



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 is available through **GSA Advantage!**TM, a menu driven database system. The INTERNET address for **GSA Advantage!**TM is <http://www.GSAAdvantage.gov>.

Multiple Award Schedule

Federal Supply Group: MAS

Contract Number: 47QTCA20D0055

(Note: GS-35F-0550N is no longer available for new orders or BPA's and has been replaced by this successor contract 47QTCA20D055 with identical terms and conditions)

Competitive Innovations, LLC
SBA HUBZone Certified Small Business Concern

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General Services Administration Federal Supply Service

Contract Number: **47QTCA20D0055** new award date 01/29/2020

Period Covered by Contract: 01/29/2020 – 01/28/2025
Co-operative Purchasing Amendments are on file effective 01/29/2020
SIN's 54151S, 511210, 54151, 611420, 518210C, Ancillary, & OLM

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse "**GSA Advantage!**" by accessing the Federal Supply Service's Home Page via the Internet at <http://www.fss.gsa.gov>.

CORPORATE SUMMARY

Competitive Innovations, LLC (CI or Competitive Innovations) is a technology partner and trusted advisor to government and industry customers with critical demand for information technology, cyber security, program management, mission support, and secure high integrity web-based solutions. Founded in July 1999, CI is a SBA HUBZone certified small business concern, Microsoft Gold Certified Partner and Cloud Service Provider (CSP) authorized to resell Azure Government and Commercial Cloud, Kentico Gold Partner and GSA Reseller, U.S. General Services Administration (GSA) Federal Supply Schedule Multiple Award Schedule (MAS) prime since 2003. Our technology stack includes CI's management team and process, Kentico CMS, Microsoft Azure, FedRAMP, and an Authority to Operate (ATO) compliant solution. CI is committed to providing outstanding and enduring services and solutions that bring the best people, proven processes, experience and reliable tools to bear on every project.



SECTION 1—CUSTOMER INFORMATION FOR ORDERING OFFICES APPLICABLE TO ALL SPECIAL ITEMS

1. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section / Page #
54151S	Information Technology – IT Services: <ul style="list-style-type: none"> Information Technology Professional Services 	Section 2 Page 9-14
IT Professional Services and/or labor categories for database planning and design: systems analysis, integration, and design; programming, conversion and implementation support; network services, data/records management, and testing.		
Note: Subject to Cooperative Purchasing		

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section Page #
511210	Information Technology – IT Software <ul style="list-style-type: none"> Software License 	Section 3 Page 15-16
Software Licenses – includes both term and perpetual software licenses and maintenance		
Note: Subject to Cooperative Purchasing		

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section Page #
54151	Information Technology – IT Software <ul style="list-style-type: none"> Software Maintenance Services 	Section 3 Page 15-16
Software Maintenance Services Software maintenance services creates, designs, implements, and/or integrates customized changes to software that solve one or more problems and is not included with the price of the software. Software maintenance services includes person-to-person communications regardless of the medium used to communicate: telephone support, online technical support, customized support, and/or technical expertise which are charged commercially.		
Note: Subject to Cooperative Purchasing		

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section Page #
611420	Information Technology -- Training <ul style="list-style-type: none"> IT Training 	Section 3 Page 15-16
Information Technology Training includes training on hardware, software, cloud and other applicable systems.		
Note: Subject to Cooperative Purchasing		

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section Page #
518210C	Information Technology – IT Solutions <ul style="list-style-type: none"> Cloud and Cloud-Related IT Professional Services 	Section 4 Page 17-30
Cloud and Cloud-Related IT Professional Services Includes commercially available cloud computing services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service		



(SaaS) and emerging cloud services. IT professional services that are focused on providing the types of services that support the Government’s adoption of, migration to or governance/management of Cloud computing. Specific labor categories and/or fixed price solutions (e.g. migration services, etc.) that support activities associated with assessing Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions, DevOps, developing cloud native applications or other Cloud oriented activities.

Note: Subject to Cooperative Purchasing

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section Page #
ANCILLARY	Miscellaneous – Complementary Special Item Numbers (SINs) <ul style="list-style-type: none"> Ancillary Supplies and Services 	Section 5 Page 30-31
<p>Ancillary Supplies and Services Ancillary supplies and/or services are support supplies and/or services which are not within the scope of any other SIN on this schedule. These supplies and/or services are necessary to complement a contractor's offerings to provide a solution to a customer requirement. This SIN may be used for orders and blanket purchase agreements that involve work or a project that is solely associated with the supplies and/or services purchased under this schedule.</p> <p>Note: When used in conjunction with a Cooperative Purchasing eligible SIN, this SIN is Cooperative Purchasing Eligible.</p>		

MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Section Page #
OLM	Miscellaneous – Complimentary Special Item Numbers (SINs): <ul style="list-style-type: none"> Order Level Materials (OLM) 	Section 6 Page 32
<p>OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.</p>		

Special Item Numbers (SINs) / categories with the “RC” designation provide for state and local governments to use GSA Schedules for disaster recovery as provided for in Section 833 of the National Defense Authorization Act for Fiscal Year 2007, commonly known as the John Warner National Defense Authorization Act (P.L. 109-364). Specifically, it authorizes the use of Federal Supply Schedules by state and local governments to facilitate recovery from major disasters, terrorism, nuclear, biological, chemical, or radiological attacks. The disaster must be declared by the President under the Robert T. Stafford Disaster Relief and Emergency Assistance Act (42 U.S.C. 5121 et. seq.).

The Cooperative Purchasing Program allows state, local, and tribal governments to purchase IT, security, and law enforcement products and services offered through specific Schedule contracts. Cooperative Purchasing allows eligible entities to purchase from approved industry partners, at any time, for any reason, using any funds available. Competitive Innovations’ Multiple Award Schedule SIN’s available to buyers eligible under “Co-operative Purchasing” are labeled with the “SL” designation. The definition of state or local government entities eligible through Co-operative Purchasing is defined in 40 U.S.C § 502 (c).

2. Maximum Order

Maximum order levels by MAS SIN are summarized in the table below:



MAS SIN	Multiple Award Schedule (MAS) Special Item Number (SIN) Title	Maximum Order Value
54151S	Information Technology – IT Services: • <i>Information Technology Professional Services</i>	\$500,000
511210	Information Technology – IT Software • <i>Software License</i>	\$500,000
54151	Information Technology – IT Software • <i>Software Maintenance Services</i>	\$500,000
611420	Information Technology -- Training • <i>IT Training</i>	\$250,000
518210C	Information Technology – IT Solutions • <i>Cloud and Cloud-Related IT Professional Services</i>	\$500,000
ANCILLARY	Ancillary Supplies and/or Services	\$250,000
OLM	Order Level Materials	\$100,000

3. Minimum Order - Small Requirements

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

4. Geographic Coverage & Scope of Contract:

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

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

Offerors are requested to check one of the following boxes:

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

5. Contractor’s Ordering Address and Payment Information:

Ordering Address:
Competitive Innovations, LLC
200 N Glebe Road, Suite 1025
Arlington, VA 22116

Payment/Remit to Address
Competitive Innovations, LLC
P.O. Box 2596
Merrifield, VA 22116-2596

As indicated on the invoice, Contractors are required to accept the Government purchase card for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Government Purchase Cards will be accepted for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering agencies to obtain technical and/or ordering assistance: (703) 698-5000 (Arlington, VA / DC Metro - Headquarters) or (877) 626-8809 (Toll Free)



6. Liability for Injury or Damage

The Contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

7. Statistical Data for Government Ordering Office Completion of Standard Form 279

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Contractor Establishment Code (DUNS): **127407406**

Block 30: Type of Contractor: **Small Business, HUBZone Small Business (SBA Certified)**

Block 31: Woman-Owned Small Business: **No**

Block 36: Contractor's Taxpayer Identification Number (TIN): **On File – SAM/CCR & GSA (Please call for W9)**

4a. CAGE Code: **4B3P9**

4b. SAM.gov Registration: **YES, Registered**

8. FOB Destination

9. Delivery Schedule

(a) **TIME OF DELIVERY.** The contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below:

SPECIAL ITEM NUMBER	DELIVERY TIME
54151S	As agreed upon by the Ordering Agency and the Contractor
511210	As agreed upon by the Ordering Agency and the Contractor
54151	As agreed upon by the Ordering Agency and the Contractor
518210C	As agreed upon by the Ordering Agency and the Contractor
611420	As agreed upon by the Ordering Agency and the Contractor
Ancillary & OLM	As agreed upon by the Ordering Agency and the Contractor

(b) **URGENT REQUIREMENTS.** When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies 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. (Telephone replies shall be confirmed by the contractor in writing.)

