

**AUTHORIZED FEDERAL ACQUISITION SERVICE**

Information Technology

General Purpose Commercial Information Technology Equipment,  
Software and Services

**Special Item No. 132-51**

**PROFESSIONAL INFORMATION TECHNOLOGY SERVICES**

FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D308	Programming Services
FPDS Code D316	IT Network Management Services
FPDS Code D399	Other Information Technology Services, Not Elsewhere Classified

(Cooperative and Recovery Purchasing is available for All SINs)



**Enterprise Solutions Realized, Inc.**

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Contract No. GS-35F-0593U

Period of Contract: September 16, 2013, through September 15, 2018

Services 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 Acquisition Service's Home Page via the Internet at <http://www.GSAAdvantage.gov>.

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## ENTERPRISE SOLUTIONS REALIZED, INC.

Enterprise Solutions Realized, Inc., is a trusted source for secure, dependable software-centric solutions in both the Federal and commercial markets. ESR is skilled at business modeling, requirements management, and the entire business and software development lifecycle. We help clients identify the true business need and the right technology and process to develop innovative solutions to their IT requirements with solution-appropriate products and services. We exhibit honesty and integrity to the customer and to our employees.

### *ESR brings value*

- ✓ Experienced, large-project prime
  - ✓ Institutionalized use of a tailored, repeatable and agile SDLC
    - ✓ Deep expertise in business modeling & requirements management
      - ✓ Requirements-driven architecture, design, development, and QA
      - ✓ Public & private sector experience

### *Solutions*

Innovative software technologies for enterprise information management.  
Industry-based and business-based solutions, from action to innovation.

- Case Control
- Business Intelligence
- Software Development Process
- Mission Critical Systems
- Integration for Enterprise Software

### *IT Services*

ESR adds value in **any** phase of the IT Project Lifecycle – Your strategic partner in scope definition and design to development, deployment and accessibility compliance.

- Business Modeling
- Requirements Management
- Enterprise Architecture
- Software Development & Design
- SDLC
- SOA
- Data Warehouse
- Technological trends assessment

### *Support Services*

Expertise in industry-adopted project management practices for all IT projects – from large-scale deployments to mission-critical software development.

- IT project management
- GAP Analysis
- Software training
- IT architecture support
- Data warehouse / Big Data

### *Technical Expertise*

- Agile, ITIL, Rational Unified Process
- Java, C++, .Net, F#
- Custom software solutions
- IBM / Rational Toolsets
- Service-Oriented Architecture
- SharePoint
- Windows, Linux, Unix
- Appian

### *Business Expertise*

- Business modeling
- IT project management
- Customer Relationship Management
- Business use case management
- Business process reengineering
- Case Management

## INFORMATION FOR ORDERING ACTIVITIES

### Customer Information

1. **Geographic Scope of Contract:** Domestic only.
2. **Contractor's Ordering Address and Payment Information**

**Enterprise Solutions Realized, Inc. (ESR)**  
**8820 Columbia 100 Parkway**  
**Suite 310**  
**Columbia, Maryland 20145**  
**Attn: GSA Contracts**  
**Tel.: (410) 442-5501**  
**Email: GSAsched70@esr-inc.com**

Payments via Check/U.S. Mail to above address. ESR accepts government commercial credit cards for payments no greater than micro-purchase threshold for oral or written DOs/TOs. In addition, bank account information for electronic payments will be shown on the invoice.
3. **Liability for Injury or Damage:** ESR is not liable for any injury to ordering activity personnel or damage to ordering activity property arising from use of equipment maintained by ESR, unless such injury or damage is due to the fault or negligence of ESR.
4. **Statistical Data for Government Ordering Office Completion of Standard Form 279**

