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!, a menu-driven database system. The INTERNET address for GSA Advantage! is http://www.gsaadvantage.gov

**SCHEDULE TITLE:** GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES

**FSC GROUP:** 70

**CONTRACT NUMBER:** GS-35F-106GA

**CONTRACT PERIOD:** December 1, 2016 through November 30, 2021

For more information on ordering from Federal Supply Schedules click on the GSA Schedules link at www.gsa.gov

**CONTRACTOR:** Versa Shore Inc.
1999 S Bascom Ave Ste 325
Campbell, CA 95008
Phone number: 408-355-5363
Fax number: 408-355-5363

**CONTRACTOR'S ADMINISTRATION SOURCE:** Shawn Rao

**BUSINESS SIZE:** Small Business, SBA Certified Small Disadvantaged Business
CUSTOMER INFORMATION:

1a. TABLE OF AWARDED SPECIAL ITEM NUMBERS (SINs)

<table>
<thead>
<tr>
<th>SIN</th>
<th>DESCRIPTION</th>
</tr>
</thead>
<tbody>
<tr>
<td>132 51</td>
<td>Information Technology Professional Services - SUBJECT TO COOPERATIVE PURCHASING</td>
</tr>
</tbody>
</table>

1b. LOWEST PRICED MODEL NUMBER AND PRICE FOR EACH SIN:

| Technical Writer | Per Hour | $63.53 |

2. MAXIMUM ORDER*: $500,000

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

3. MINIMUM ORDER: $100.00

4. GEOGRAPHIC COVERAGE: 48 contiguous states, Alaska, Hawaii, Washington D.C., Puerto Rico, U.S. Territories, and to a port or consolidation point within the aforementioned locations for orders that are received from overseas activities.

5. POINT(S) OF PRODUCTION: USA

6. DISCOUNT FROM LIST PRICES: All Prices shown are net

7. QUANTITY DISCOUNT(S): $50K+ on a Single order: 5%

8. PROMPT PAYMENT TERMS: 1% 5 Days , Net 30

9a. Government Purchase Cards must be accepted at or below the micro-purchase threshold.

9b. Government Purchase Cards are accepted above the micro-purchase threshold.

10. FOREIGN ITEMS: N/A

11a. TIME OF DELIVERY: TBD

11b. EXPEDITED DELIVERY: Please contact contractor for expedited delivery needs

11c. OVERNIGHT AND 2-DAY DELIVERY: Please contact contractor for expedited delivery needs
11d. **URGENT REQUIREMENTS:** Agencies can contact the Contractor’s representative to affect a faster delivery. Customers are encouraged to contact the contractor for the purpose of requesting accelerated delivery.

12. **FOB POINT:** Destination

13a. **ORDERING ADDRESS:** Versa Shore Inc.  
1999 S Bascom Ave Ste 325  
Campbell, CA 95008

13b. **ORDERING PROCEDURES:** Ordering Activities shall use the ordering procedures described in Federal Acquisition Regulation 8.405-3 when placing an order or establishing a BPA for supplies or services. The ordering procedures, information on Blanket Purchase Agreements (BPA’s) and a sample BPA can be found on page 8

14. **PAYMENT ADDRESS:** Versa Shore Inc.  
1999 S Bascom Ave Ste 325  
Campbell, CA 95008

15. **WARRANTY PROVISION:** Standard

16. **EXPORT PACKING CHARGES:** N/A

17. **TERMS AND CONDITIONS OF GOVERNMENT PURCHASE CARD ACCEPTANCE:** N/A

18. **TERMS AND CONDITIONS OF RENTAL, MAINTENANCE, AND REPAIR (IF APPLICABLE):** N/A

19. **TERMS AND CONDITIONS OF INSTALLATION (IF APPLICABLE):** N/A

20. **TERMS AND CONDITIONS OF REPAIR PARTS INDICATING DATE OF PARTS PRICE LISTS AND ANY DISCOUNTS FROM LIST PRICES (IF AVAILABLE):** N/A