If the contractor offers an accelerated delivery time acceptable to the ordering agency, 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.

10. Discounts

Prices shown are NET Prices; basic discounts have been deducted.

(a) **Prompt Payment:** Net 30 (Small Business Quick Pay Requested)

(b) **Quantity:** N/A

(c) **Dollar Volume:** \$300K+ Additional 1% for SINs: 518210C, 54151S and Ancillary.

(d) **Government Educational Institutions:** Government Educational Institutions are offered the same discounts as all other Government customers.



(e) **Other:** N/A

11. Trade Agreements Act of 1979, as amended

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

12. Statement Concerning Availability of Export Packing

Export packing is available at extra cost.

13. Ordering Procedures

For supplies and services, the ordering procedures, information on Blanket Purchasing Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Security Requirements

In the event security requirements are necessary, the ordering activities may incorporate, in their delivery order(s), a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the inclusion of security requirements, such costs will not exceed ten percent (10%) or \$100,000, of the total dollar value of the order, whichever is lesser.

15. Contract Administration for Ordering Offices

Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (i) Termination for the Government's Convenience and (m) Termination for Cause.

16. GSA Advantage!

GSA Advantage! is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. The GSA Advantage! will allow the user to perform various searches across all contracts including, but not limited to:

1. Manufacturer;
2. Manufacturer's Part Number; and
3. Product category(s).

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (e.g., Netscape). The Internet address is <http://www.gsa.gov>.

17. Contractor Commitments, Warranties and Representations

(a) For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:

1. Time of delivery/installation quotations for individual orders;
2. Technical representations and/or warranties of products concerning performance, total system performance and/or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.



3. Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.
- (b) The above is not intended to encompass items not currently covered by the GSA Schedule contract.

20. Overseas Activities

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelist outside the 48 contiguous states and the District of Columbia, except as indicated below:

Determined on a case-by-case basis

Upon request of the Contractor, the ordering activity may provide the Contractor with logistics support, as available, in accordance with all applicable ordering activity regulations. Such ordering activity support will be provided on a reimbursable basis and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

21. Blanket Purchase Agreements (BPAs)

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreements (BPAs) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.202(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contracts to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature.

See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

22. Contractor Team Arrangements

Federal Supply Schedule Contractors may use "Contractor Team Arrangements" (see FAR 9.6) to provide solutions when responding to a customer agency requirements. The policy and procedures outlined in this part will provide more flexibility and allow innovative acquisition methods when using the Federal Supply Schedules. See the additional information regarding Contractor Team Arrangements in this Schedule Pricelist.



23. Section 508 Compliance

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at: <http://www.cillc.com>. The EIT standard can be found at: <http://www.Section508.gov>.

24. Prime Contractor Ordering From Federal Supply Schedules

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of a Federal Agency, shall follow the terms of the applicable schedule and authorization and include with each order –

- (a) A copy of the authorization from the Agency with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- (b) The following statement:

This order is placed under written authorization from _____ dated _____. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.

SPECIAL NOTICE TO AGENCIES: Small Business Participation

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation, SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micro purchase threshold, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage!™ on-line shopping service (www.fss.gsa.gov). The catalogs/pricelists, GSA Advantage!™ and the Federal Supply Service Home Page (www.fss.gsa.gov) contain information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination. For orders exceeding the micro purchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.



SECTION 2—GSA PRICE LIST IT PROFESSIONAL SERVICES: SIN 54151S

Competitive Innovations approved hourly labor rates for the contract period are provided below.

Competitive Innovations, LLC							
GSA MAS # 47QTCA20D0055 - Base PoP: 01/29/2020 - 01/28/2025							
Awarded LCAT's for SIN 54151S - IT Professional Services							
Rates for Contractor or Government Site							
LCAT #	Labor Category Title	SIN	Year 1 01/29/2020 - 01/28/2021	Year 2 01/29/2021 - 01/28/2022	Year 3 01/29/2022 - 01/28/2023	Year 4 01/29/2023 - 01/28/2024	Year 5 01/29/2024 - 01/28/2025
100	Senior Technology Advisor	54151S	\$ 215.47	\$219.78	\$224.18	\$228.66	\$233.23
101	Technology Advisor	54151S	\$ 188.53	\$192.30	\$196.15	\$200.07	\$204.07
102	Senior Technology Consultant	54151S	\$ 178.00	\$181.56	\$185.19	\$188.89	\$192.67
103	Senior Project Manager	54151S	\$ 169.50	\$172.89	\$176.35	\$179.88	\$183.48
104	Technology Consultant	54151S	\$ 147.25	\$150.20	\$153.20	\$156.26	\$159.39
105	Associate Technology Consultant	54151S	\$ 94.29	\$96.18	\$98.10	\$100.06	\$102.06
106	Senior Software Coder	54151S	\$ 90.65	\$92.46	\$94.31	\$96.20	\$98.12
107	Software Coder	54151S	\$ 73.04	\$74.50	\$75.99	\$77.51	\$79.06
108	Principal Technical Support Personnel	54151S	\$ 112.10	\$114.34	\$116.63	\$118.96	\$121.34
109	Senior Technical Support Personnel	54151S	\$ 91.17	\$92.99	\$94.85	\$96.75	\$98.69
110	Technical Support Personnel	54151S	\$ 70.20	\$71.60	\$73.03	\$74.49	\$75.98
111	Junior Technical Support Personnel	54151S	\$ 52.40	\$53.45	\$54.52	\$55.61	\$56.72

Notes/Assumptions:

- On-site and Off-site rates are the same.
- Software Coder and Senior Software Coder rates are typically only available for remote work performed at contractor facilities.
- Service Contract Act (SCA) labor hours (see SCA Matrix below) are only available when purchased with one or more other non-SCA labor category listed above.
- Web/Content Management Administrative Specialist is available under SIN 132-100 only in support of SIN 54151S task orders

SERVICE CONTRACT ACT (SCA) ELIBILITY

The labor categories that fall under the requirements of the Service Contract Act (SCA) (i.e. non-exempt labor categories) are identified in the matrix below. All prices for these labor categories meet or exceed the requirements in the SCA Wage Determinations identified below. The matrix and narrative are incorporated into this contract and must also be included in the contractor's electronic price list on GSA Advantage.

SCA MATRIX		
SCA Eligible Contract Labor Category	SCA Equivalent Code - Title	WD Number
Web/Content Management Administrative Specialist	01052 – Data Entry Operator II	2015-4281
Junior Technical Support Personnel	01041 – Customer Service Representative	2015-4281

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the cited SCA labor categories are based on the U.S. Department of Labor WD Number(s) identified in the SCA matrix. The prices offered are based on the preponderance of where work is performed and should the



Contractor perform in an area with lower SCA rates, resulting in lower wages being paid, the task order prices will be discounted accordingly.

CI offers the following labor categories to complete the services provided under SIN 54151S IT Professional Services.

Associate Technology Consultant

Entry level information technology consulting services professional position. Demonstrated ability through combination of education and work experience in information technology industry.

Key Responsibilities: Under close supervision, writes code and incorporates approved programming techniques in translating design to application.

Job Requirements:

- Two or more years of information technology professional experience. Track record of industry experience through full or part-time employment while in school preferred.
- Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
- Entry level information technology manufacturer/industry (i.e. Microsoft, CISCO, CompTIA A+ etc.), Cyber Security (i.e. Security+ etc.) and/or IT Project Management (ITIL Foundation) training required with active Certification preferred.

