GENERAL SERVICES ADMINISTRATION (GSA) FEDERAL SUPPLY SERVICE (FSS) AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST

MULTIPLE AWARD SCHEDULE (MAS)

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The Internet address for GSA Advantage!® is: GSAAdvantage.gov.

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

CONTRACT NUMBER: GS-35F-0637T

CONTRACT PERIOD:
September 10, 2017 – September 11, 2022

Submitted by: Java Productions, Inc.
2270 Kraft Dr., STE 1850
Blacksburg VA 24060
Phone: 540-443-9240
Fax: 540-301-6418
Internet Address: http://www.jpidev.com.com
Business Size: Small Business Administration (SBA)-certified, Historically Underutilized Business Zone (HUBZone)

PRICE LIST: Current as of Refresh # 0009 / Mass Modification #A839
CUSTOMER INFORMATION

1A. TABLE OF AWARDED SPECIAL ITEM NUMBER(S):

<table>
<thead>
<tr>
<th>MAS SIN(s)</th>
<th>Description</th>
<th>Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>518210C</td>
<td>Cloud and Cloud-Related Information Technology (IT) Professional Services</td>
<td>Cloud and Cloud-Related Information Technology (IT) Professional Services</td>
</tr>
<tr>
<td>54151S</td>
<td>IT Professional Services</td>
<td>IT Professional Services</td>
</tr>
<tr>
<td>OLM</td>
<td>Order-Level Materials (OLMs)</td>
<td>Order-Level Materials (OLMs)</td>
</tr>
</tbody>
</table>

1B. IDENTIFICATION OF THE LOWEST PRICED MODEL NUMBER AND LOWEST UNIT PRICE FOR THAT MODEL FOR EACH SIN AWARDED IN THE CONTRACT: See Page 4, Authorized Pricelists.

1C. DESCRIPTIONS OF ALL CORRESPONDING COMMERCIAL JOB TITLES, EXPERIENCE, FUNCTIONAL RESPONSIBILITY, AND EDUCATION: See Pages 5-10, GSA Labor Category Descriptions.

2. MAXIMUM ORDER: $500,000.00

3. MINIMUM ORDER: $1,000

4. GEOGRAPHIC COVERAGE: Worldwide

5. POINT OF PRODUCTION: Not Applicable

6. DISCOUNT FROM LIST PRICES: Government Net Prices are shown on the attached Pricelist. Negotiated discount has been applied and the Industrial Finding Fee (FEE) has been added.

7. QUANTITY DISCOUNT(S): None

8. PROMPT PAYMENT TERMS*: 0% Net 30 days

   *Information for Ordering Offices: Prompt Payment Terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9A. GOVERNMENT PURCHASE CARDS ARE ACCEPTED AT OR ABOVE THE MICRO-PURCHASE THRESHOLD.

9B. GOVERNMENT PURCHASE CARDS ARE ACCEPTED ABOVE THE MICRO-PURCHASE THRESHOLD: Contact Contractor for limit.

10. FOREIGN ITEMS: Not Applicable

11A. TIME OF DELIVERY: The Contractor shall deliver to destination as agreed to between the Ordering Activity and the Contractor.

11B. EXPEDITED DELIVERY: As negotiated between Contractor and the Ordering Activity.

11C. OVERNIGHT/TWO (2)-DAY DELIVERY: As negotiated between Contractor and the Ordering Activity.

11D. URGENT REQUIREMENTS: When the Federal Supply Schedule (FSS) contract delivery period does not meet the urgent delivery requirements of an Ordering Activity, Ordering Activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within three (3) workdays after receipt (Telephonic replies shall be confirmed by the Contractor in writing). If the Contractor offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the
agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

12. F.O.B. POINT(S): Destination

13A. ORDERING ADDRESS: Please utilize the information listed below to obtain technical and/or ordering assistance concerning Ordering Activities.