Block 16: DUNS Number: 362716388  
Block 30: Type of Contractor – B. Small Business  
Block 33B Small Disadvantaged Business Program A-8(a)  
CAGE Code: 4AMQ6
5. **FOB:** The location of performance of SIN 132-51 Professional IT Services shall be defined in the statement of work agreed upon by the Ordering Activity and the Contractor.
6. **Delivery Schedule:** To be negotiated between ESR and the purchaser.
7. **Discounts: Prices shown are NET Prices; basic discounts have been deducted.**
  - a. Prompt Payment: : N/A%
  - b. Quantity: As negotiated and mutually agreed to for each individual delivery/task order.
  - c. Dollar Volume: As negotiated and mutually agreed to for each individual delivery/task order.
  - d. Government Educational Institutions: Government Educational Institutions are offered the same discounts as all other Government customers.
  - e. Payment Terms: Net 30 days.
8. **Trade Agreements Act of 1979:** Conforming.
9. **Statement Concerning Availability of Export Packing:** Not Applicable.
10. **Small Requirements:** Contact ESR.
11. **Maximum Order:** Contact ESR.
12. **Ordering Procedures for Federal Supply Schedule Contracts:** FAR 8.405 applies to place an order or establish a BPA for supplies or services.
13. **Federal IT/Telecommunications Standards Requirements:** Not Applicable.
14. **Contractor Tasks / Special Requirements (C-FSS-370) (NOV 2001):** ESR accepts all considerations of special requirements that may apply to any given task order. This includes:
  - Security clearances
  - Travel
  - Certifications, licenses, and accreditations
  - Insurance
  - Personnel
  - Organizational conflicts of interest
  - Documentation and standards
  - Data and deliverable requirements
  - Government-furnished property
  - Availability of funds.
15. **Contract Administration for Ordering Activities:** ESR accepts FAR 52.212-4 Termination Rights.
16. **GSA Advantage!:** All ESR services.
17. **Purchase of Open Market Items:** Not applicable.
18. **Contractor Commitments, Warranties and Representations:** Not applicable.
19. **Overseas Activities:** Not applicable.
20. **Blanket Purchase Agreements:** ESR recognizes FAR 8.405-3 to create and implement BPAs.
21. **Contractor Team Agreements:** Conforming.
22. **Installation, Deinstallation, Reinstallation:** Not applicable.
23. **Section 508 Compliance:** Conforming.
24. **Prime Contractor Ordering From Federal Supply Schedules:** Accepted.
25. **Insurance – Work on Government Installation (JAN 1997)(FAR 52.228-5):** Conforming.
26. **Software Interoperability:** Conforming.
27. **Advance Payments:** ESR accepts (31.U.S.C. 3324).

## ESR LABOR CATEGORIES

### Guide to Labor Categories:

ESR Labor Categories are broadly designed to allow flexibility:

- The Program Manager labor category covers program management.
- The Project Manager labor category covers project management and day to day management of the team.
- The Technical Architect labor category provides technical direction on all project disciplines, SDLC process design, database design, software and systems architectures, software design, development, programming, and implementation.
- The Architect/Developer labor category develops, troubleshoots, maintains and supports application development.
- The System Architect labor category plans and performs systems research, design development and other assignments in conformance with system and network design, engineering and customer specifications.
- The Software Architect labor category provides technical leadership of application software development teams, determines specifications for development of enterprise level applications and custom integration solutions then plans, designs and develops the process including major enhancements and interfaces, functions and features.
- The Business Architect labor category provides requirements elicitation, business process modeling and design, business and system use cases, and functional and non-functional requirements specification.
- Business Process/Requirements Analyst labor category provides analysis of functional processes, organizations and enterprises to identify and develop business process engineering initiatives including requirements elicitation, business process modeling and design, business and system use cases and functional and non-functional requirements specification.
- The Subject Matter Expert labor category provides functional, technical or business expertise. The SME can be involved in the review, improvement and approval of technical design and implementation.
- The Automated Tester labor category provides strong QA skills to perform risk assessments. Develops efficient reusable automated test suite and is experienced in. Designs, programs and maintains automated test scripts using techniques that ensure maintainable test assets.
- The Test Analyst labor category provides requirements-driven QA through design of test strategies and plans. Also assists with development, maintenance, and execution of test assets using automated and manual test tools and techniques.
- The Tester labor category maintains, and executes test assets using automated and manual test tools and techniques.

Ordering:

ESR uses Agile development as well as a customized version of the Rational Unified Process which can be tailored to fit projects of a variety of sizes regardless of where they are in project life cycle. Please contact ESR to plan the best mix of positions and team composition to meet your need.

**ESR HOURLY RATES (ON-SITE, INCLUDES IFF)**

**SIN 132-51, IT Services**

<b>Labor Category</b>	<b>9/16/13-9/15/14</b>	<b>9/16/14-9/15/15</b>	<b>9/16/15-9/15/16</b>	<b>9/16/16-9/15/17</b>	<b>9/16/17-9/15/18</b>
Architect/Developer	\$ 184.05	\$ 187.18	\$ 190.36	\$ 193.60	\$ 196.89
Automated Tester	\$ 133.64	\$ 135.91	\$ 148.22	\$ 140.57	\$ 142.96
Business Architect	\$ 135.62	\$ 137.93	\$ 140.27	\$ 142.65	\$ 145.08
Business Process/Requirements Analyst	\$ 140.67	\$ 143.06	\$ 145.49	\$ 147.97	\$ 150.48
Program Manager	\$ 170.35	\$ 173.24	\$ 176.19	\$ 179.18	\$ 182.23
Project Manager	\$ 168.71	\$ 171.58	\$ 171.50	\$ 177.46	\$ 180.48
Software Architect	\$ 177.83	\$ 180.85	\$ 183.93	\$ 187.05	\$ 190.23
Subject Matter Expert	\$ 143.19	\$ 145.63	\$ 148.10	\$ 150.62	\$ 153.18
System Architect	\$ 174.44	\$ 177.41	\$ 180.42	\$ 183.49	\$ 186.61
Technical Architect	\$ 177.43	\$ 180.45	\$ 185.52	\$ 186.64	\$ 189.81
Test Analyst	\$ 128.85	\$ 131.04	\$ 133.26	\$ 135.53	\$ 137.83
Tester	\$ 111.17	\$ 113.06	\$ 114.98	\$ 116.94	\$ 118.93

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

**1. Scope**

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

**2. Performance Incentives**

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

**3. Order**

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

**4. Performance of Services**

- a. ESR shall commence performance of services on the date agreed to by ESR and the ordering activity.
- b. ESR agrees to render services only during normal working hours, unless otherwise agreed to by ESR and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed.

Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

**5. Stop-Work Order (FAR 52.242-15) (AUG 1989)**

- a. The Contracting Officer may, at any time, by written order to ESR, require ESR to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to ESR, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, ESR shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to ESR, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-
  - (1) Cancel the stop-work order; or
  - (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
- b. If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, ESR shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-
  - (1) The stop-work order results in an increase in the time required for, or in ESR's cost properly allocable to, the performance of any part of this contract; and
  - (2) ESR asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.
- c. If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.
- d. If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

**6. Inspection of Services**

The Inspection of Services–Fixed Price (AUG 1996) (Deviation – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) (Deviation – May 2003) clause at FAR

52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

#### 7. Responsibilities of ESR

ESR shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Deviation – May 2003) Rights in Data – General, may apply.

#### 8. Responsibilities of the Ordering Activity

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

#### 9. Independent Contractor

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

#### 10. Organizational Conflicts of Interest

##### a. Definitions.

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

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

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

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

#### 11. Invoices

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

#### 12. Payments

For firm-fixed price orders the ordering activity shall pay ESR, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

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

#### 13. Resumes

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

#### 14. Incidental Support Costs

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

#### 15. Approval of Subcontracts

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