Technology Consultant

Mid-career information technology professional for delivering work and managing assignments either individually or as a part of a larger team. Proficient enough with relevant information technology technical skills to complete assignments on time with limited supervision.

Key Responsibilities:

- Team member / individual contributor responsible for delivery of information technology work and completing specific assignments.
- Typically reports to a senior project manager or senior technology consultant acting as a task leader.

Job Requirements:

- Four (4) years of information technology professional experience with information technology systems, design, architecture, development, maintenance and/or technical service implementation with increasing experience related to a specific area of concentration.
- Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
- Mid-career information technology manufacturer/industry (i.e. Microsoft, CISCO, CompTIA A+/Network+ etc.), Cyber Security (i.e. Security+, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Senior Project Manager

Has extensive technical project management expertise. Responsible for the technical specifications and project performance of either a large-scale design/development effort or a series of low to medium scale efforts. Technical background combined with strong communication and customer service skills preferred.

Job Requirements:

- Eight (8) years of experience in complete information technology project development from inception to deployment, with a demonstrated ability to provide guidance and direction in tasks of a technical nature.



- Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study, Master's degree preferred.
- Information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, Network+ etc.), Cyber Security (i.e. Security+, CISSP, CEH, etc.) and/or Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Senior Technology Consultant

Mid-career information technology professional responsible for delivering work and overseeing less experienced professionals on individual tasks.

Key Responsibilities:

- Task leader responsible for delivery of information technology work and providing technical direction to other IT professional team members.
- Typically assigned to one large assignment full-time or manages multiple mid to smaller assignments part time.

Job Requirements:

- Seven (7) years of information technology professional experience with information technology, systems, design, architecture, development, deployment, maintenance and/or technical service implementation with increasing experience related to a specific area of concentration.
- Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
- Advance information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, CompTIA etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Technology Advisor

Senior technical or functional professional assigned to leadership role on one or more projects. Provides expert consultation and direction for complex system development, program and technical service implementation as needed.

Key Responsibilities:

- Specific field of information technology expertise and roll on project

Job Requirements:

- Ten (10) years of technical experience with complex systems development and technical service implementation with increasing experience related to a specific area of concentration.
- Bachelor's degree required, Master's degree preferred in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
- Information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, CompTIA etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Senior Technology Advisor

Senior technical or functional information technology professional. Provides expert consultation and direction for complex system development, program and technical service implementation.

Key Responsibilities:

- Primarily be used on an information technology project on an as needed temporary basis
- Specific field of expertise and roll on project



Job Requirements:

- Fifteen (15) years of technical experience with complex systems development and technical service implementation with increasing experience related to a specific area of concentration. The Senior Advisor is considered a resident subject matter expert.
- Bachelor's degree required, Master's degree preferred in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
- Information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, CompTIA etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Senior Software Coder

Non-managerial position with the ability to implement and code computer software system applications with limited or no supervision.

Key Responsibilities:

- Team member/lead coder responsible for delivery of work using one or more programming languages, software engineering concepts and operating systems necessary for a specific assignment.
- Provides input for software code documentation.
- Typically reports to a Project Manager or Technology Consultant.

Job Requirements:

- Approximately six years of any combination of information technology related education, training and experience in software application design and development.
- Information technology manufacture/industry (i.e. Microsoft, CompTIA) and Cyber Security (i.e. Security+ etc.) training required with active Certification preferred.

Software Coder

Entry level position with a basic ability to code and implement computer software to system and functional specifications under close supervision.

Key Responsibilities:

- Team member responsible for delivery and implementation of software code.
- Typically reports to a Sr. Software Coder.

Job Requirements:

- Approximately three years of any combination of education and experience in software coding.
- Information technology manufacture/industry (i.e. Microsoft, CompTIA) and Cyber Security (i.e. Security+ etc.) training required with active Certification preferred.

Principal Technical Support Personnel / Manager

Task / project leader level technical and/or functional professional experienced and proficient in performing technical support duties with experience supervising and directing other information technology support professionals. Responsible for service level agreements, task leadership, deliverable management, customer interface for and delivery across multiple technical support teams. Activities may include and not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:

- Senior team member, manager and/or task leader responsible for delivery and implementation of information technology support tasks, projects and programs.



- Typically works independently with direct accountability to customers and company management for documented deliverables and project/task activities.

Job Requirements:

- Three or more years of directly applicable (i.e. Cyber Security, Technical Support, CIRT, CERT, AWS, Microsoft, Kentico, Web technologies etc.) professional technical, supervisory and/or managerial experience.
- Master's degree preferred, Bachelor's degree required or coursework toward bachelor's degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
- Approximately nine (9) years or more of combined professional experience, post graduate education and/or specialized training and certifications.
- Applicable professional certifications preferred not an absolute requirement.

Senior Technical Support Personnel / Supervisor

Experienced senior level technical and/or functional professional capable of performing technical support duties independently with minimal direct supervision. Responsible for performing complex and routine technical assignments and assisting in training, supervision and development of less experienced personnel. Activities may include and are not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:

- Senior technical team member and contributor capable of assisting with task leadership on an interim basis as necessary, supervising technical personnel.
- Typically assigned one or more information technology support tasks, projects, programs and responsible for supervising less experienced personnel.
- Typically works independently with direct accountability to team leader, customer and other stakeholders.

Job Requirements:

- Approximately two or more years of directly applicable (e.g. Cyber Security, Technical Support, CIRT, CERT, AWS, Microsoft, Kentico, and/or Web technologies etc.) professional technical, supervisory and/or managerial experience.
- Bachelor's required or coursework toward bachelor's degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
- Approximately five (5) years or more of combined professional experience, post graduate education and/or specialized training and certifications.
- Applicable professional certifications preferred not an absolute requirement.

Technical Support Personnel

Experienced mid-level technical and/or functional professional capable of performing technical support duties. Responsible for performing technical assignments and may be assigned more complex tasks and assisting in training and development of less experienced personnel. Activities may include and are not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and/or other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:

- Technical team member and contributor capable of performing and typically assigned one or more information technology support tasks as a part of a project/program.



- Typically works on tasks assignments independently and in a team environment with direct accountability to team leader, customer and other stakeholders.

Job Requirements:

- Meets requirements for Junior Technical Support Personnel plus two (2) or more years of professional experience and/or education
- Bachelor's required or coursework toward bachelor's degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
- Applicable professional certifications preferred not an absolute requirement.

Junior Technical Support Personnel

Entry level professional position with the ability to successfully perform technical duties with under close supervision. Responsible for performing, documenting and communicating results of technical assignments. Activities may include and are not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and/or other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:

- Technical team member typically assigned one or more basic typically routine information technology support tasks as a part of a project/program.
- Typically works under close supervision on tasks assignments with direct accountability to team leader, more experienced teammates, customer and other stakeholders.

Job Requirements:

- Entry level professional -- some applicable experience preferred although not an absolute requirement.
- Associate's or Bachelor's degree preferred or coursework toward degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
- Applicable professional certifications preferred not an absolute requirement.
- Education and/or experience that demonstrates ability to succeed in technical environment (i.e. internships, volunteer and/academic experience in Cyber Security, Technical Support, CIRT, CERT, AWS, Microsoft, Kentico, Web technologies etc.) preferred.

Education and Experience Substitutions for Information Technology (IT) Professional Services Labor Categories:

Minimum Degree	Equivalent Substitutions for Education and Experience
Associates	2 years' experience
Bachelor's	4 years' experience; or Associates degree plus 2 years' experience
Master's	6 years' experience; or Bachelor's degree plus 2 years' experience
PhD/Doctorate	8 years' experience; or Master's degree plus 2 years' experience; or Bachelor's degree plus 4 years' experience

SECTION 3— GSA PRICE LIST: 51120 SOFTWARE LICENSES, 54151 SOFTWARE MAINTENANCE & 611420 IT TRAINING

CI offers products under the GSA Information Technology Schedule contract, including all areas under Special Item Numbers (SIN's): 511210 Software Licenses, 54151 Maintenance of Software & 611420 IT Training. Please reference www.gsaadvantage.gov and the details below for a complete listing of currently available items or contact Competitive Innovations directly for a task order quote. Competitive Innovations also offers Kentico Software SaaS (Software as a Service) running on Microsoft Azure's FedRamp compliant Platform as a Service (PaaS) under SIN 518210C.