<table>
<thead>
<tr>
<th>ORDERING AND PAYMENT ADDRESS:</th>
</tr>
</thead>
<tbody>
<tr>
<td>Java Productions, Inc. (dba JPI)</td>
</tr>
<tr>
<td>2270 Kraft Drive, Suite 1850</td>
</tr>
<tr>
<td>Blacksburg, VA 24060</td>
</tr>
<tr>
<td>Ordering: <a href="mailto:contracts@jpidev.com">contracts@jpidev.com</a></td>
</tr>
<tr>
<td>Payment: <a href="mailto:accounting@jpidev.com">accounting@jpidev.com</a></td>
</tr>
<tr>
<td>Ordering Phone Number: 540-443-9240</td>
</tr>
</tbody>
</table>

13B. ORDERING PROCEDURES: For guidance regarding supplies and services and ordering procedures, as well as information on Blanket Purchase Agreements (BPAs), Ordering Activities may reference Federal Acquisition Regulation (FAR) 8.405-3. Furthermore, a sample BPA may be found at the GSA/FSS Schedule homepage (gss.gsa.gov/schedule).

14. PAYMENT ADDRESS: Same as Ordering Address.

15. WARRANTY PROVISIONS: Not Applicable

16. EXPORT PACKING CHARGES: Not Applicable

17. TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE: Contact Contractor for terms and conditions of Government Purchase Card acceptance.

18. TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR: Not Applicable

19. TERMS AND CONDITIONS OF INSTALLATION: Not Applicable

20. TERMS AND CONDITIONS OF REPAIR PARTS: Not Applicable

20A. TERMS AND CONDITIONS FOR ANY OTHER SERVICES: Not Applicable

21. LIST OF SERVICE AND DISTRIBUTION POINTS: Not Applicable

22. LIST OF PARTICIPATING DEALERS: Not Applicable

23. PREVENTIVE MAINTENANCE: Not Applicable

24A. ENVIRONMENTAL ATTRIBUTES, E.G., RECYCLED CONTENT, ENERGY EFFICIENCY, AND/OR REDUCED POLLUTANTS: Not Applicable

24B. SECTION 508: Contact Contractor for compliance information. The EIT standards can be found at: http://www.section508.gov

25. DATA UNIVERSAL NUMBERING SYSTEM (DUNS) NUMBER / UNIQUE ENTITY IDENTIFIER (UEI): 143692858 / H7P7MNLLPCA3

26. NOTIFICATION REGARDING REGISTRATION IN SYSTEM FOR AWARD MANAGEMENT (SAM) DATABASE: Contractor holds current and accurate registration in the SAM Database. Furthermore, Contractor’s CAGE Code is 3RPK7.
### AUTHORIZED PRICELIST

#### PRICELIST FOR SIN 54151S

<table>
<thead>
<tr>
<th>LABOR CATEGORY NAME</th>
<th>GSA PRICE*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Content Specialist</td>
<td>$131.88</td>
</tr>
<tr>
<td>Developer</td>
<td>$101.18</td>
</tr>
<tr>
<td>Functional Analyst 1</td>
<td>$188.45</td>
</tr>
<tr>
<td>Functional Analyst 2</td>
<td>$134.00</td>
</tr>
<tr>
<td>IT Project Administrator</td>
<td>$110.33</td>
</tr>
<tr>
<td>IT Senior Consultant</td>
<td>$143.69</td>
</tr>
<tr>
<td>IT Systems Architect</td>
<td>$141.85</td>
</tr>
<tr>
<td>Junior Functional Analyst</td>
<td>$52.34</td>
</tr>
<tr>
<td>Project Manager</td>
<td>$101.18</td>
</tr>
<tr>
<td>Project Manager Assistant</td>
<td>$73.41</td>
</tr>
<tr>
<td>Program Manager</td>
<td>$169.62</td>
</tr>
<tr>
<td>Senior Business Analyst</td>
<td>$133.97</td>
</tr>
<tr>
<td>Senior Database Specialist</td>
<td>$101.84</td>
</tr>
<tr>
<td>Senior Project Manager</td>
<td>$147.40</td>
</tr>
<tr>
<td>Subject Matter Expert (Intermediate)</td>
<td>$99.01</td>
</tr>
<tr>
<td>Systems Analyst 1</td>
<td>$64.93</td>
</tr>
</tbody>
</table>