20a. **TERMS AND CONDITIONS FOR ANY OTHER SERVICES (IF APPLICABLE):** See Page 11

21. **LIST OF SERVICE AND DISTRIBUTION POINTS (IF APPLICABLE):** N/A

22. **LIST OF PARTICIPATING DEALERS (IF APPLICABLE):** N/A

23. **PREVENTIVE MAINTENANCE (IF APPLICABLE):** N/A

24a. **SPECIAL ATTRIBUTES SUCH AS ENVIRONMENTAL ATTRIBUTES (e.g. recycled content, energy efficiency, and/or reduced pollutants):** N/A

24b. **Section 508 Compliance for EIT:** Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services can be found at: [www.Section508.gov/](http://www.Section508.gov/) and [www.versashore.com](http://www.versashore.com)

25. **DUNS NUMBER:** 013312701

26. **Contractor has an active registration in the SAM database**
<table>
<thead>
<tr>
<th>SERVICE PROPOSED (e.g. Job Title/Task)</th>
<th>UNIT OF Issue (e.g. Hour, Task, Sq ft)</th>
<th>PRICE OFFERED TO GSA (including IFF)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Project Manager</td>
<td>Per Hour</td>
<td>$161.26</td>
</tr>
<tr>
<td>Java Developer</td>
<td>Per Hour</td>
<td>$87.96</td>
</tr>
<tr>
<td>Flex Developer</td>
<td>Per Hour</td>
<td>$87.96</td>
</tr>
<tr>
<td>Informatica Developer</td>
<td>Per Hour</td>
<td>$76.23</td>
</tr>
<tr>
<td>Database Engineer</td>
<td>Per Hour</td>
<td>$97.73</td>
</tr>
<tr>
<td>Data Modeler</td>
<td>Per Hour</td>
<td>$97.73</td>
</tr>
<tr>
<td>MS SQL Developer</td>
<td>Per Hour</td>
<td>$86.01</td>
</tr>
<tr>
<td>Oracle Database Administrator</td>
<td>Per Hour</td>
<td>$97.73</td>
</tr>
<tr>
<td>Business Intelligence (BI) Developer</td>
<td>Per Hour</td>
<td>$127.05</td>
</tr>
<tr>
<td>Business Analyst</td>
<td>Per Hour</td>
<td>$97.73</td>
</tr>
<tr>
<td>Birst Developer</td>
<td>Per Hour</td>
<td>$97.73</td>
</tr>
<tr>
<td>Salesforce Wave Analytics</td>
<td>Per Hour</td>
<td>$122.17</td>
</tr>
<tr>
<td>Tableau Developer</td>
<td>Per Hour</td>
<td>$107.51</td>
</tr>
<tr>
<td>Microstrategy Developer</td>
<td>Per Hour</td>
<td>$122.17</td>
</tr>
<tr>
<td>.NET Developer</td>
<td>Per Hour</td>
<td>$86.01</td>
</tr>
<tr>
<td>Technical Writer</td>
<td>Per Hour</td>
<td>$63.53</td>
</tr>
<tr>
<td>QA Engineer</td>
<td>Per Hour</td>
<td>$78.19</td>
</tr>
<tr>
<td>Teradata Consultant</td>
<td>Per Hour</td>
<td>$146.60</td>
</tr>
<tr>
<td>Microsoft APS consultant</td>
<td>Per Hour</td>
<td>$146.60</td>
</tr>
<tr>
<td>Job Title</td>
<td>Detailed Position Description and functional responsibilities or Service Description</td>
<td>Min Years of Experience</td>
</tr>
<tr>
<td>----------------------</td>
<td>---------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>------------------------</td>
</tr>
<tr>
<td>Project Manager</td>
<td>Ability to manage multiple resources and teams for multiple projects. Work in a highly matrixed organization, abstract thinking, ability to manage risk relative to deadlines</td>
<td>7</td>
</tr>
<tr>
<td>Java Developer</td>
<td>Hands on java expert with strong SW development skills in server and client side java, C++ and other scripting tools with a strong exposure to web development technologies</td>
<td>7</td>
</tr>
<tr>
<td>Flex Developer</td>
<td>Strong skills in FLEX on the Oracle platform using Oracle ERP system and developing Oracle forms</td>
<td>7</td>
</tr>
<tr>
<td>Informatica Developer</td>
<td>Strong Informatica Development skills, mappings, maplets, database skills, OLAP, OLTP, MPP, data modeling, performance tuning, hands on knowledge of Microsoft APS and SQL Server, SSIS, SSRS</td>
<td>7</td>
</tr>
<tr>
<td>Database Engineer</td>
<td>Strong SW engineering background, database skills, OLAP, OLTP, MPP, data modeling, performance tuning, hands on knowledge of Microsoft APS and SQL Server, SSIS, SSRS</td>
<td>7</td>
</tr>
<tr>
<td>Data Modeler</td>
<td>Strong database skills, OLAP, OLTP, MPP, data modeling, performance tuning, hands on knowledge of Microsoft APS and SQL Server, SSIS, SSRS</td>
<td>7</td>
</tr>
<tr>
