop and maintain applications
- Ensure lower risk by establishing fixed application costs over time
- Improve performance by maintaining high availability and mission-critical functions

**AXIS' delivers the following AD&M Services:**

- Application Development & Maintenance
- Legacy Application Portfolio Management
- Application Modernization/Transformation
- Application Migration & Testing

AXIS develops and integrates solutions with post-implementation support in accordance with industry-wide standards such as CMM and ITIL.

**IT ORGANIZATION**

Organizational growth, the complexity of doing business coupled with increasing technology demands has led to a transformation in how IT functions within an organization. Creating value by improving IT operational performance and attaining optimal efficiency is not enough. CTOs and CIOs must now use IT to drive innovation, enable growth and expand their capabilities.

**AXIS offers our clients:**

- IT Infrastructure Services (Data Centers, Capacity, Service, and Asset Management)
- IT Strategy (Value Creation, Alignment, Cost & Risk Management and Governance)
- Systems Integration (Enterprise and Service-Oriented Architectures)
- Call Centers/Outsourcing/Help Desk

**WEB DESIGN/DEVELOPMENT**

AXIS Web Design Capabilities include the following:

- Web Development
- Graphic Design
- Section 508 Compliance
- Mobile Solutions
- Usability/Audience Analysis
- Content Management System (CMS) Implementation
- Social Media/Outreach Initiatives

These solutions are often times integrated with our other service offerings.

**FOR MORE INFORMATION**

Please visit [www.axisus.com](http://www.axisus.com) for more information about our IT service offerings or call 540.338.5071 to speak with a member of the AXIS Executive Team to see how we can help your organization.