Kentico Software The Kentico all-in-one web Content Management System (CMS) also referred to as the “Xperience by Kentico” and “Kentico Kontent” platforms offer rich out-of-the-box functionality, an extensive set of features, and incredible levels of customizability for rapid website development. With Open API, Kentico's ASP.NET CMS is proven to integrate with almost any back-end system, giving you ultimate flexibility across all channels. One of Kentico's key advantages is that it has impressive levels of customizability and numerous options for application security, including multi-factor authentication and permissions, providing a stable, extensible, and scalable platform that is easy to deploy both on premise and in the cloud. Kentico has hundreds of features out-of-the box including robust document management and reporting features, support for MVC, and advanced workflow functionality. Competitive Innovations is currently the only GSA Schedule source of supply for Kentico Software. CI has a GSA approved Kentico Software End User license agreement on file with GSA and available on request. Kentico Software solutions are offered and available under SIN 511210, 518210C, 54151, 54151S and 611420 to GSA eligible customers at most favored customer pricing under this GSA MAS Schedule. CI's SmartCItte offering under SIN 518210C Cloud and Cloud Related IT Professional Services includes Kentico Software as a Service (SaaS) and other Microsoft Cloud solutions consulting.

Kentico Software, LLC – SIN 611420 IT Training

- **Manufacturer:** Kentico Software, LLC
- **Special Item Number (SIN):** 611420 IT Training Courses
- **Product Description:** Kentico Training Products in various configurations (Online training seats in various titles for example Advanced Kentico Developer, Content Admin Essentials, Developer Essentials etc. and training packages including Getting Started Consulting / Training Package, Pre-paid Consulting / Training, Audit, Customer Success Packages, Training Class titles etc.) as listed and commercially available at: <https://www.kentico.com/purchase/> or <https://xperience.io/services/training>.
- **GSA Price including Industrial Funding Fee:** From the Kentico commercial price list with the most current commercial prices “configure” an order and contact Competitive Innovations for a GSA quote. Competitive Innovations will discount price by a minimum of 23% then add the 0.75% IFF to arrive at its GSA pricing.
- **Unit:** Each
- **Warranty:** 60 days
- **Country of Origin:** Czech Republic



Kentico Software, LLC – SIN 511210 Software Licenses:

- **Manufacturer:** Kentico Software, LLC
- **Special Item Number (SIN):** 511210 Software Licenses
- **Product Description:** Kentico products in various configurations (1 website, 10 website and unlimited etc.) including the first year of Maintenance as listed and commercially available at: <https://xperience.io/pricing> or <https://www.kentico.com/purchase>.
- **GSA Price including Industrial Funding Fee:** From the Kentico commercial price list with the most current commercial prices “configure” an order and contact Competitive Innovations for a GSA quote. Competitive Innovations will discount price by a minimum of 23% then add the 0.75% IFF to arrive at its GSA pricing.
- **Unit:** Each
- **Warranty:** 60 days
- **Country of Origin:** Czech Republic

Kentico Software, LLC – SIN 54151 -- 1 Year Software Maintenance/SaaS Renewal:

- **Manufacturer:** Kentico Software, LLC
- **Special Item Number (SIN):** 54151 Software Maintenance / Software as a Service
- **Product Description:** Kentico Software 12 Month Maintenance Renewal for various configurations as listed and commercially available from the manufacturer’s website: <https://www.kentico.com/purchase/> or <https://xperience.io/pricing>. Note that Maintenance renewals are based on a percentage of the purchase price on the date of purchase.
- **GSA Price including Industrial Funding Fee:** From the Kentico commercial Maintenance price list select the pricing date applicable to your initial purchase and “configure” an order and contact Competitive Innovations for a GSA quote. Competitive Innovations will discount price by a minimum of 23% then add the 0.75% IFF to arrive at its GSA pricing.
- **Unit:** Each
- **Warranty:** 60 days
- **Country of Origin:** Czech Republic



SECTION 4—GSA PRICE LIST: 518210C Cloud and Cloud Related IT Professional Services

Special Item Number 518210C Cloud and Cloud Related IT Professional Services includes commercially available cloud computing services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS) and emerging cloud services. IT professional services that are focused on providing the types of services that support the Government's adoption of, migration to or governance/management of Cloud computing. Specific labor categories and/or fixed price solutions (e.g. migration services, etc.) that support activities associated with assessing Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions, DevOps, developing cloud native applications or other Cloud oriented activities.

Competitive Innovations, LLC offers a Cloud based Software as a Service (SaaS) and Cloud Related IT Professional services including as a turn-key offering known as SmartClte™ to GSA customers within Cloud Special Item Number (SIN) 518210C. The SmartClte offering meets the five essential cloud computing characteristics as defined in the National Institute of Standards and Technology (NIST) Special Publication 800-145 and subsequent versions of this publication. SmartClte™ utilizes and is built on Kentico Software's commercial off-the-shelf (COTS) Web Content Management Systems (WCMS) and operates on Microsoft Azure's FedRAMP approved Platform as a Service (PaaS). Kentico Software products and training services are currently awarded and available for purchase under Software Licenses SIN 511210, Software Maintenance SIN 54151, IT Training SIN 611420 and Information Technology (IT) Professional Services SIN 54151S. CI's SmartClte WCMS is aligned with the Federal Cloud Computing Strategy (see <https://cloud.cio.gov/strategy> - From Cloud First to Cloud Smart) and the President's Executive Order (EO) related to the modernization of Federal IT (i.e. M-17-06 and others) including citizen-facing services, accessibility and cybersecurity; with this offering we will be able to offer a NIST 800-145 monthly Software as a Service (SaaS) of Kentico Software's commercial off the shelf items running on the Microsoft Azure's FedRamp authorized Platform as a Service (PaaS) from our GSA MAS Schedule under a single SIN namely 518210C versus a piecemeal solution from multiple SIN's that are not specifically aligned with the Federal Cloud Computing Strategy.

Competitive Innovations has summarized in the table below how our SmartClte (Kentico on Azure) SaaS complies with NIST guidance regarding the five Essential Characteristics:

Characteristic	How Requirements Are Addressed
On-Demand Self-service	<ul style="list-style-type: none"> Ordering activities can directly provision services without requiring Contractor intervention using the native Kentico Software features and functionality that include workflow and routing. The Kentico Software backend service console is directly accessible for customers via secure access (i.e. username, password, authentication etc.) that can be integrated with the customer's Activity Directory or LDAP upon request.
Broad Network Access	<ul style="list-style-type: none"> SmartClte WCMS is available to ordering activities through the Microsoft Azure Cloud. Customer organizations are able to access services over standard agency networks. This service can be accessed and consumed using standard devices such as browsers, tablets and mobile phones.
Resource Pooling	<ul style="list-style-type: none"> The SmartClte WCMS runs Kentico Software in a pool of resources configured in compliance with all applicable Federal, state and local regulations as distinct set of cloud services versus offsite hosting. Customers / ordering activities draw resources from a common pool maintained by Competitive Innovations using Microsoft Azure's FedRamp authorized PaaS or other cloud resources. SmartClte' WCMS is automatically and dynamically allocated by the customer agency as needed.



Characteristic	How Requirements Are Addressed
Rapid Elasticity	<ul style="list-style-type: none"> SmartClte allows for rapid provisioning and deprovisioning through native features of the Kentico WCMS interface.
Measured Service	<ul style="list-style-type: none"> Measure service is understood as a reporting requirement that enables customers to control usage in cooperation with self-service. All relevant metrics are stored online and available in a customer dashboard to facilitate service level reporting, decision support and customer self-service.

Cloud Computing Deployment Model

The deployment model to be used is selected and aligned with customer requirements. SmartClte is available in the Private, Community Public or Hyrid Cloud Models. Competitive Innovations has summarized available Deployment Model meets that meet the NISP guidance:

Deployment Model	How Requirements Are Addressed
Private Cloud	SmartClte is available and can be provisioned in a cloud infrastructure exclusively for the benefit of a definable organization and its components. It may be owned, managed, and operated by the organization, a third party, or some combination of them, and it may exist on or off premises within the context of this deployment model.
Community Cloud	SmartClte is available and can be provisioned in a cloud infrastructure for exclusive use by a specific community of consumers from organizations that have shared concerns (e.g., mission, security requirements, policy, and compliance considerations). It may be owned, managed, and operated by one or more of the organizations in the community, a third party, or some combination of them, and it may exist on or off premises.
Public Cloud	SmartClte is available and can be provisioned in a cloud infrastructure that is available for open use by the general public. In this deployment model the infrastructure may be owned, managed, and operated by a business, academic, or government organization, or some combination of them. Public Cloud deployments exists on the premises of the cloud provider.
Hybrid Cloud	SmartClte is available and can be provisioned in an hybrid cloud infrastructure composition of two or more distinct cloud infrastructures (private, community, or public) that remain unique entities, but are bound together by standardized or proprietary technology that enables data and application portability (e.g., cloud bursting for load balancing between clouds).

Cloud Computing Service Model

Competitive Innovations' SmartClte WCMS solution is aligned with the NIST Software as a Service (SaaS) Service model and described in the table below:

Service Model	How Requirements Are Addressed
Software as a Service (SaaS)	<p>The SaaS model has been selected since the SmartClte offering is a service based equivalent of Kentico Software's web content management software application running on a FedRamp authorized Microsoft Azure PaaS.</p> <ul style="list-style-type: none"> SmartClte SaaS services will be consumed by business or subject-matter staff who would interact directly with the application in a non-cloud setting



Service Model	How Requirements Are Addressed
	<ul style="list-style-type: none"> The principal customer interaction with the SmartClte SaaS service is actual operation and consumption of the application services the SaaS service provides. <p>Some minor configuration is available, but the scope of the configuration is limited to the scope and then the permissions of the configuring user. Configuration of the SaaS / software for all users – including set up and conversion -- will be limited to Competitive Innovations (the contractor under this contract). The SmartClte offering includes “wiki’s, websites” and is a web “content management system,” all examples cited in GSA’s response guidance examples of valid SaaS service models.</p>

CI’s business model and capabilities are to offer Cloud Services (i.e. SaaS, PaaS etc.) and Cloud Related IT Professional Services as the SmartClte branded offering; a single integrated monthly fixed price “pay as you go” / “on demand” solution under this SIN. Traditional firm fixed price (FFP) puts the risk on the contractor in that the submitted price is not be exceeded barring extenuating circumstances. In this model, the contractors’ responses account for additional risk. This risk manifests itself in higher costs to the government and/or extended schedules that may not meet the customers demand. Time and Material (T&M) puts the risk on the Government. While the independent government cost estimate is a good baseline budgeting tool, it is not without flaws and can expose the government to unnecessary cost overruns.

CI has a unique methodology for pricing, based on Agile Project Management, an iterative and incremental method, for achieving the best of both worlds – predictable budget, but with flexibility often only seen in a T&M model. By using a “points” based system to define a Basis of Effort/Estimate, CI’s SmartClte establishes an “effort based” construct consist with NIST 800-145 and the 2018 Federal Cloud Computing Strategy “Cloud Smart.” SmartClte is monthly FFP with on-demand, agile flexibility designed to drive Cloud adoption, provide a clear path to migrate to a safe and secure cloud infrastructure while achieving additional saving, faster delivery and heightened security) that enables the customer to adjust priorities as needed without material changes to the budget. Regarding IT Professional Services and related items to be sold under GSA’s Cloud SIN 132-40, Competitive Innovations offer includes:

- Labor categories, prices, terms and conditions stated under the SIN 518210C Cloud Services and Related IT Professional Services apply exclusively to this SIN within the scope of our information technology schedule;
- Cloud Related IT Professional Services provided under this SIN that comply with all certifications and industry standards as applicable pertaining to the type of services as specified by ordering agencies;
- Cloud Related IT Professional Services available at our contractor facilities and/or at the ordering activity location, as agreed to by CI and the ordering activity; and
- Cloud Related IT Professional Services to assess, prepare, refactor, migrate, ingrate, develop new native cloud applications (DevOps), or Govern a cloud implementation.

SmartClte Delivery Methodology

One failure in traditional projects is their inability to adjust based on new insights, new technology or changes in customer need. These changes are inevitable, so the agile approach is designed to respond to change. Agile removes inflexibility and replaces it with adaptive, consistent delivery that meets your needs.

It starts with proven Agile Project Management assuring that each deliverable, large or small, is documented, tracked and completed to the customer’s satisfaction. Each deliverable is turned into an Agile-Scrum Story. The Story describes what successful delivery is and assigns Points based the deliverable’s complexity.



Points Based Pricing

SmartClte projects are priced via points. For SaaS products, we use a dollar for dollar conversion to purchase at GSA prices. For Services, we leverage an Agile-Scrum point complexity scale initially converted dollar for dollar to our GSA Cloud Labor Categories as a basis of estimate. The scale provides customers a means to exchange SmartClte credits for points based on the value of the service. Over time this method has proven to deliver more value to the client and accelerate the development process.

The point scale is based on a Fibonacci number scale of 1, 2, 3, 5, 8, 13 etc. This scale represents increasing complexity for any deliverable in a project or as a support item. The completed and approved deliverable is then deducted from the client SmartClte credits allotment. Points are determined by a combination of experience and Team-based assignment of complexity.

Labor Categories versus Points

Traditional methods of estimation take a guess of how many hours it may take and apply that to individual developers or labor categories. What if a resource changes during a task? This can lead to a myriad of problems including invalidating the original estimate. With points / complexity based estimating we allow labor categories to flex to the deliverable at the time of delivery. We also only bill for successfully delivered items, and there are no charges beyond the initial estimate.

SmartClte™ applies labor category multipliers to determine the value of points. These calculations give more experienced developers less time to complete a task.

Agile Methodology

Competitive Innovations uses the Agile Scrum Methodology to plan, implement and operate COTS software that meets requirements for a NIST 800-145 compliant solution. The Agile Scrum Method is an approach to project management that is utilized in software implementations and technical solutions delivery. The idea is a counter to traditional approaches of project implementation. Agile projects work much like a product on an assembly line. Each phase of the development is completed before the next phase begins.

The Agile Method assists teams in responding to the unpredictability of technical projects. It uses incremental, iterative work sequences that are known as sprints. A "sprint" is a period of time allocated for a particular phase of a project. Sprints are considered to be complete when the time period expires. There may be disagreements among the members of the team as to whether or not the development is satisfactory; however, there will be no more work on that particular phase of the project. The remaining phases of the project will continue to develop within their respective time frames.

Sprints contain and consist of the Sprint Planning, Daily Scrums, the development work, the Sprint Review/Testing, and the Sprint Retrospective/Approval.

The Agile Method ensures that value and quality are optimized throughout the implementation process. The use of iterative planning and feedback results in teams that can continuously align a delivered product that reflects the desired needs of a client. It easily adapts to changing requirements throughout the process by measuring and evaluating the status of a project.



Competitive Innovations' Cloud and Cloud-Related IT Professional Services

Competitive Innovations' Cloud and Cloud Related Information Technology (IT) Professional Services labor categories are listed below and described in more detail in the descriptions provided immediately after the table.

Competitive Innovations, LLC							
GSA MAS # 47QTCA20D0055 - Base PoP: 01/29/2020 - 01/28/2025							
Awarded LCAT's for SIN 518210C Cloud & Cloud Related IT Professional Services							
Rates for Contractor or Government Site							
LCAT #	SIN	GSA MAS # 47QTCA20D0055 - Labor Category Title	Year 1 01/29/2020 - 01/28/2021	Year 2 01/29/2021 - 01/28/2022	Year 3 01/29/2022 - 01/28/2023	Year 4 01/29/2023 - 01/28/2024	Year 5 01/29/2024 - 01/28/2025
1	518210C	Subject Matter Expert - Cloud Computing III	\$ 362.70	\$369.95	\$377.35	\$384.90	\$392.60
2	518210C	Subject Matter Expert - Cloud Computing II	\$ 294.69	\$300.58	\$306.59	\$312.72	\$318.97
3	518210C	Subject Matter Expert - Cloud Computing I	\$ 226.69	\$231.22	\$235.84	\$240.56	\$245.37
4	518210C	Microsoft Cloud Principal Consultant	\$ 340.03	\$346.83	\$353.77	\$360.85	\$368.07
5	518210C	Microsoft Cloud Consultant	\$ 317.36	\$323.71	\$330.18	\$336.78	\$343.52
6	518210C	Cloud Solutions Architect III	\$ 294.69	\$300.58	\$306.59	\$312.72	\$318.97
7	518210C	Cloud Solutions Architect II	\$ 244.82	\$249.72	\$254.71	\$259.80	\$265.00
8	518210C	Cloud Solutions Architect I	\$ 204.02	\$208.10	\$212.26	\$216.51	\$220.84
9	518210C	Cloud Program Executive	\$ 294.69	\$300.58	\$306.59	\$312.72	\$318.97
10	518210C	Cloud Program Manager	\$ 249.36	\$254.35	\$259.44	\$264.63	\$269.92
11	518210C	Cloud Project Manager	\$ 199.49	\$203.48	\$207.55	\$211.70	\$215.93
12	518210C	Cloud Task Manager	\$ 154.15	\$157.23	\$160.37	\$163.58	\$166.85
13	518210C	Cloud Engineer III	\$ 204.02	\$208.10	\$212.26	\$216.51	\$220.84
14	518210C	Cloud Engineer II	\$ 158.68	\$161.85	\$165.09	\$168.39	\$171.76
15	518210C	Cloud Engineer I	\$ 113.34	\$115.61	\$117.92	\$120.28	\$122.69
16	518210C	Cloud DevOps Technical Professional IV	\$ 208.55	\$212.72	\$216.97	\$221.31	\$225.74
17	518210C	Cloud DevOps Technical Professional III	\$ 181.35	\$184.98	\$188.68	\$192.45	\$196.30
18	518210C	Cloud DevOps Technical Professional II	\$ 136.01	\$138.73	\$141.50	\$144.33	\$147.22
19	518210C	Cloud DevOps Technical Professional I	\$ 99.74	\$101.73	\$103.76	\$105.84	\$107.96
20	518210C	Cloud DepOps Functional Analyst IV	\$ 167.75	\$171.11	\$174.53	\$178.02	\$181.58
21	518210C	Cloud DepOps Functional Analyst III	\$ 145.08	\$147.98	\$150.94	\$153.96	\$157.04
22	518210C	Cloud DepOps Functional Analyst II	\$ 108.81	\$110.99	\$113.21	\$115.47	\$117.78
23	518210C	Cloud DevOps Functional Analyst I	\$ 81.61	\$83.24	\$84.90	\$86.60	\$88.33
24	518210C	Cloud Support Team Leader	\$ 131.48	\$134.11	\$136.79	\$139.53	\$142.32
25	518210C	Cloud Support Analyst III	\$ 119.69	\$122.08	\$124.52	\$127.01	\$129.55

Labor Category Descriptions - Cloud and Cloud-Related IT Professional Services

Subject Matter Expert - Cloud Computing III

Functional Responsibilities: Provides thought leadership related to current and future customer plans with regard to complex Cloud computing solutions. Applies information Cloud computing information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. Confers with client management to understand or develop the client's strategic business goals, assists in the development and formulation of appropriate strategies and leads teams and client interaction from workflow design to Cloud solution delivery.

Minimum Education/Experience: Bachelor's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus twelve (12) or more years of directly related experience. Industry experience in the relevant subject matter. Highly experienced in the industry with regard to Cloud Computing Topics across manufacturers' (Microsoft Azure, Amazon Web Services, Google Cloud etc.) and technical disciplines (Cyber Security including FedRAMP and FISMA, Cloud Architecture, DevOps, Enterprise Architecture etc.). Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop, implement and operate strategic



plans and concepts. Demonstrated relevant functional experience in one or more areas applicable to the assignment.

Subject Matter Expert - Cloud Computing II

Functional Responsibilities: Provides thought leadership related to current and future customer plans with regard to complex Cloud computing solutions. Applies information Cloud computing information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. Confers with client management to understand or develop the client's strategic business goals, assists in the development and formulation of appropriate strategies and leads teams and client interaction from workflow design to Cloud solution delivery.

Minimum Education/Experience: Bachelor's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus eight (8) or more years of directly related experience. Industry experience in the relevant subject matter. Highly experienced in the industry with regard to Cloud Computing Topics across manufacturers' (Microsoft Azure, Amazon Web Services, Google Cloud etc.) and technical disciplines (Cyber Security including FedRAMP and FISMA, Cloud Architecture, DevOps, Enterprise Architecture etc.). Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop, implement and operate strategic plans and concepts. Demonstrated relevant functional experience in one or more areas applicable to the assignment.

Subject Matter Expert - Cloud Computing I

Functional Responsibilities: Provides thought leadership related to current and future customer plans with regard to complex Cloud computing solutions. Applies information Cloud computing information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. Confers with client management to understand or develop the client's strategic business goals, assists in the development and formulation of appropriate strategies and leads teams and client interaction from workflow design to Cloud solution delivery.

Minimum Education/Experience: Bachelor's Degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study, plus four (4) or more years of directly related experience. Information technology industry experience in the relevant subject matter. Highly experienced in the industry with regard to Cloud Computing Topics across manufacturers' (Microsoft Azure, Amazon Web Services, Google Cloud etc.) and technical disciplines (Cyber Security including FedRAMP and FISMA, Cloud Architecture, DevOps, Enterprise Architecture etc.). Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop, implement and operate strategic plans and concepts. Demonstrated relevant functional experience in one or more areas applicable to the assignment.

Microsoft Cloud Principal Consultant

Functional Responsibilities: Proficient with Microsoft Cloud-based products using the Microsoft Solutions framework to lead technical teams in planning, modernizing and either migrating complex technical environments from legacy to Cloud platforms or architecting and deploying new enterprise Cloud implementations. Experience delivering Microsoft consulting services for business solutions for either professional services companies or Microsoft directly. Expert level technical skills and experience with Microsoft Cloud products including Microsoft Azure, Microsoft Office 365, Microsoft Dynamics, Microsoft Data Analytics / PowerBI, Azure Active Directory, Teams and others.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and 10 years of information technology experience.



Microsoft Cloud Consultant

Functional Responsibilities: Proficient with Microsoft Cloud-based products using the Microsoft Solutions framework to support (as a senior technical resource) technical teams in planning, modernizing and either migrating complex technical environments from legacy to Cloud platforms or architecting and deploying new enterprise Cloud implementations. Experience delivering Microsoft consulting services for business solutions for either professional services companies or Microsoft directly. Expert level technical skills and experience with Microsoft Cloud products including Microsoft Azure, Microsoft Office 365, Microsoft Dynamics, Microsoft Data Analytics / PowerBI, Azure Active Directory, Teams and others.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and seven (7) plus years of information technology experience.

Cloud Solutions Architect III

Functional Responsibilities: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies. Architects Cloud solution(s) with a focus on current technologies including, but not limited to Platform as a Service (PaaS): Microsoft Azure or Amazon Web Services (AWS) and Kentico web content management system as Software as a Service (SaaS) on PaaS. Demonstrate Cloud technical knowledge necessary to play a vital role in the architecture, design, configuration and implementation of production, staging, testing, quality assurance and development of Cloud Infrastructures running in 24x7 environments. Capable of analyzing, evaluating and synthesizing Cloud solutions. As requested, performs enterprise architecture and engineering analysis of web-based front-end and downstream backend applications. Recommends, implements and delivers Cloud strategies and solutions, aligned with business objectives, with a focus on Cloud migrations, operations and support. Designs, implements and optimizes Cloud modernization plans using methodologies and techniques to modernize mass application movements into the Cloud including implementation of Azure, AWS Kentico within large regulated enterprise environments in compliance with applicable regulations (i.e. FedRamp, FISMA etc.). Engages with customers as a part of a team and/or in a leadership role to identify needs, provide recommendations, implement recommendations and monitor and refine on-going operations.

Minimum Education/Experience: Cloud manufacturer (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security industry (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred. Five years of relevant information technology industry experience plus Associates degree or applicable Certifications.

Cloud Solutions Architect II

Functional Responsibilities: Guides and supports users in formulating requirements, advises alternative approaches, and conducts feasibility studies. Architects Cloud solution(s) with a focus on current technologies including, but not limited to Platform as a Service (PaaS): Microsoft Azure or Amazon Web Services (AWS) and Kentico web content management system as Software as a Service (SaaS) on PaaS. Demonstrate Cloud technical knowledge necessary to play a vital role in the architecture, design, configuration and implementation of production, staging, testing, quality assurance and development of Cloud Infrastructures running in 24x7 environments. Capable of analyzing, evaluating and synthesizing Cloud solutions. As requested, performs enterprise architecture and engineering analysis of web-based front-end and downstream backend applications. Recommends, implements and delivers Cloud strategies and solutions, aligned with business objectives with a focus on Cloud migrations, operations and support. Designs, implements and optimizes Cloud modernization plans using methodologies and techniques to modernize mass application movements into the Cloud including implementation of Azure, AWS Kentico within large regulated enterprise environments in compliance with applicable regulations (i.e. FedRamp, FISMA etc.). Engages with customers as part of a team and/or in a leadership role to identify needs, provide recommendations, implement recommendations and monitor and refine on-going operations.



Minimum Education/Experience: Cloud manufacturer (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security industry (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred. Four years of relevant information technology industry experience plus Associates degree or applicable Certifications.

Cloud Solutions Architect I

Functional Responsibilities: Supports users in formulating requirements, advises alternative approaches, conducts feasibility studies. Architects Cloud solution(s) with a focus on current technologies including, but not limited to Platform as a Service (PaaS): Microsoft Azure or Amazon Web Services (AWS) and Kentico web content management system as Software as a Service (SaaS) on PaaS. Demonstrate Cloud technical knowledge necessary to play a vital role in the architecture, design, configuration and implementation of production, staging, testing, quality assurance and development of Cloud Infrastructures running in 24x7 environments. Capable of analyzing, evaluating and synthesizing Cloud solutions. As requested, performs enterprise architecture and engineering analysis of web-based front-end and downstream backend applications. Recommends, implements and delivers Cloud strategies and solutions, aligned with business objectives with a focus on Cloud migrations, operations and support. Designs, implements and optimizes Cloud modernization plans using methodologies and techniques to modernize mass application movements into the Cloud including implementation of Azure, AWS Kentico within large regulated enterprise environments in compliance with applicable regulations (i.e. FedRamp, FISMA etc.). Engages with customers as part of a team to identify needs, provide recommendations, implement recommendations and monitor and refine on-going operations.

Minimum Education/Experience: Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred. Five years of relevant information technology experience plus Associates degree or applicable Certifications.

Cloud Program Executive

Functional Responsibilities: Oversees design, architecture, implementation and delivery of Cloud engagements, program managers and Cloud professional teams responsible for: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management/governance for Cloud solutions. Coordinates with senior-level management and/or Federal agency/customer executives. Plans, organizes, and oversees work efforts; assigns and allocates resources; supervises personnel, ensures quality management of resources and Cloud computing client engagements.

Minimum Education/Experience: Master's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus 15 years of relevant information technology industry professional experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.), Cyber Security (i.e. Security+, CISSP, CEH, FedRamp etc.) and Project Management (ITIL, PMP, Agile etc.) training required with Certification preferred.

Cloud Program Manager

Functional Responsibilities: Manages technically complex Cloud computing programs involving multiple projects. Cloud computing programs typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management/governance for Cloud solutions or related activities. Organizes, directs, and coordinates planning and production of all contract support activities. Has demonstrated communications skills at all levels of management. Serves as the contractor's authorized interface with the Contracting Officer's Technical Representative (COTR), government management personnel, and client agency representatives. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicating policies, purposes, and goals of the organization to subordinate personnel. Responsible for overall contract performance. Under stringent time frames, assembles and recruits as necessary to perform assigned tasks.



Demonstrated capability in technical performance plus the overall management of multi-task contracts of the size, type, and complexity within scope of a particular task order.

Minimum Education/Experience: Bachelor's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus twelve (12) years of information technology industry professional experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) and Project Management (ITIL, PMP etc.) training required with Certification preferred.

Cloud Project Manager

Functional Responsibilities: Manages, leads and coordinates the implementation of Cloud project strategies and Cloud computing tasks using Agile Development practices in order to accomplish the stated objectives on schedule. Serves as the coach / technical leader responsible for implementing and managing agile Cloud computing projects. The Project Manager is responsible for providing feedback, advice and guidance to agile project teams to ensure high performance and consistent success. Supervises one or more and/or acts a "Scrum Master" that brings experience in the management of "user stories", the prioritization of stories in the Cloud project backlog, management of Sprint Planning, Sprint Review and Sprint Retrospective activities and facilitates daily standup meetings of the Cloud team, technology experts and product owners to implement successful strategies. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Collaborates with team members for each assigned tasks/stories, assists with functional and technical assignments and reports to management. Anticipates problems and works to mitigate the anticipated problems.

Minimum Education/Experience: Bachelor's degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus seven (7) years of information technology industry professional experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) and Project Management (ITIL, PMP, Agile etc.) training required with Certification preferred.

Cloud Task Manager

Functional Responsibilities: Leads and coordinates the implementation of Cloud project strategies and computing tasks using Agile Cloud Development practices in order to accomplish the stated objectives on schedule. In the role of Scrum Master brings experience in the management of "user stories", the prioritization of stories in the Cloud project backlog, management of Sprint Planning, Sprint Review and Sprint Retrospective activities and facilitate daily standup meetings of the Cloud team, technology experts and product owners to implement successful strategies. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Collaborates with team members for each assigned tasks/stories, assists with functional and technical assignments and reports to management. Anticipates problems and works to mitigate the anticipated problems.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and three (3) years of information technology industry experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) and Project Management (ITIL, PMP, Agile etc.) training required with Certification preferred.

Cloud Engineer III



Functional Responsibilities: Provides knowledge in design, architecture, development and administration of Cloud computing technologies and information systems. Monitors existing Cloud configurations and operations for structural and process integrity. Oversees the development, deployment and system administration of Cloud technologies. Designs, implements and maintains Cloud information/cyber security, disaster recovery and other systems to ensure data security, integrity and compliance. Develops custom scripts and processes to reduce the need for human intervention in routine tasks (i.e. data migration etc.), code / integration testing and process improvement. Provide technical direction and assistance to functional and support staff. Evaluates and resolves complex Cloud network related problems. Level III is proficient in the subject matter and concepts and capable of leading other individuals on a project team.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) years of information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud Engineer II

Functional Responsibilities: Provides knowledge in design, architecture, development and administration of Cloud computing technologies and information systems. Monitors existing Cloud configurations and operations for structural and process integrity. Oversees the development, deployment and system administration of Cloud technologies. Designs, implements and maintains Cloud information/cyber security, disaster recovery and other systems to ensure data security, integrity and compliance. Develops custom scripts and processes to reduce the need for human intervention in routine tasks (i.e. data migration etc.), code / integration testing and process improvement. Provides technical direction and assistance to functional and support staff. Level II performs more varied and difficult tasks compared to Level I yet has less autonomy than higher levels.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and two (2) years of information technology industry experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud Engineer I

Functional Responsibilities: Provides knowledge in design, architecture, development and administration of Cloud computing technologies and information systems. Monitors existing Cloud configurations and operations for structural and process integrity. Oversees the development, deployment and system administration of Cloud technologies. Designs, implements and maintains Cloud information/cyber security, disaster recovery and other systems to ensure data security, integrity and compliance. Develops custom scripts and processes to reduce the need for human intervention in routine tasks (i.e. data migration etc.), code / integration testing and process improvement. Provides technical direction and assistance to functional and support staff. Level I performs more routine aspects of the position and is supervised by higher level professionals.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and one (1) year of information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico etc.) and Cyber Security industry (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional IV

Functional Responsibilities: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, upgrades of Cloud-based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud-based products and/or related



tools and technical services such as: Kentico Software (SmartClte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or other Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud-based information technology solutions to meet business requirements.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and eight (8) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional III

Functional Responsibilities: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, and upgrades of Cloud- based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud based products and/or related tools and technical services such as: Kentico Software (SmartClte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or others Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud-based information technology solutions to meet business requirements.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional II

Functional Responsibilities: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, and upgrades of Cloud- based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud based products and/or related tools and technical services such as: Kentico Software (SmartClte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or others Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud- based information technology solutions to meet business requirements.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and three (3) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional I

Functional Responsibilities: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, and upgrades of Cloud- based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud based products and/or related



tools and technical services such as: Kentico Software (SmartCite web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or others Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud- based information technology solutions to meet business requirements.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and one (1) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst IV

Functional Responsibilities: Directs and participates as a team member and capable of leading others in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Directs others and produces Cloud computing deliverables in areas such as quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and eight (8) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst III

Functional Responsibilities: Participates as a team member and occasional leader in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud based applications and/or providing management / governance for Cloud solutions or related activities. Produces, as part of Cloud computing deliverables related to quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst II

Functional Responsibilities: Participates as a team member in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud



solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Within the context of an agile team, supports and produces Cloud computing related deliverables related to quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and three (3) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst I

Functional Responsibilities: Under direction, participates as a team member in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Assists with and produces Cloud computing related deliverables related to quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and one (1) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud Support Team Leader

Functional Responsibilities: Directs and leads one or more Cloud support teams that provide technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and communication, quality assurance and testing, configuration management, content administration, data migration, program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Has experience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

Cloud Support Analyst III

Functional Responsibilities: Provides technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration,



migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and communication, quality assurance and testing, configuration management, content administration, data migration, program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Has experience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: Associate’s degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and four (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

Education and Experience Substitutions for Cloud Related Professional Services Labor Categories:

Minimum Degree	Equivalent Substitutions for Education and Experience
Associates	2 years' experience
Bachelor's	4 years' experience; or Associates degree plus 2 years' experience
Master's	6 years' experience; or Bachelor's degree plus 2 years' experience
PhD/Doctorate	8 years' experience; or Master's degree plus 2 years' experience; or Bachelor's degree plus 4 years' experience

SECTION 5 – GSA Price List: Ancillary Supplies and/or Services

Competitive Innovations has labor categories associated with SIN 518210C and SIN 54151S under this schedule that are not the primary purpose of the work ordered but an integral part of the total solution offered. The labor categories noted below are available under special item number “Ancillary” with orders placed under SIN 518210C:

Ancillary Supplies and/or Service in support of SIN 518210C Cloud and Cloud Related IT Professional Services (Available under SIN “Ancillary” in support of SIN 518210C task orders)

Competitive Innovations, LLC							
GSA MAS # 47QTCA20D0055 - Base PoP: 01/29/2020 - 01/28/2025							
Awarded LCAT's for SIN 518210C Cloud & Cloud Related IT Professional Services							
Rates for Contractor or Government Site							
LCAT #	SIN	GSA MAS # 47QTCA20D0055 - Labor Category Title	Year 1 01/29/2020 - 01/28/2021	Year 2 01/29/2021 - 01/28/2022	Year 3 01/29/2022 - 01/28/2023	Year 4 01/29/2023 - 01/28/2024	Year 5 01/29/2024 - 01/28/2025
26	Ancillary 518210C	Cloud Support Analyst II	\$ 92.49	\$94.34	\$96.23	\$98.15	\$100.11
27	Ancillary 518210C	Cloud Support Analyst I	\$ 65.29	\$66.60	\$67.93	\$69.29	\$70.68

Cloud Support Analyst II (Available under SIN “Ancillary” in support of SIN 518210C task orders)

Functional Responsibilities: Provides technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and



communication, quality assurance and testing, configuration management, content administration, data migration, program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Has experience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: High School diploma and at least two (2) year of relevant information technology industry experience required. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

Cloud Support Analyst I (Available under SIN “Ancillary” in support of SIN 518210C task orders)

Functional Responsibilities: Under supervision and direction provides technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and communication, quality assurance and testing, configuration management, content administration, data migration, program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Has experience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: High School diploma and information technology industry experience preferred. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

“Ancillary” Supplies and/or Service in support of SIN 54151S IT Professional Services

Competitive Innovations, LLC							
GSA MAS # 47QTCA20D0055 - Base PoP: 01/29/2020 - 01/28/2025							
Awarded LCAT's for SIN 54151S - IT Professional Services							
Rates for Contractor or Government Site							
LCAT #	Labor Category Title	SIN	Year 1 01/29/2020 - 01/28/2021	Year 2 01/29/2021 - 01/28/2022	Year 3 01/29/2022 - 01/28/2023	Year 4 01/29/2023 - 01/28/2024	Year 5 01/29/2024 - 01/28/2025
112	Web/Content Administrative Specialist	Ancillary 54151S	\$ 63.35	\$64.62	\$65.91	\$67.23	\$68.57

Web/Content Administrative Specialist

Provides administrative support, content administration and web data entry in support of teams and individual professionals. This includes, but is not limited to: documentation planning and support, project administration, web site data administration, content entry, general office support, executive secretarial support, human resource planning, event planning and administration, office relocation planning, etc.

Key Responsibilities:

- Specializes in coordinating, planning, administration and support related to technology and web related development teams
- Reports to project manager and task leaders working on under specific supervision
- Understands and provides documentation planning and support, project administration, general office support, executive secretarial support, human resource planning, event planning and administration, office relocation planning, etc. required



Job Requirements:

- High School degree and at least one year of professional experience in clerical and administrative roles.
- Working knowledge of internet browsers and software suites.

Note that the Web/Content Administrative Specialist is a supporting labor category (SIN 132-100), and therefore cannot be sold separately without at least one other professional labor category currently awarded.

SECTION 6 — GSA Price List: ORDER-LEVEL MATERIALS (OLMs)

OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.

OLM SIN-Level Requirements/Ordering Instructions:

OLM's are:

- Purchased under the authority of the FSS Program
- Unknown until an order is placed
- Defined and priced at the ordering activity level in accordance with GSAR clause 552.238-115 Special Ordering Procedures for the Acquisition of Order-Level Materials. (Price analysis for OLMs is not conducted when awarding the FSS contract or FSS BPA; therefore, GSAR 538.270 and 538.271 do not apply to OLMs)
- Only authorized for use in direct support of another awarded SIN.
- Only authorized for inclusion at the order level under a Time-and-Materials (T&M) or Labor-Hour (LH) Contract Line Item Number (CLIN)
- Subject to a Not To Exceed (NTE) ceiling price

OLM's are not:

- Open Market Items
- Items awarded under ancillary supplies, services or other direct cost (ODC) SIN's (these items are defined priced, awarded at the FSS contract level)

OLM Pricing

- Prices for items provided under the Order-Level Materials SIN must be inclusive of the Industrial Funding Fee (IFF)
- The value of OLMs in a task or delivery order against an FSS contract, or the cumulative value of OLMs in orders against an FSS BPA award under a FSS contract, shall not exceed 33.33%.

Note: When used in conjunction with a Cooperative Purchasing eligible SIN, this SIN is Cooperative Purchasing Eligible.