#### PRICELIST FOR SIN 518210C

<table>
<thead>
<tr>
<th>LABOR CATEGORY NAME</th>
<th>GSA PRICE*</th>
</tr>
</thead>
<tbody>
<tr>
<td>Principal Cloud Architect</td>
<td>$188.45</td>
</tr>
</tbody>
</table>

*All prices offered, inclusive of IFF*
GSA LABOR CATEGORY EXPERIENCE AND DESCRIPTIONS

JPI recognizes that successful performance is dependent on having the right people with specialized skills and experience to complete the requirements. As such, each JPI Labor Category is defined according to the requirements for Minimum General Experience, Job Descriptions & Functional Responsibilities, and Minimum Education. All JPI-awarded Labor Categories are also subject to the below Education and Experience Substitution / Equivalencies guidance:

- **Substitution of Experience for Minimum Education:** Additional experience in excess of the minimum requirement may be substituted for education as follows –
  - Two (2) years of work experience may be substituted for an Associate’s Degree;
  - Four (4) years of work experience may be substituted for a Bachelor’s Degree;
  - Six (6) years of work experience may be substituted for a Master’s Degree;

- **Substitution of Education for Minimum Experience:** Additional education in excess of the minimum requirement may be substituted for experience as follows –
  - Associate’s Degree may be substituted for two (2) years of work experience;
  - Bachelor’s Degree may be substituted for four (4) years of work experience;
  - Master’s Degree may be substituted for six (6) years of work experience;
  - PhD may be substituted for eight (8) years of work experience.

*Substitutions cannot eliminate experience altogether; rather, employees will always have at least one (1) year of experience.

LABOR CATEGORIES – SIN 54151S

**Content Specialist**

**Minimum General Experience:** This position requires five (5) years of experience in writing, designing, editing, and preparing business or technical documentation. Experienced with and demonstrated knowledge of Department of Defense (DoD), Federal Information Processing (FIP), Government Printing Office (GPO), or commercial documentation standards as appropriate to the assignment.

**Job Description & Functional Responsibilities:** Responsible for documentation design, development, and preparation throughout the production cycle that can include: technical writing / editing, editorial consultation, copy design / editing, proofreading, or overall documentation review. Works with Management, Technical Personnel, authors, and Subject Matter Experts to define documentation content, guidelines, specifications, and development schedules. Prepares required documentation in an appropriate format. Adheres to required configuration management or quality assurance standards. Analyzes the data and user requirements to ensure that documentation is clear, concise, and valid. Performs substantive editing that ensures document organization and quality. Ensures that documents follow the appropriate style guide. May be responsible for any activity in the production cycle through document delivery and maintenance. Coordinates or supervises resources during the production cycle.

**Minimum Education Requirement:** Bachelor’s Degree

**Developer**

**Minimum General Experience:** This position requires six (6) years of technical experience which applies to systems analysis and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts, and methods. Requires knowledge of available hardware, system software, input / output devices, structure and management practices.

**Job Description & Functional Responsibilities:** Provides leadership in the definition of program specifications and architectures. Leads a team of programmers who develop and modify software programs. Leads the project through development and life cycle maintenance. Develops logic for and
codes, tests, modifies, and debugs software packages to suit the operating environment (e.g., client server, mainframe, web, etc.). Responsible to the Project / Program Manager for development of reliable designs and programs. Responsible for meeting schedule and performance objectives for the development project. Installs and maintains software products on the computer systems. Analyzes and fixes problems associated with the software packages and forwards them to the appropriate vendor for problem resolution. Monitors systems; corrects any errors or inconsistencies.

**Minimum Education Requirement:** Bachelor’s Degree

**Functional Analyst 1**

**Minimum General Experience:** This position requires a minimum of seven (7) years of experience, of which at least three (3) years must be specialized. Specialized experience includes developing functional requirements for complex integrated systems. Must demonstrate the ability to work independently or under only general direction.

**Job Description & Functional Responsibilities:** Analyzes user needs to determine functional requirements. Performs functional allocation to identify required tasks and their interrelationships. Identifies resources required for each task. Provides daily supervision and direction to support staff.

**Minimum Education Requirement:** Bachelor’s Degree

**Functional Analyst 2**

**Minimum General Experience:** This position requires a minimum of three (3) years of experience, of which at least two (2) years must be specialized in large scale IT projects. Specialized experience must be in the desired specialized work stream (e.g., large-scale IT program management, IT governance development, strategic planning for Enterprise Systems, etc.). Must demonstrate the ability to work independently or under only general direction.

**Job Description & Functional Responsibilities:** Works directly with client or client teams on large-scale IT projects in a subject matter expert capacity. For large development projects, performs functional allocation to identify required tasks and their interrelationships. Identifies client technical tasks required and resources needed to complete tasks. Provides daily supervision and direction to support staff.

**Minimum Education Requirement:** Bachelor’s Degree

**IT Project Administrator**

**Minimum General Experience:** At least five (5) years of experience of managing enterprise level and / or multi- departmental projects to completion.

**Job Description & Functional Responsibilities:** Responsible for the development, maintenance, and distribution of standardized processes, procedures, templates, and tools to be leveraged across the IT organization. Objectives also include Continuous improvement of the operations of the team including but not limited to financial / scope / schedule management, project delivery methodology, tools, application of best practices and relevant standards.

**Minimum Education Requirement:** Bachelor’s Degree in Business, Computer Science or a related technical discipline.

**IT Senior Consultant**

**Minimum General Experience:** This position requires seven (7) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

**Job Description & Functional Responsibilities:** Designs, modifies, develops, writes, and implements software programming applications. Performs system analysis, testing, and evaluation activities to ensure
the integration of software, hardware, and maintainability / stability of the system. Formulates operational concepts, mission, and functional analyses, as well as conducts requirements and information analysis, cost-benefit analysis, system trade studies, and risk analysis. Supports and/or installs software applications / operating systems. Leads the testing process through test review, analysis, testing, and certification of software. Familiar with various concepts, practices, and procedures.

**Minimum Education Requirement:** Bachelor’s Degree

**IT Systems Architect**

**Minimum General Experience:** This position requires 10 years of technical experience which applies to systems analysis, project management, and design techniques for complex computer systems. Requires competence in all phases of systems analysis techniques, concepts, and methods; also requires knowledge of available hardware, system software, input / output devices, and structure and management practices.

**Job Description & Functional Responsibilities:** Provides expert, independent services, and leadership in IT and Information Management development and deployment. Provides expertise on an as-needed basis to all task assignments. Provides expert advice and assistance in technologies such as imaging, document management, automated workflow, Internet / intranet / Web, messaging, and various development platforms. Senior managers utilize this expertise to develop IT policy and procedures as well as other organizational guidance. Coordinates with the lead customer technologist / architect to ensure that project / program objectives have been properly defined and that the solution(s) will satisfy the customer’s requirement.

**Minimum Education Requirement:** Bachelor’s Degree

**Junior Functional Analyst**

**Minimum General Experience:** This position requires at least one (1) year directly related experience in a specific functional area. Specialized experience includes developing functional requirements for complex integrated systems.

**Job Description & Functional Responsibilities:** Analyzes user needs to determine functional requirements. Performs functional allocation to identify required tasks and their interrelationships. Identifies resources required for each task.

**Minimum Education Requirement:** Bachelor’s Degree

**Project Manager**

**Minimum General Experience:** Eight (8) years of progressive experience managing and delivering complex projects.

**Job Description & Functional Responsibilities:** Manages and coordinates the implementation of program objectives throughout all phases of a system’s life cycle. Directs staff to ensure conformance with work requirements associated with accounting, resource allocations, internal management controls, business process improvements, performance measurements, contract deliverables, and all other requirements of the customer’s statement of work. Coordinates the work efforts of multiple projects surrounding a common program objective to ensure timely problem resolution, realization of economies of scale, and total customer satisfaction. Reviews deliverables for quality, completeness, and adherence to design concepts and user requirements.

**Minimum Education Requirement:** Bachelor’s Degree

**Project Manager Assistant**

**Minimum General Experience:** Three (3) years of experience assisting a Project / Program Manager in
the management of a contract, project, or task. Requires knowledge of and experience using specialized financial and project tracking software systems in addition to commercial and off-the-shelf office automation software packages.

**Job Description & Functional Responsibilities:** Provides management assistance in project coordination and execution. Assists the Project / Program Manager with project schedules, deadlines, budgets, resource assignments, and monitors progress of project. Prepares status reports for upper management to review. Tracks project staffing, budget, prioritization, and other personnel matters.

**Minimum Education Requirement:** Associate’s Degree

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<table>
<thead>
<tr>
<th>Program Manager</th>
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<tbody>
<tr>
<td><strong>Minimum General Experience:</strong> Combination of 10 years IT experience, including three (3) years of experience in management or supervisory capacity, plus three (3) years of experience in the functional area of the project to be managed.</td>
</tr>
<tr>
<td><strong>Job Description &amp; Functional Responsibilities:</strong> Coordinates and monitors the scheduling, pricing, and technical performance of programs. Responsibilities also include aiding in the negotiation of contracts and contractual changes and coordinating preparations of proposals, plans, specifications, and financial conditions of contracts. Develops master plans and schedules, formulates solutions to address program problems, and directs work of resources assigned to program from various projects. Serves as primary point of contact for the customer and oversees all work and takes corrective action as necessary to ensure projects are completed on time and within budget. May serve as Technical Lead for the project.</td>
</tr>
<tr>
<td><strong>Minimum Education Requirement:</strong> Bachelor’s Degree</td>
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<table>
<thead>
<tr>
<th>Senior Business Analyst</th>
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<tbody>
<tr>
<td><strong>Minimum General Experience:</strong> Seven (7) years of experience in an area of specialization associated with the requirement. Experience with Government or industry standards, processes, procedures, methodologies, or tools that support analysis as relative to the requirement.</td>
</tr>
<tr>
<td><strong>Job Description &amp; Functional Responsibilities:</strong> Provides minimally supervised support for difficult analysis and evaluation assignments. Performs analysis and evaluation of existing or proposed processes, applications, systems, or software. Performs, and/or may direct, project planning, scope, control, management, tracking, or review. Performs analysis and evaluation throughout the process, application, system, or software development life cycle which includes, but is not limited to: planning, requirements, design, acquisition, development, integration, installation / deployment, performance tuning, testing, and training. Performs, or may direct, document development / preparation at various stages of a project life cycle (e.g., planning through implementation) to detail analysis results and solution recommendations. Facilitates meetings and serves as a liaison between functional and technical specialists. Assists with testing to support the project life cycle, as applicable. Uses methodologies, modeling / estimating techniques, tools, applications, systems, software, or databases at advanced levels to perform assigned tasks. Ensures compliance with, and/or may develop, the standards and organization requirements relative to specific assignments. Provides staff supervision or management.</td>
</tr>
<tr>
<td><strong>Minimum Education Requirement:</strong> Bachelor’s Degree</td>
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<table>
<thead>
<tr>
<th>Senior Database Specialist</th>
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</thead>
<tbody>
<tr>
<td><strong>Minimum General Experience:</strong> This position requires strong analytical and problem-solving skills. Requires ability to simplify complex programming principles to be understood by the common user. Must be knowledgeable regarding various Microsoft (MS) Office-based software applications as well as general database programming concepts</td>
</tr>
</tbody>
</table>

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Job Description & Functional Responsibilities: Provides support in creating, testing and deploying a database of different inventories from existing MS Excel-based inventories. Responsible for collecting functional requirements from the team and may design reporting capabilities, as required. Provides maintenance support after delivery and makes any necessary modifications, based on feedback to improve the overall usability.

Minimum Education Requirement: Bachelor’s Degree

Senior Project Manager

Minimum General Experience: Eight (8) years of experience, of which at least five (5) years must be supervisory experience. Must have the ability to manage and ensure the successful completion of multiple technical tasks in assigned program(s). Must have the ability to recruit, hire, manage, supervise, train, schedule, coordinate, and evaluate staff as assigned.

Job Description & Functional Responsibilities: Responsible for managing very high-risk programs. Directs daily staff and task activities to meet client and corporate work objectives. Supervises assigned technical and administrative staff, including subordinate managers. Ensures quality of task products, services, and deliverables, including participating in reviews, audits, and site visits. Serves as a liaison with clients to coordinate activities, negotiate tasks, and solve problems. Responsible for coordinating and monitoring subcontractor activities.

Minimum Education Requirement: Bachelor’s Degree

Subject Matter Expert (Intermediate)

Minimum General Experience: This position requires at least one (1) year of specialized experience, specifically related to the functional area. Must be familiar with a variety of IT and Operations concepts, practices, and procedures.

Job Description & Functional Responsibilities: Provides technical, research, and analytical support, as needed by the Client to review and evaluate requirements identified in the Statement of Work (SOW) or Performance Work Statements (PWS). Assists in identifying relevant Operational policy gaps in accordance with project plans. Responsible for supporting documentation creation (i.e., drafting manuals, bulletins, notices, or process guides).

Minimum Education Requirement: Bachelor’s Degree

Systems Analyst 1

Minimum General Experience: Three (3) years of experience in the field or in a related area. Familiar with a variety of concepts, practices, and procedures.

Job Description & Functional Responsibilities: Reviews, analyzes, and evaluates complex systems and user needs to enhance the overall operational system. Documents and gathers user requirements, defines scope and objectives, and formulates systems to meet overall business strategies. Develops specifications and procedures to enable programmers and engineers to code programs and systems. Resolves operational issues, coordinates work with programmers, and orients users to new system.

Minimum Education Requirement: Associate’s Degree

Labor Categories – SIN 518210C

Principal Cloud Architect

Minimum General Experience: Seven (7) years of technical experience including at least three (3) years of experience with architecture of cloud-based systems.

Job Description & Functional Responsibilities: Provides technical/management leadership on major
tasks or technology assignments involving cloud-related IT operations. Partners with all aspects of the business/ business units (BUs) to help align business goals to technical architecture for the program. Partners with IT management to establish and institutionalize processes and procedures for demand management and development resource allocation; leads the development and deployment activities; facilitates design reviews and code walkthroughs; organizes and participates in testing activities to ensure delivery of quality systems; prepares and manages project plans and milestones; estimates level of effort and resource utilization; anticipates and resolves issues and risks; ensures the projects are delivered with high quality; contributes to the development and continuous review of appropriate practices, standards and guidelines. Leads and directs a team of architects as part of a larger effort. Provide subject matter expertise on the various cloud systems and applications.

**Minimum Education Requirement:** Bachelor’s degree in Computer Science or related field.
The Service Contract Labor Standards (SCLS) is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS eligible labor categories. If and/or when JPI adds SCLS labor categories / employees to the contract through the modification process, JPI must inform the Contracting Officer and establish a SCLS matrix identifying the GSA labor category titles, the occupational code, SCLS labor category titles and the applicable WD number. JPI understands that the failure to do so may result in cancellation of the contract.