<td>LABOR CATEGORY DESCRIPTIONS</td>
<td></td>
<td></td>
</tr>
<tr>
<td>-------------------------------</td>
<td></td>
<td></td>
</tr>
<tr>
<td><strong>MS SQL Developer</strong></td>
<td>Strong database skills Microsoft, Oracle and others, OLAP, OLTP, MPP, data modeling, performance tuning, hands on knowledge of Microsoft APS and SQL Server, SSIS, SSRS</td>
<td>7</td>
</tr>
<tr>
<td><strong>Oracle Database Administrator</strong></td>
<td>Strong knowledge of Oracle Database and ability to tune the database for maximum performance</td>
<td>7</td>
</tr>
<tr>
<td><strong>Business Intelligence (BI)Developer</strong></td>
<td>Hands on with leading BI tools such as Oracle, Microstrategy, Birst, Tableau, or other and strong OLAP concepts, performance tuning, background in visualizations and the ability to take data, gather requirements and develop meaningful dashboards</td>
<td>7</td>
</tr>
<tr>
<td><strong>Business Analyst</strong></td>
<td>Ability to independently run meetings with business stakeholders, capture requirements and communicate the deliverables to the technical team for development and configuration</td>
<td>7</td>
</tr>
<tr>
<td><strong>Birst Developer</strong></td>
<td>Hands on with Birst BI tool, strong OLAP concepts, performance tuning, background in visualizations and the ability to take data, gather requirements and develop meaningful dashboards</td>
<td>7</td>
</tr>
<tr>
<td><strong>Salesforce Wave Analytics</strong></td>
<td>Hands on with Salesforce WaveAnalytics BI tool, strong OLAP concepts, performance tuning, background in visualizations and the ability to take data, gather requirements and develop meaningful dashboards</td>
<td>7</td>
</tr>
<tr>
<td><strong>Tableau Developer</strong></td>
<td>Hands on with Tableau BI tool, strong OLAP concepts, performance tuning, background in visualizations and the ability to take data, gather requirements and develop meaningful dashboards</td>
<td>7</td>
</tr>
<tr>
<td>Labor Category</td>
<td>Description</td>
<td>Level</td>
</tr>
<tr>
<td>-------------------------------</td>
<td>------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------</td>
<td>-------</td>
</tr>
<tr>
<td>Microstrategy Developer</td>
<td>Hands on with Microstrategy BI tool, strong OLAP concepts, performance tuning, background in visualizations and the ability to take data, gather requirements and develop meaningful dashboards</td>
<td>7</td>
</tr>
<tr>
<td>.NET Developer</td>
<td>Strong .NET skills around the Microsoft stack and hands on experience with Visual Basic, SSIS, SSRS, SSAS, C++, C# etc</td>
<td>7</td>
</tr>
<tr>
<td>Technical Writer</td>
<td>Strong technical writing skills, strong command of English with the ability to understand technical concepts and articulate them succinctly and create documents that explain those concepts to non-technical audiences</td>
<td>7</td>
</tr>
<tr>
<td>QA Engineer</td>
<td>Quality assurance and test experience around software products as well as business intelligence dashboards</td>
<td>7</td>
</tr>
<tr>
<td>Teradata Consultant</td>
<td>Strong database skills, OLAP, OLTP, MPP, data modeling, performance tuning, hands on knowledge of Teradata, Oracle and SQL Server, SSIS, SSRS</td>
<td>7</td>
</tr>
<tr>
<td>Microsoft APS consultant</td>
<td>Strong database skills, OLAP, OLTP, MPP, data modeling, performance tuning, hands on knowledge of Microsoft APS and SQL Server, SSIS, SSRS</td>
<td>7</td>
</tr>
</tbody>
</table>
What does Versa Shore do?
Versa Shore is a staffing and consulting company that provides qualified technical resources for IT projects related to database, data warehouse, business intelligence, big data, analytics, cloud computing, machine learning, statistics and analytics. Founded in 2003, Versa Shore has a successful track record with participation in multiple government and private sector projects notably - Department of Education, Cisco Systems, Bank of America and Logitech.

