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## **INFORMATION TECHNOLOGY SCHEDULE PRICELIST**

**FSC GROUP 70**

**CONTRACT NUMBER: GS-35F-0524L**

**CONTRACT PERIOD: August 6, 2006 through August 5, 2011**

*ALP International (ALPI) has been a leading provider of comprehensive test automation and software training services in the Washington, D.C. metropolitan area since 1993. Celebrating our 10th year of consulting and training success, our business continues to thrive and our extensive client list numbers over 400, including Fortune 500 companies, government agencies, and non-profit organizations. Our high level of service and skill has resulted in exceptional growth and frequent recurring business from our many satisfied clients. These are organizations that routinely execute complex software projects that call for multidisciplinary skills. They are often actively engaged in improving their quality and business processes. ALPI serves these organizations in a number of ways, including re-engineering their processes, providing them with key personnel to support their implementation, and training their existing personnel to use the tools that will facilitate their quality assurance and testing initiatives. In addition, ALPI contributes to the empowerment of the software testing community through the sponsorship of the National Capital Area Software Forum.*

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### 1. SPECIAL ITEM NUMBERS

**SIN 132-50 - TRAINING COURSES FOR INFORMATION TECHNOLOGY EQUIPMENT AND SOFTWARE (FPDS Code U012)**

#### **SIN 132-51 - 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 D399	Other Information Technology Services, Not Elsewhere Classified

### 2. GEOGRAPHIC SCOPE OF CONTRACT:

The scope of this contract is the 48 contiguous United States and the District of Columbia.

### 3. GOVERNMENT CREDIT CARDS UP TO THRESHOLD

ALPI accepts the Government purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders.

### 4. GOVERNMENT CREDIT CARDS ABOVE THRESHOLD

Government purchase cards will be acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

### 5. ORDERING/TECHNICAL INFORMATION

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

(301) 654-9200 available 9:00am to 5:00 pm Monday through Friday,  
excluding ALPI's regularly scheduled holidays  
or (888) 999-7778

**6. CAGE Code: 1M5J5**

**7. CCR REGISTRATION**

Contractor has registered with the Central Contractor Registration Database.

**8. SMALL REQUIREMENTS:**

The minimum dollar value of orders to be issued is \$500.00.

**9. MAXIMUM ORDERS**

Maximum Order for Special Item Number 132-50 - Training Courses IS \$25,000.

Maximum Order for Special Item Number 132-51 - Information Technology (IT) Professional Services is \$500,000.

**10. ALPI TRAINING**

Training for all courses can be provided at ALPI training centers as well as on-site at government locations.

ALP International Corporation provides training on the following:

- Standard Mercury Interactive Courseware
- Express™ Training Courseware

**Standard Mercury Interactive Courseware**

Mercury Interactive's training courseware is comprehensive and detailed. The material alternates between lecture and labs, and provides the most comprehensive environment to learn the features and functions of each Mercury Interactive testing product. Courses span multiple days, and should be taken by anyone contemplating certification on Mercury products.

In addition to Standard Mercury Interactive courses, ALP International provides training on a complete set of 1-day *Express™* courses.

ALP International training is performed by certified trainers.

**Express™ Training Courseware**

These courses have been designed from direct feedback from the several hundred individuals who have been trained by ALPI staff over the past 10 years, and are meant to meet the requirements of individuals who have limited time to attend training.

All *Express™* courses are 1-day classes which emphasize the major concepts required to effectively use test automation tools.

There is heavy emphasis on hands-on use during the day to ensure that individuals will have both the confidence and experience to apply *Express*<sup>TM</sup> course material to their individual project requirement.

In addition to *Express*<sup>TM</sup> courses, ALP International provides training on the complete set of Standard Mercury Interactive multi-day courses.

ALP International training is performed by certified trainers.

## 10. SCHEDULED TRAINING COURSES AND PRICES:

### ALP International Corporation's Training Courses:

*(for course descriptions and prerequisites please visit our website at [www.alpi.com](http://www.alpi.com))*

Training Courses for ALPI Schedule	Class Days	Commercial Price	GSA w/IFF
USING WINRUNNER - PUBLIC	2	\$1,200.00	\$967.25
ADVANCED WINRUNNER - PUBLIC	2	\$1,200.00	\$967.25
WINRUNNER FOR WEB - PUBLIC	1	\$600.00	\$483.63
WINRUNNER WEBSUITE - PUBLIC	3	\$1,800.00	\$1,450.88
WINRUNNER SUITE - PUBLIC	4	\$2,100.00	\$1,692.70
USING TESTDIRECTOR - PUBLIC	1	\$600.00	\$483.63
ADMINISTERING TESTDIRECTOR - PUBLIC	1	\$600.00	\$483.63
TESTSUITE - PUBLIC	5	\$2,625.00	\$2,115.87
TESTSUITE WEB ADMINISTRATOR - PUBLIC	5	\$2,625.00	\$2,115.87
USING QUICKTEST PROFESSIONAL - PUBLIC	3	\$1,800.00	\$1,450.88
ADVANCED QUICKTEST PROFESSIONAL - PUBLIC	2	\$1,200.00	\$967.25
QUICKTEST PROFESSIONAL SUITE - PUBLIC	5	\$2,625.00	\$2,115.87
FUNDAMENTALS OF LOADRUNNER - PUBLIC	2	\$1,200.00	\$967.25
VUGEN SCRIPTING FOR LR WEB - PUBLIC	2	\$1,200.00	\$967.25
LOADRUNNER WEB SUITE - PUBLIC	5	\$2,625.00	\$2,115.87
VUGEN SCRIPTING FOR LR DATABASES - PUBLIC	1	\$600.00	\$483.63
LOADRUNNER DATABASES SUITE - PUBLIC	3	\$1,800.00	\$1,450.88
ISEB SOFTWARE TESTER CERTIFICATE - PUBLIC	3	\$1,795.00	\$1,446.85
USING WINRUNNER - ON-SITE	2	\$5,000.00	\$4,534.01
ADVANCED WINRUNNER - ON-SITE	2	\$5,000.00	\$4,534.01
WINRUNNER FOR WEB - ON-SITE	1	\$2,500.00	\$2,267.00
WINRUNNER WEBSUITE - ON-SITE	3	\$7,500.00	\$6,801.01
WINRUNNER SUITE - ON-SITE	4	\$10,000.00	\$9,068.01
USING TESTDIRECTOR - ON-SITE	1	\$2,500.00	\$2,267.00
ADMINISTERING TESTDIRECTOR - ON-SITE	1	\$2,500.00	\$2,267.00

TESTSUITE - ON-SITE	5	\$12,500.00	\$11,335.01
TESTSUITE WEB ADMINISTRATOR - ON-SITE	5	\$12,500.00	\$11,335.01
USING QUICKTEST PROFESSIONAL - ON-SITE	3	\$7,500.00	\$6,801.01
ADVANCED QUICKTEST PROFESSIONAL - ON-SITE	2	\$5,000.00	\$4,534.01
QUICKTEST PROFESSIONAL SUITE - ON-SITE	5	\$12,500.00	\$11,335.01
FUNDAMENTALS OF LOADRUNNER - ON-SITE	2	\$5,000.00	\$4,534.01
VUGEN SCRIPTING FOR LR WEB - ON-SITE	2	\$5,000.00	\$4,534.01
LOADRUNNER WEB SUITE - ON-SITE	5	\$12,500.00	\$11,335.01
VUGEN SCRIPTING FOR LR DATABASES - ON-SITE	1	\$2,500.00	\$2,267.00
LOADRUNNER DATABASES SUITE - ON-SITE	3	\$7,500.00	\$6,801.01

Notes:

PUBLIC: Training held at ALPI Training Center

ON-SITE: Training held at customer location

## 12. GROUP TRAINING DISCOUNTS

*3-person discount is 30% for attending the same class*

## 13. REGISTRATION INFORMATION

**All Classes at ALPI's Training Centers begin at 9.00 a.m. and end at 5.00 p.m. Lunch is provided.**

**The Minimum Number of Students per class is 2** - if the course minimum is not met at least 72 hours before the scheduled training date, ALPI will offer the student(s) the next regularly scheduled training course.

**The Maximum Number of Students per Course is 10** - if the requested course has met the maximum of 10 registered students, ALPI will offer the next regularly scheduled training course.

**Note:** Based on the availability of seats, there is no minimum to the number of students an agency can send to a single public training course.

### TO REGISTER:

- On line at [www.alpi.com](http://www.alpi.com)
- Email, send your training request to [training@alpi.com](mailto:training@alpi.com)
- Phone, call our training department at (301) 654-9200 x403
- Fax, send your request to our training department at (301) 654-9203

#### 14. PAYMENT INFORMATION

*Check/EFT, VISA/MC/AMEX, Purchase Order must be received 5 business days in advance of scheduled training.*

#### 15. GOVERNMENT ON-SITE TRAINING

*Fixed Daily Training rate for up to 10 persons      \$2,267.00*

#### 16. BULK TRAINING DISCOUNTS (available up to one year from date of purchase)

<i>40 days</i>	<i>\$14,408.06</i>
<i>60 days</i>	<i>\$18,287.15</i>
<i>80 days</i>	<i>\$19,949.62</i>

**Note:** *The above minimum number of students and maximum number of students applies to bulk training*

#### 17. FOLLOW-UP SUPPORT

ALPI will address a limited number of post-training questions that relate specifically to course material covered. Questions should be addressed via email to [training@alpi.com](mailto:training@alpi.com).

#### 18. DESCRIPTION OF IT SERVICES

ALP International prides itself on finding creative and innovative ways in which to make technology work. With the ever complex environments which are required by organizations to support IT infrastructures, testing becomes of paramount importance in avoiding deployment mistakes and delays.

ALPI has developed five programs to assist clients in satisfying their testing needs. They are as follows:

##### Test Process Reengineering Program

This program takes approximately 2 weeks to complete depending on your environment and the number and complexity of applications. ALPI reviews your processes and procedures for testing and configuration management and makes detailed recommendations for improvement. The summary findings of the report we prepare give you all the information you need to plan and implement a successful testing practice.

##### IV&V Testing Program

This Independent Verification & Validation (IV&V) program is for organizations with little to no testing and configuration management in place. An ALPI team of professionals comes into your environment to create and document a test process, then use the process to create and carry out test plans and schedules for specific applications. We transition by training your team to continue using our implemented processes, methodologies, and tools. This program normally takes 6-12 months to fully implement, and can be extended at your request.

### Software Testing Program

This start-to-finish program is designed to test a specific application. We use our test methodology to create a test plan and process to test your application that includes automated testing scripts for regression testing. This program varies depending on the complexity of your application, the resources available, and the completeness and accuracy of the business requirements. Average time to complete this program is 6 months.

### Test Automation Program

This program complements an existing test infrastructure by creating an automated test process within it. Using our Process Driven Model™ to simplify automation, we incorporate WinRunner and TestDirector into your test environment. Once completed, we train and transition your team to run the process. The program takes about 3 months to implement and can be extended at the your request.

### Load and Performance Testing Program

ALPI offers short-term, load-testing capabilities for clients who need to measure the performance of a specific application, develop load-test baselines, or create load-test scripts and scenarios. We measure transaction performance time using various load scenarios and develop summary reports to help interpreting results and take corrective action. Initial load-test setup and execution takes 3-4 weeks, depending on client installation, readiness, and available resources.

## **19. DESCRIPTION OF LABOR CATEGORIES**

### **A) Job Title: Project Manager**

General Experience: 5 years directly related experience

Functional Responsibility: The Project Manager is responsible for planning and executing a project. This includes forecasting, executing, and tracking of labor hours, activity schedules, resources, and technological activity. Responsibilities include development and execution of action plans, decision making, and problem solving. Creates and manages project plans for test team. Assigns tasks and reviews and approves team schedules. Reviews and approves deliverables with customer. Oversees day-to-day development of programs/projects.

Minimum Education: BA/BS

### **B) Job Title: Manager**

General Experience: 4 years directly related experience

Functional Responsibility: The Manager is responsible for the definition and implementation of complex process, schedule and automated technology and information systems projects. This includes requirements analysis, design, implementation, integration, test, documentation, and support of the overall system, such as sophisticated multi-user systems with complex functionality. Reviews quality assurance and evaluates new and existing technology applications to see if it meets customer requirements. Directs and reviews the work of other engineers.

Minimum Education: BA/BS.

**C) Job Title: Project Lead**

General Experience: 3 years directly related experience

Functional Responsibility: The Project Lead's responsibilities include functional and system requirements analysis, overall system architecture, development and design, implementation, and integration. Oversees complex project tasks. May be involved in application development and implementation, test planning and estimation, development and implementation, and test reporting. May work with business users to gather application requirements and assists in translating these requirements into test plans and test cases.

Minimum Education: BA/BS

**D) Job Title: Senior Systems Engineer**

General Experience: 2 years directly related experience.

Functional Responsibility: The Senior Systems Engineer is responsible for defining and creating complex test plans and procedures, development plans, and system design. Develops solutions to complex technical and process problems. Identifies the best technical solution for a business problem. Create test processes and procedures. Designs, develops and automates test scripts. Designs, develops and tests applications and system infrastructure. Documents activities including testing processes, test plans, and project information. Acts as a mentor to Systems Engineers.

Minimum Education: BA/BS in Engineering, Computer Science or related academic field.

**E) Job Title: Systems Engineer**

General Experience: 1 year directly related experience.

Functional Responsibility: The Systems Engineer performs under supervision and within specific guidelines, performs in a professional position generally as part of a team. The Systems Engineer is involved in phases of the software testing/development life cycle from requirements definition/creation through execution and validation. Develops scope and objectives for testing/development activity. Develops solutions to solve moderately complex problems with an emphasis on process improvement and technology implementation. Implements, integrates, tests, debugs, and documents solutions. This may include manual/automated test case development and implementation, software development and implementation, and system integration. May be involved in related areas such as database/network design/management and product evaluation.

Minimum Education: BA/BS in Engineering, Computer Science or related academic field.

**20. GSA HOURLY RATES**

Labor Category	06-Aug-06 to '05-Aug-07	06-Aug-07 to '05-Aug-08	06-Aug-08 to '05-Aug-09	06-Aug-09 to '05-Aug-10	06-Aug-10 to '05-Aug-11
<b>Systems Engineer</b>	<b>87.61</b>	<b>90.33</b>	<b>93.13</b>	<b>96.02</b>	<b>99.00</b>
<b>Sr. Systems Engineer</b>	<b>103.88</b>	<b>107.10</b>	<b>110.42</b>	<b>113.84</b>	<b>117.37</b>
<b>Project Lead</b>	<b>123.92</b>	<b>127.76</b>	<b>131.72</b>	<b>135.80</b>	<b>140.01</b>
<b>Manager</b>	<b>148.15</b>	<b>152.74</b>	<b>157.47</b>	<b>162.35</b>	<b>167.38</b>
<b>Project Manager</b>	<b>166.47</b>	<b>171.63</b>	<b>176.95</b>	<b>182.44</b>	<b>188.10</b>

**Notes:**

- 1) *IT Professional Service Rates are for Government-site only. Orders for Contractor-site services are outside the scope of this contract.*
- 2) *All non-professional labor categories must be incidental to and used solely to support Hardware, software and/or professional services, and cannot be purchased separately.*
- 3) *Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.*