DUNS#
01-331-2701

CAGE Code
6NSX1

NAICS
541511, 541611, 541512, 334111, 541512

Services
Microsoft, Azure, Amazon, Oracle, Teradata, SAP, Cloud custom development work, database, MPP, upgrades, performance tuning, data warehouse, business intelligence, big data, analytics, cloud computing and analytics.

Contact
Shawn Rao
408-355-5363
shawn@versashore.com

Clients

Versa Shore Capabilities Statement

Go from this ➔ to THIS

Versa Shore Inc. 1999 S Bascom Ave Suite 700, Campbell CA 95008 Phone: 408-874-8330
SAMPLE BPA FORMAT

BPA NUMBER _______________

(CUSTOMER NAME)

BLANKET PURCHASE AGREEMENT

Pursuant to GSA Federal Supply Schedule Contract Number(s)_________________________ and Federal Acquisition Regulation (FAR) 8.405-3, Blanket Purchase Agreements (BPAs), the Contractor agrees to the following terms of a BPA EXCLUSIVELY WITH ___(Ordering Agency)___:

(1) The following contract services/products can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

<table>
<thead>
<tr>
<th>ITEM (Model/Part Number or Type of Service)</th>
<th>SPECIAL BPA DISCOUNT/PRICE</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(2) Delivery:

<table>
<thead>
<tr>
<th>DESTINATION</th>
<th>DELIVERY SCHEDULE/DATES</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be ________________.

(4) This BPA does not obligate any funds.

(5) This BPA expires on __________________________or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

<table>
<thead>
<tr>
<th>OFFICE</th>
<th>POINT OF CONTACT</th>
</tr>
</thead>
<tbody>
<tr>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td></td>
</tr>
</tbody>
</table>

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, paper, or oral communications.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

   (a) Name of Contractor;
   (b) Contract Number;
   (c) BPA Number;
   (d) Model Number or National Stock Number (NSN);
   (e) Task/Delivery Order Number;
   (f) Date of Purchase;
   (g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
   (h) Date of Shipment.

(9) The requirements of a proper invoice are as specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the task/delivery order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.
1. SCOPE
   a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Information Technology Schedule.
   b. The Contractor shall provide services at the Contractor’s facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)
   a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
   b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
   c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity’s mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

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. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.
   b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
   c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
   d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.
5. **STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)**

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

1. Cancel the stop-work order; or
2. Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.

(b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-

1. The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
2. The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.

(c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.

(d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. **INSPECTION OF SERVICES**

The Inspection of Services–Fixed Price (AUG 1996) (Deviation 1 – 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 (May 2001) (Deviation 1 – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

7. **RESPONSIBILITIES OF THE CONTRACTOR**

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

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

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

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

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

11. INVOICES

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

12. PAYMENTS

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

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

      (1) The offeror;
      (2) Subcontractors; and/or
      (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.
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 the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. **DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING**

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51 IT Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

b. Pricing for all IT Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices.