

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 are available through GSA Advantage! ®, a menu-driven database system. The INTERNET address GSA Advantage! ® is:
GSAAdvantage.gov.

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

FSC Group 70

FSC Class – 7010, 7025

Contract Number – GS-35F-456DA

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

Contract Period – August 12, 2016 through August 11, 2021

Contractor: **Technoformers LLC**

8653 16th Street, #7495

Silver Spring, MD 20907

Telephone: 917-719-0604 Fax: 800-878-4612

www.technoformers.com

Small, Small Disadvantaged Business

1. Awarded SINs - 132 8 Purchase of New Equipment
132 51 IT Professional Services
- 1b. Lowest Priced Offering
132 8 – 94905, 1 Pk DVD-R 8X 4.76 GB MEDIDISC, Branded Thermal Printable Jewel at \$0.97 Each
132 51 – Help Desk Tier 1 at \$42.32/Hour
- 1c. Proposed Hourly Rates – See Attachment A
2. Maximum Order – 132 8 and 132 51 are \$500,000 each
3. Minimum Order - \$100



4. Geographic Coverage – Continental United States including Washington DC, Alaska, Hawaii, Puerto Rico
5. Point(s) of Production – Switzerland, Czech Republic, Germany, Japan, Mexico, Singapore, Slovakia, Taiwan, and United States
6. Discount from List Prices: Prices shown are NET prices; Basic Discounts have been deducted.
7. Quantity Discount
132 8 Single order from \$7,501 to \$15,000 = 10%; Single order from \$15,001 to \$25,000 = 15%; Single order from \$25,001 to \$35,000 = 20%; Single order over \$35,000 = 25%
132 51 – Additional 15% discount on single task orders with 5 or more team members
8. Prompt payment terms – None
Credit Card Discount terms – None
- 9a. Government Purchase cards accepted at or below micro purchase threshold – Yes
- 9b. Government Purchase cards accepted above micro purchase threshold – Yes
10. Foreign Items – None
- 11a. Time of delivery – Negotiated at the task order level
- 11b. Expedited delivery – Negotiated at the task order level
- 11c. Overnight and 2-day delivery - Negotiated at the task order level
- 11d. Urgent Requirements - Negotiated at the task order level
12. F.O.B. point(s) – Destination
- 13a. Ordering address(es) – 8653 16th Street, #7495, Silver Spring, MD 20907
- 13b. Ordering procedures – Fax to 800-878-4612
14. Payment address(es) – 8653 16th Street, #7495, Silver Spring, MD 20907
15. Warranty Provision – Standard Commercial Warranty
16. Export Packing Charges – None
17. Terms and conditions of Government purchase card acceptance – Accepted above and below the micro purchase threshold.

18. Terms and conditions of rental, maintenance, and repair – None
19. Terms and conditions of installation – None
20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices – None
21. List of service and distribution points – None
22. List of participating Dealers – None
23. Preventative maintenance – None
- 24a. Special attributes such as environmental attributes – None
- 24b. Section 508 – Not Applicable
24. Data Universal Number System (DUNS) number – 078766105
26. Notification regarding registration in System for Award Management (SAM) database - Active

Terms and Conditions of each SIN

TERMS AND CONDITIONS APPLICABLE TO PURCHASE OF GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY NEW EQUIPMENT (SPECIAL ITEM NUMBER 132-8)

1. MATERIAL AND WORKMANSHIP

All equipment furnished hereunder must satisfactorily perform the function for which it is intended.

2. ORDER

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPA) agreements shall be the basis for purchase in accordance with the provisions of this contract. If time of delivery extends beyond the expiration date of the contract, the Contractor will be obligated to meet the delivery and installation date specified in the original order.

For credit card orders and BPAs, telephone orders are permissible.

3. TRANSPORTATION OF EQUIPMENT

FOB DESTINATION. Prices cover equipment delivery to destination, for any location within the geographic scope of this contract.

4. INSTALLATION AND TECHNICAL SERVICES

a. INSTALLATION. When the equipment provided under this contract is not normally self-installable, the Contractor's technical personnel shall be available to the ordering activity, at the ordering activity's location, to install the equipment and to train ordering activity personnel in the use and maintenance of the equipment. The charges, if any, for such services are listed below, or in the price schedule:

b. INSTALLATION, DEINSTALLATION, REINSTALLATION. The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall receive less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirement of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8 or SIN 132-9.

c. OPERATING AND MAINTENANCE MANUALS. The Contractor shall furnish the ordering activity with one (1) copy of all operating and maintenance manuals which are normally provided with the equipment being purchased.

5. INSPECTION/ACCEPTANCE

The Contractor shall only tender for acceptance those items that conform to the requirements of this contract. The ordering activity reserves the right to inspect or test any equipment that has been tendered for acceptance. The ordering activity may require repair or replacement of nonconforming equipment at no increase in contract price. The ordering activity must exercise its post acceptance rights (1) within a reasonable time after the defect was discovered or should have been discovered; and (2) before any substantial change occurs in the condition of the item, unless the change is due to the defect in the item.

6. WARRANTY

a. Unless specified otherwise in this contract, the Contractor's standard commercial warranty as stated in the contract's commercial pricelist will apply to this contract.

Technoformers LLC extends the manufacturer's standard commercial warranty to our clients.

b. The Contractor warrants and implies that the items delivered hereunder are merchantable and fit for use for the particular purpose described in this contract.

c. Limitation of Liability. Except as otherwise provided by an express or implied warranty, the Contractor will not be liable to the ordering activity for consequential damages resulting from any defect or deficiencies in accepted items.

d. If inspection and repair of defective equipment under this warranty will be performed at our facility.

7. PURCHASE PRICE FOR ORDERED EQUIPMENT

8. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City or otherwise) covering work of this character, and shall include all costs, if any, of such compliance in the prices quoted in this offer.

9. TRADE-IN OF INFORMATION TECHNOLOGY EQUIPMENT

When an ordering activity determines that Information Technology equipment will be replaced, the ordering activity shall follow the contracting policies and procedures in the Federal Acquisition Regulation (FAR), the policies and procedures regarding disposition of information technology excess personal property in the Federal Property Management Regulations (FPMR) (41 CFR 101-43.6), and the policies and procedures on exchange/sale contained in the FPMR (41 CFR part 101-46).

**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 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

In accordance with FAR 52.212-4 CONTRACT TERMS AND CONDITIONS--COMMERCIAL ITEMS (MAR 2009) (DEVIATION I - FEB 2007) for Firm-Fixed Price orders and FAR 52.212-4 CONTRACT TERMS AND CONDITIONS –COMMERCIAL ITEMS (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to Time-and-Materials and Labor-Hour Contracts 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 (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 (MAR 2009) (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 (MAR 2009) (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, minimum general experience and minimum education.

The following is an example of the manner in which the description of a commercial job title should be presented:

EXAMPLE: Commercial Job Title: System Engineer

Minimum/General Experience: Three (3) 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; also requires knowledge of available hardware, system software, input/output devices, structure and management practices.

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

Minimum Education: Bachelor's Degree in Computer Science

Attachment A

Technoformers, LLC
Pricing Information

132 8

SIN	Manufacturer	Part Number	Product	UOI	Price	Warranty	COO
132 8	Apicorn	A25-3PL256-2000	Drive	Each	273.67	3 years	US
132 8	Apicorn	A25-PLE256-2000	Drive	Each	262.72	3 years	US
132 8	Apicorn	ADT-3PL256F-4000	Drive	Each	377.67	1 year	US
132 8	Apicorn	ASK-256-16GB	Secure Key	Each	109.47	3 years	US
132 8	Apicorn	A25-3BIO256-1000	Drive	Each	164.20	3 years	US
132 8	Apicorn	EZ-UP-UNIVERSAL	Drive Upgrade	Each	24.08	3 years	US
132 8	Apicorn	A25-3PL256-1000	Drive	Each	224.41	3 years	US
132 8	Apicorn	A25-PLE256-1000	Drive	Each	213.46	3 years	US
132 8	Apicorn	A25-PLE256-500	Drive	Each	175.15	3 years	US
132 8	Cherry	EZN-4100LCMUS-2	Keyboard	Each	96.16	730 Days	CZ
132 8	Cherry	G81-7000LUEU-2	Keyboard	Each	216.57	730 Days	DE
132 8	Cherry	G81-7040LUEU-2	Keyboard	Each	239.36	730 Days	DE
132 8	Cherry	G81-8000LUEU-2	Keyboard	Each	216.57	730 Days	DE
132 8	Cherry	G81-8040LUEU-2	Keyboard	Each	239.36	730 Days	DE
132 8	Cherry	G83-14501LPBEU-2	Keyboard	Each	207.83	730 Days	DE
132 8	Cherry	G83-6104LUNEU-2	Keyboard	Each	27.35	730 Days	DE

132 8	Cherry	G83-6744LUAUS-2	Keyboard	Each	55.05	730 Days	DE
132 8	Cherry	W1YRA	Warranty	Each	20.52	1080 Days	US
132 8	Cherry	W1YRB	Warranty	Each	13.68	1080 Days	US
132 8	Cherry	W1YRC	Warranty	Each	7.97	1080 Days	US
132 8	Cherry	W2YRA	Warranty	Each	26.22	1440 Days	US
132 8	Cherry	W2YRB	Warranty	Each	18.23	1440 Days	US
132 8	Cherry	W2YRC	Warranty	Each	9.12	1440 Days	US
132 8	Cherry	W3YRA	Warranty	Each	33.06	1800 Days	US
132 8	Cherry	W3YRB	Warranty	Each	21.65	1800 Days	US
132 8	Cherry	W3YRC	Warranty	Each	11.39	1800 Days	US
132 8	Cherry	G80-11900LUMEU-2	Keyboard	Each	136.23	730 Days	DE
132 8	Cherry	G81-1800LUMUS-2	Keyboard	Each	64.11	730 Days	DE
132 8	Cherry	G83-6644LUAEU-2	Keyboard	Each	33.42	730 Days	DE
132 8	Cherry	SR-4300	Card Reader	Each	39.32	730 Days	DE
132 8	Cherry	ST-1044UB	Card Reader	Each	26.96	730 Days	DE
132 8	Verbatim	95455	DVD	Each	13.15	Lifetime	TW
132 8	Verbatim	98356	DVD	Each	83.79	Lifetime	TW
132 8	Verbatim	95155	DVD	Each	11.93	Lifetime	TW
132 8	Verbatim	97765	Flash Drive	Each	5.97	Lifetime	TW

132 8	Verbatim	98703	Flash Drive	Each	14.21	Lifetime	TW
132 8	Verbatim	98709	Flash Drive	Each	11.37	Lifetime	TW
132 8	Verbatim	98711	Flash Drive	Each	36.36	Lifetime	TW
132 8	Verbatim	44081	Memory Card	Each	5.12	Lifetime	TW
132 8	Verbatim	96171	Memory Card	Each	5.40	Lifetime	TW
132 8	Verbatim	47424	Flash Drive	Each	6.25	Lifetime	TW
132 8	Verbatim	97759	Flash Drive	Each	6.25	Lifetime	TW
132 8	Verbatim	97762	Flash Drive	Each	34.09	Lifetime	TW
132 8	Verbatim	98666	Flash Drive	Each	79.53	Lifetime	TW
132 8	Verbatim	55000	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55001	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55002	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55003	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55004	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55005	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55006	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55250	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55251	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55252	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55253	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55254	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55255	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55256	Filament	Each	27.27	1-Year	JP

132 8	Verbatim	55257	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55258	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55259	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55260	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55261	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55262	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55263	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55264	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55265	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55266	Filament	Each	27.27	1-Year	JP
132 8	Verbatim	55500	Filament	Each	49.99	1-Year	JP
132 8	Verbatim	98525	Flash Drive	Each	47.16	Lifetime	TW
132 8	Verbatim	98658	Flash Drive	Each	21.59	5-Year	TW
132 8	Verbatim	98659	Flash Drive	Each	45.45	5-Year	TW
132 8	Verbatim	98710	Flash Drive	Each	17.04	Lifetime	TW
132 8	Verbatim	96871	Memory Card	Each	16.48	Lifetime	TW
132 8	Verbatim	44042	Memory Card	Each	5.68	Lifetime	TW
132 8	Verbatim	98505	Flash Drive	Each	6.82	Lifetime	TW
132 8	Verbatim	98512	Flash Drive	Each	6.82	Lifetime	TW
132 8	Verbatim	98671	Flash Drive	Each	9.94	Lifetime	TW
132 8	Verbatim	98672	Flash Drive	Each	9.94	Lifetime	TW
132 8	Verbatim	97335	Discs	Each	39.77	Lifetime	TW
132 8	Verbatim	97237	Discs	Each	13.97	Lifetime	TW
132 8	Verbatim	47622	External Storage	Each	90.89	2-Year	TW

132 8	Verbatim	97334	Discs	Each	78.11	Lifetime	JP
132 8	Verbatim	97284	Discs	Each	79.53	Lifetime	JP
132 8	Verbatim	95005	Discs	Each	9.66	Lifetime	TW
132 8	Verbatim	98485	Discs	Each	47.40	Lifetime	TW
132 8	Verbatim	44043	Memory Card	Each	9.09	Lifetime	TW
132 8	Verbatim	44044	Memory Card	Each	17.04	Lifetime	TW
132 8	Verbatim	97990	Memory Card	Each	15.91	Lifetime	TW
132 8	Verbatim	98670	Memory Card	Each	56.81	Lifetime	TW
132 8	Verbatim	47680	External Storage	Each	107.94	2 Year	TW
132 8	Verbatim	47681	External Storage	Each	193.15	2 Year	TW
132 8	Verbatim	44082	Memory Card	Each	8.53	Lifetime	TW
132 8	Verbatim	44083	Memory Card	Each	16.48	Lifetime	TW
132 8	Verbatim	44084	Memory Card	Each	34.09	Lifetime	TW
132 8	Verbatim	98046	Memory Card	Each	14.77	Lifetime	TW
132 8	Verbatim	98047	Memory Card	Each	28.40	Lifetime	TW
132 8	Verbatim	97466	Memory Card	Each	51.12	Lifetime	TW
132 8	Verbatim	47623	External Storage	Each	170.43	2-Year	TW
132 8	Verbatim	44031	Memory Card	Each	13.63	Lifetime	TW
132 8	Verbatim	44032	Memory Card	Each	26.13	Lifetime	TW

132 8	Verbatim	98454	Power Pack	Each	38.06	1 Year	TW
132 8	Verbatim	93804	Discs	Each	3.41	1-Year	TW
132 8	Verbatim	93975	Discs	Each	45.45	1-Year	TW
132 8	Verbatim	94918	Discs	Each	9.66	Lifetime	TW
132 8	Verbatim	90890	Toner	Each	30.68	Lifetime	SK
132 8	Verbatim	93876	Toner	Each	31.63	Lifetime	SK
132 8	Verbatim	93869	Toner	Each	39.77	Lifetime	SK
132 8	Verbatim	95392	Toner	Each	89.02	Lifetime	SK
132 8	Verbatim	95382	Toner	Each	72.62	Lifetime	SK
132 8	Verbatim	96316	Flash Drive	Each	19.31	Lifetime	TW
132 8	Verbatim	96663	Flash Drive	Each	34.09	Lifetime	TW
132 8	Verbatim	95014	Discs	Each	6.31	Lifetime	SG
132 8	Verbatim	97282	Discs	Each	25.19	Lifetime	SG
132 8	Verbatim	96432	Discs	Each	16.47	Lifetime	TW
132 8	Verbatim	95373	Discs	Each	16.75	Lifetime	JP
132 8	Verbatim	95092	Discs	Each	12.50	Lifetime	TW
132 8	Verbatim	97970	Discs	Each	10.43	1-Year	US
132 8	Verbatim	97329	Storage Device	Each	65.90	3-Year	CH
132 8	Verbatim	97957	Discs	Each	2.21	Lifetime	TW
132 8	Verbatim	95153	Discs	Each	34.09	Lifetime	TW
132 8	Verbatim	97946	Discs	Each	2.41	Lifetime	TW
132 8	Verbatim	97536	Discs	Each	11.45	Lifetime	JP
132 8	Verbatim	97956	Discs	Each	2.21	Lifetime	TW

132 8	Verbatim	95145	Discs	Each	34.09	Lifetime	TW
132 8	Verbatim	97936	Discs	Each	2.41	Lifetime	TW
132 8	Verbatim	97955	Discs	Each	1.88	Lifetime	TW
132 8	Verbatim	97935	Discs	Each	2.02	Lifetime	TW
132 8	Verbatim	96685	Discs	Each	14.77	Lifetime	TW
132 8	Verbatim	98452	Power Pack	Each	38.06	1 Year	TW
132 8	Verbatim	98453	Power Pack	Each	38.06	1 Year	TW
132 8	Verbatim	98455	Power Pack	Each	38.06	1 Year	TW
132 8	Verbatim	95500	Flash Drive	Each	15.91	Lifetime	TW
132 8	Verbatim	98463	Toner	Each	370.84	Lifetime	MX
132 8	Verbatim	98464	Toner	Each	96.01	Lifetime	MX
132 8	Verbatim	98465	Toner	Each	110.20	Lifetime	MX
132 8	Verbatim	98466	Toner	Each	110.20	Lifetime	MX
132 8	Verbatim	98467	Toner	Each	110.20	Lifetime	MX
132 8	Verbatim	98468	Toner	Each	53.96	Lifetime	MX
132 8	Verbatim	98469	Toner	Each	53.96	Lifetime	MX
132 8	Verbatim	98470	Toner	Each	53.96	Lifetime	MX
132 8	Verbatim	98471	Toner	Each	53.96	Lifetime	MX
132 8	Verbatim	98462	Toner	Each	285.86	Lifetime	MX
132 8	Verbatim	43773	Discs	Each	36.73	Lifetime	TW
132 8	Verbatim	98397	Discs	Each	46.85	Lifetime	TW
132 8	Verbatim	97982	Flash Drive	Each	22.16	Lifetime	TW
132 8	Verbatim	98337	Toner	Each	109.64	Lifetime	TW
132 8	Verbatim	98338	Toner	Each	109.64	Lifetime	TW

132 8	Verbatim	98339	Toner	Each	109.64	Lifetime	MX
132 8	Verbatim	98340	Toner	Each	95.44	Lifetime	MX
132 8	Verbatim	97482	Toner	Each	92.03	Lifetime	MX
132 8	Verbatim	97481	Toner	Each	122.70	Lifetime	MX
132 8	Verbatim	97486	Toner	Each	122.70	Lifetime	MX
132 8	Verbatim	97487	Toner	Each	122.70	Lifetime	MX
132 8	Verbatim	97485	Toner	Each	77.83	Lifetime	MX
132 8	Verbatim	97484	Toner	Each	77.83	Lifetime	MX
132 8	Verbatim	97483	Toner	Each	77.83	Lifetime	MX
132 8	Verbatim	97480	Toner	Each	77.83	Lifetime	MX
132 8	Verbatim	95374	Toner	Each	51.12	Lifetime	MX
132 8	Verbatim	95375	Toner	Each	62.49	Lifetime	MX
132 8	Verbatim	95376	Toner	Each	62.49	Lifetime	MX
132 8	Verbatim	95377	Toner	Each	62.49	Lifetime	MX
132 8	Verbatim	96965	Toner	Each	51.71	Lifetime	MX
132 8	Verbatim	96966	Toner	Each	50.56	Lifetime	MX
132 8	Verbatim	96967	Toner	Each	50.56	Lifetime	MX
132 8	Verbatim	96968	Toner	Each	50.56	Lifetime	MX
132 8	Verbatim	95472	Toner	Each	49.99	Lifetime	MX
132 8	Verbatim	95473	Toner	Each	50.56	Lifetime	MX
132 8	Verbatim	95474	Toner	Each	50.56	Lifetime	MX
132 8	Verbatim	95475	Toner	Each	50.56	Lifetime	MX
132 8	Verbatim	95547	Toner	Each	88.06	Lifetime	MX
132 8	Verbatim	95544	Toner	Each	89.20	Lifetime	MX
132 8	Verbatim	95545	Toner	Each	89.20	Lifetime	MX
132 8	Verbatim	95546	Toner	Each	89.20	Lifetime	MX
132 8	Verbatim	95347	Toner	Each	80.67	Lifetime	MX
132 8	Verbatim	95344	Toner	Each	77.83	Lifetime	MX

132 8	Verbatim	95345	Toner	Each	77.83	Lifetime	MX
132 8	Verbatim	95346	Toner	Each	77.83	Lifetime	MX
132 8	Verbatim	95476	Toner	Each	84.65	Lifetime	MX
132 8	Verbatim	95540	Toner	Each	83.52	Lifetime	MX
132 8	Verbatim	95541	Toner	Each	83.52	Lifetime	MX
132 8	Verbatim	95542	Toner	Each	83.52	Lifetime	MX
132 8	Verbatim	95348	Toner	Each	85.21	Lifetime	MX
132 8	Verbatim	95349	Toner	Each	85.21	Lifetime	MX
132 8	Verbatim	95350	Toner	Each	85.21	Lifetime	MX
132 8	Verbatim	95477	Toner	Each	89.76	Lifetime	MX
132 8	Verbatim	95478	Toner	Each	89.76	Lifetime	MX
132 8	Verbatim	95479	Toner	Each	89.76	Lifetime	MX
132 8	Verbatim	96753	Toner	Each	103.96	Lifetime	MX
132 8	Verbatim	96754	Toner	Each	113.61	Lifetime	MX
132 8	Verbatim	96755	Toner	Each	113.61	Lifetime	MX
132 8	Verbatim	96756	Toner	Each	113.61	Lifetime	MX
132 8	Verbatim	94954	Toner	Each	79.53	Lifetime	MX
132 8	Verbatim	94955	Toner	Each	79.53	Lifetime	MX
132 8	Verbatim	94957	Toner	Each	79.53	Lifetime	MX
132 8	Verbatim	94956	Toner	Each	79.53	Lifetime	MX
132 8	Verbatim	95480	Toner	Each	105.66	Lifetime	MX
132 8	Verbatim	95481	Toner	Each	111.35	Lifetime	MX
132 8	Verbatim	95482	Toner	Each	111.35	Lifetime	MX
132 8	Verbatim	95483	Toner	Each	111.35	Lifetime	MX
132 8	Verbatim	96760	Toner	Each	101.70	Lifetime	MX
132 8	Verbatim	96761	Toner	Each	115.89	Lifetime	MX

132 8	Verbatim	96763	Toner	Each	115.89	Lifetime	MX
132 8	Verbatim	96762	Toner	Each	115.89	Lifetime	MX
132 8	Verbatim	95351	Toner	Each	106.80	Lifetime	MX
132 8	Verbatim	95352	Toner	Each	107.37	Lifetime	MX
132 8	Verbatim	95353	Toner	Each	107.37	Lifetime	MX
132 8	Verbatim	95354	Toner	Each	107.37	Lifetime	MX
132 8	Verbatim	97341	Discs	Each	5.66	Lifetime	TW
132 8	Verbatim	97238	Discs	Each	13.02	Lifetime	TW
132 8	Verbatim	97457	Discs	Each	26.83	Lifetime	TW
132 8	Verbatim	97344	Discs	Each	16.91	Lifetime	TW
132 8	Verbatim	43615	Discs	Each	12.36	Lifetime	TW
132 8	Verbatim	43694	Discs	Each	19.12	Lifetime	TW
132 8	Verbatim	97672	Discs	Each	42.30	Lifetime	TW
132 8	Verbatim	97339	Discs	Each	55.31	Lifetime	TW
132 8	Verbatim	97338	Discs	Each	58.56	Lifetime	TW
132 8	Verbatim	95033	Discs	Each	7.96	Lifetime	TW
132 8	Verbatim	94712	Discs	Each	21.03	Lifetime	TW
132 8	Verbatim	96196	Flash Drive	Each	17.62	Lifetime	TW
132 8	Verbatim	95152	Discs	Each	6.70	Lifetime	TW
132 8	Verbatim	96438	Flash Drive	Each	8.98	Lifetime	TW
132 8	Verbatim	96569	Discs	Each	1.71	Lifetime	SG
132 8	Verbatim	94971	Discs	Each	13.73	Lifetime	TW
132 8	Verbatim	94854	Discs	Each	13.73	Lifetime	TW
132 8	Verbatim	95078	Discs	Each	13.73	Lifetime	TW

132 8	Verbatim	95079	Discs	Each	13.73	Lifetime	TW
132 8	Verbatim	97283	Discs	Each	12.91	Lifetime	TW
132 8	Verbatim	95186	Discs	Each	13.73	Lifetime	TW
132 8	Verbatim	94853	Discs	Each	14.32	Lifetime	TW
132 8	Verbatim	95211	Discs	Each	14.32	Lifetime	TW
132 8	Verbatim	94852	Discs	Each	13.15	Lifetime	TW
132 8	Verbatim	95203	Discs	Each	13.15	Lifetime	TW
132 8	Verbatim	97281	Discs	Each	11.68	Lifetime	TW
132 8	Verbatim	94812	Discs	Each	13.73	Lifetime	TW
132 8	Verbatim	94917	Discs	Each	13.73	Lifetime	TW
132 8	Verbatim	94889	Discs	Each	14.32	Lifetime	TW
132 8	Verbatim	95052	Discs	Each	13.15	Lifetime	TW
132 8	Verbatim	95179	Discs	Each	17.72	Lifetime	TW
132 8	Verbatim	95213	Discs	Each	36.93	Lifetime	TW
132 8	Verbatim	96190	Discs	Each	11.08	Lifetime	TW
132 8	Verbatim	95136	Discs	Each	17.04	Lifetime	TW
132 8	Verbatim	98332	Toner	Each	53.40	Lifetime	SK
132 8	Verbatim	98327	Toner	Each	45.45	Lifetime	SK
132 8	Verbatim	91481	Toner	Each	64.93	Lifetime	SK
132 8	Verbatim	93172	Toner	Each	29.54	Lifetime	SK
132 8	Verbatim	94466	Toner	Each	31.24	Lifetime	SK
132 8	Verbatim	96005	Toner	Each	33.52	Lifetime	SK
132 8	Verbatim	95387	Toner	Each	34.09	Lifetime	SK
132 8	Verbatim	95384	Toner	Each	45.68	Lifetime	SK
132 8	Verbatim	94859	Toner	Each	34.09	Lifetime	SK
132 8	Verbatim	96006	Toner	Each	42.04	Lifetime	SK

132 8	Verbatim	95385	Toner	Each	53.40	Lifetime	SK
132 8	Verbatim	96458	Toner	Each	64.76	Lifetime	SK
132 8	Verbatim	94953	Toner	Each	55.05	Lifetime	SK
132 8	Verbatim	95386	Toner	Each	59.08	Lifetime	SK
132 8	Verbatim	96460	Toner	Each	87.85	Lifetime	SK
132 8	Verbatim	93476	Toner	Each	44.52	Lifetime	SK
132 8	Verbatim	94464	Toner	Each	53.40	Lifetime	SK
132 8	Verbatim	94805	Toner	Each	65.33	Lifetime	SK
132 8	Verbatim	95383	Toner	Each	79.53	Lifetime	SK
132 8	Verbatim	94809	Toner	Each	110.10	Lifetime	SK
132 8	Verbatim	96007	Toner	Each	101.90	Lifetime	SK
132 8	Verbatim	93872	Toner	Each	56.81	Lifetime	SK
132 8	Verbatim	96459	Toner	Each	86.35	Lifetime	SK
132 8	Verbatim	93874	Toner	Each	51.12	Lifetime	SK
132 8	Verbatim	94626	Toner	Each	110.78	Lifetime	SK
132 8	Verbatim	97091	Toner	Each	107.94	Lifetime	SK
132 8	Verbatim	97701	Toner	Each	52.83	Lifetime	SK
132 8	Verbatim	97702	Toner	Each	52.83	Lifetime	SK
132 8	Verbatim	98333	Toner	Each	47.72	Lifetime	MX
132 8	Verbatim	98334	Toner	Each	47.72	Lifetime	MX
132 8	Verbatim	98335	Toner	Each	47.72	Lifetime	MX
132 8	Verbatim	98336	Toner	Each	51.12	Lifetime	MX
132 8	Verbatim	95436	Toner	Each	33.52	Lifetime	SK
132 8	Verbatim	94861	Toner	Each	56.81	Lifetime	SK
132 8	Verbatim	95432	Toner	Each	40.99	Lifetime	SK
132 8	Verbatim	94972	Toner	Each	35.22	Lifetime	SK



132 8	Verbatim	95440	Toner	Each	28.40	Lifetime	SK
132 8	Verbatim	96001	Toner	Each	28.40	Lifetime	SK
132 8	Verbatim	98328	Toner	Each	40.90	Lifetime	SK
132 8	Verbatim	98329	Toner	Each	37.49	Lifetime	SK
132 8	Verbatim	98330	Toner	Each	38.63	Lifetime	SK
132 8	Verbatim	98331	Toner	Each	42.04	Lifetime	SK
132 8	Verbatim	95501	Toner	Each	42.17	Lifetime	SK
132 8	Verbatim	95423	Toner	Each	114.79	Lifetime	SK
132 8	Verbatim	95508	Toner	Each	51.12	Lifetime	SK
132 8	Verbatim	95509	Toner	Each	46.85	Lifetime	SK
132 8	Verbatim	47012	Memory Card	Each	10.80	Lifetime	TW
132 8	Verbatim	97503	Discs	Each	7.96	Lifetime	TW
132 8	Verbatim	96191	Discs	Each	10.51	Lifetime	TW
132 8	Verbatim	94866	Discs	Each	10.79	Lifetime	TW
132 8	Verbatim	94905	Discs	Each	0.97	Lifetime	TW
132 8	Verbatim	94906	Discs	Each	40.90	Lifetime	TW
132 8	Verbatim	96910	Discs	Each	3.97	Lifetime	TW
132 8	Verbatim	95038	Discs	Each	10.57	Lifetime	TW
132 8	Verbatim	94865	Discs	Each	10.79	Lifetime	TW
132 8	Verbatim	94501	Discs	Each	1.13	Lifetime	TW
132 8	Verbatim	94836	Discs	Each	1.25	Lifetime	TW
132 8	Verbatim	94520	Discs	Each	1.13	Lifetime	TW
132 8	Verbatim	94839	Discs	Each	9.66	Lifetime	TW
132 8	Verbatim	94834	Discs	Each	17.61	Lifetime	TW
132 8	Verbatim	95002	Discs	Each	5.12	Lifetime	JP
132 8	Verbatim	95003	Discs	Each	8.52	Lifetime	JP
132 8	Verbatim	95026	Discs	Each	374.93	Lifetime	JP

132 8	Verbatim	96155	Discs	Each	7.38	Lifetime	TW
132 8	Verbatim	95170	Discs	Each	6.82	Lifetime	TW
132 8	Verbatim	95156	Discs	Each	6.59	Lifetime	TW
132 8	Verbatim	94300	Discs	Each	14.77	Lifetime	TW
132 8	Verbatim	95169	Discs	Each	11.65	Lifetime	TW
132 8	Verbatim	95159	Discs	Each	31.24	Lifetime	TW
132 8	Verbatim	94178	Discs	Each	11.37	1-Year	TW
132 8	Verbatim	94867	Discs	Each	49.99	1-Year	TW
132 8	Verbatim	94868	Discs	Each	45.45	1-Year	TW
132 8	Verbatim	95188	Memory Card	Each	11.65	Lifetime	TW

132 51

SIN	Service	UOI	Rate
132 51	Project Manager	Hour	103.80
132 51	Mobile Applications Developer	Hour	120.38
132 51	Systems Analyst	Hour	103.80
132 51	IT Senior Consultant	Hour	107.53
132 51	Database Manager	Hour	119.46
132 51	Web Developer	Hour	90.94
132 51	Senior Web Developer	Hour	92.99
132 51	Web Administrator	Hour	76.03
132 51	Web Designer	Hour	78.64
132 51	IT Consultant	Hour	81.06
132 51	Software Engineer	Hour	109.76
132 51	Software Developer	Hour	101.56
132 51	Systems Engineer	Hour	87.59
132 51	Help Desk Tier 1	Hour	42.32
132 51	Help Desk Tier 2	Hour	51.39
132 51	Help Desk Tier 3	Hour	66.50
132 51	Database Administrator	Hour	100.44
132 51	Database developer	Hour	107.90



U.S. General Services Administration



TECHNOFORMERS

132 51	Graphic Designer	Hour	78.64
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Labor Category Descriptions

Technoformers, LLC offers the following Labor Category Descriptions to support the effort contemplated herein.

1. Title: Project Manager

Minimum Education: Bachelor's Degree in an IT or Business related field with a background in application development.

Minimum Years of Experience: 5 or more years

Responsibilities: Project managers must have demonstrated knowledge and experience with project management methodologies in order to work with intricate, multifaceted projects. They need superb communication and interpersonal skills to collaborate with the development team and make project presentations. Typical duties include managing overall coordination of IT applications development projects, from planning through implementation; Setting project scope, priorities, deadlines and deliverable schedules; Facilitating discussions and consensus among various project stakeholders, such as analysts, applications programmers and clients. Assist his team in identifying the problem at the root of several technical issues. Employ one or more mitigation strategies for technical risks. Candidate should have a solid technical background with understanding and/or hands-on experience in software development and web technologies such as: Business or Systems Analysis, Project Management, Java utilizing J2EE, Microsoft .NET, and database design. They should know how to operate any software or hardware to effectively explain a process to a client, or overall management when giving an evaluation of the progress of a project.

Applicable Training Requirements: Project management certifications, such as those from Project Management Institute (PMI), also are highly recommended.

2. Title: Mobile Applications Designer

Minimum Education: Bachelor's Degree in Computer Science or Computer Engineering is preferred; however, samples of completed projects may soften this requirement

Minimum Years of Experience: 3 Years or more

Responsibilities: Mobile applications developers need strong analytical and problem-solving capabilities. Employers require previous experience building or Windows Phone 7. Commonly specified languages and platforms include Java, Java mobile applications and mobile websites for Android, iOS, Symbian, Windows Mobile EE, Java ME, JavaScript, JSON, Objective-C, .NET and HTML. The combination of highly team-oriented work and short release cycles makes strong interpersonal and communication skills essential. Typical duties include Coding, testing,

debugging, documenting and monitoring mobile applications; Interacting with different departments within the organization regarding new deployments; Contributing to the development of project schedules and workflow; and Recommending changes and enhancements to applications.

3. Title: Systems Analyst

Minimum Education: Bachelor's Degree in Information Systems, Computer Science or a related field

Minimum Years of Experience: 5 years

Responsibilities: Candidates for a systems analyst position must be excellent analytical thinkers and problem solvers, as well as effective communicators. They need a broad understanding of, and experience working with, hardware and software systems, including their installation, maintenance and life cycles. Typical duties include Analyzing systems hardware and software problems and developing technical solutions; Translating user and/or systems requirements into functional technical specifications; Writing and maintaining detailed systems documentation, including user manuals and technical manuals; and Acting as a liaison between developers and end users to ensure technical compatibility and satisfaction.

Applicable Training Requirements: Five or more years of experience working with specific applications and/or operating systems.

4. Title: IT Senior Consultant

Minimum Education: Bachelor's Degree in Computer Science, Management, or IT related field with specific consulting subject matter expertise. Master's Degree is preferred.

Minimum Years of Experience: 5 years

Responsibilities: Senior consultants need a combination of subject matter expertise and project management skills. They must possess excellent communication, interpersonal and team leadership abilities, as well as the capacity to work with cross-functional teams to accomplish overall project goals. Typical duties include Developing and managing project specifications, technical design and requirements; Provide senior level programming as required. Provide process, data and object modeling in a variety of application and database environments. Provide database design, development, and enhancement, as well as management and coordination of changes to existing applications. Provide technical architecture analysis, design, development, and enhancement. Maintain senior level expertise and currency in industry leading information management technologies. Possess a sound working knowledge of, and significant hands on experience with, at least two of the following:

Java utilizing J2EE, Microsoft .NET, Oracle Application Development (Forms and/or Reports), database design, development, and enhancement within either the OracleDBMS or the MS SQL Server DBMS, Spatial Data Management Technologies, Strong skills in WEB application development, Business or Systems Analysis, Project Management.

Applicable Training Requirements: At least five years of experience managing projects from inception to completion. A project management certification is strongly preferred.

5. Title: Database Manager

Minimum Education: Bachelor's Degree in Information Systems, Computer Science or a related field

Minimum Years of Experience: 5 years

Responsibilities: Database managers must have an in-depth understanding of all aspects of database technology. Database managers need to be creative, analytical thinkers who can not only lead a team of database professionals but also effectively communicate, plan information system strategy and make presentations to senior IT managers. Typical duties include Maintaining and supporting a company's database environment; Providing input to a chief technology officer or chief information officer regarding company data standards and practices; Developing and managing departmental budgets; Making personnel decisions and work assignments; and Managing capacity planning, disaster recovery and performance analysis.

Applicable Training Requirements: Five years of experience in an Oracle, Microsoft SQL Server, IBM DB2 or similar environment, along with multiyear experience in a technical management position.

6. Title: Web Developer

Minimum Education: Bachelor's Degree in Information Systems, Computer Science or a related field. Work experience can sometimes be substituted for the educational requirement. Sample code and web links to sample work are often requested.

Minimum Years of Experience: 3 years

Responsibilities: Web developers should have in-depth knowledge of Internet protocols and applications, in addition to a solid understanding of business strategy. They need strong communication skills and the ability to work both individually and as part of a team. Candidates should be well-versed in web technologies and tools, such as AJAX, ColdFusion, JavaScript, SOAP, HTML/DHTML, LAMP and others. Typical duties include Gathering business requirements and developing specifications for web-based applications; providing technical assistance to web

administrators; integrating websites with back-end systems such as databases; and Writing test plans and test results.

7. Title: Senior Web Developer

Minimum Education: Bachelor's Degree in Computer Science, Electrical Engineering or a related field

Minimum Years of Experience: 5 years

Responsibilities: Companies hiring senior web developers seek individuals with extensive experience in all phases of the web application development life cycle, as well as an excellent understanding of customer needs and business strategy. Candidates should have expertise in the development of multiplatform, distributed applications and object-oriented programming. In addition, they should be adept at working in a team environment and mentoring junior colleagues. Sample code and web links to sample work are often requested. Typical duties include Providing creative vision and managing the planning and implementation of web-based applications; Coordinating and communicating cross functional activities among product development, marketing, product management and other teams in bringing new applications online; Diagnosing and fixing bugs found by quality assurance testers; Overseeing application coding and providing technical expertise and mentoring to other developers; and Increasing online exposure through search engine optimization best practices.

Applicable Training Requirement: Minimum of five years of experience working with a mix of web technologies, such as AJAX, Adobe Flash, JavaScript, SOAP and HTML/DHTML.

8. Title: Web Administrator

Minimum Education: Bachelor's Degree in a Computer related field and at least two to three years of experience in a web administration role are standard requirements. Additional experience in web related positions may sometimes be substituted for formal education.

Minimum Years of Experience: 3 years

Responsibilities: Candidates for web administrator positions need a thorough understanding of web technology and the Internet. They should be experienced in working with firewalls, intranets, domain name services, servers, and the related hardware and software required to administer a website. Familiarity with web services, TCP/IP, FTP, HTTP and HTTPS, LDAP and similar Internet protocols also is required. In addition, web administrators should have excellent communication and customer service skills and the ability to work well in a team environment. Typical duties include Installing, customizing, updating and maintaining corporate internal and external web pages and sites; Creating and analyzing reports on web activity, number of hits, traffic patterns and similar performance metrics; Monitoring customer feedback

and responding to inquiries; and Recommending network, server and related equipment, and software upgrades and improvements.

9. Title: Web Designer

Minimum Education: Bachelor's Degree in Fine Arts, Graphic Design, or Communications. Three or more years of design and production experience with a strong portfolio of web designs may be considered in lieu of education.

Minimum Years of Experience: 3 years

Functional Responsibilities: Web designers must be creative and possess excellent design and conceptual skills in combination with in-depth knowledge of the technology and software used to create web pages. They need to be familiar with HTML, XML, JSP, CSS, PHP, AJAX, and similar web languages and platforms, as well as the following Adobe web page and design software: Photoshop, Illustrator, Acrobat, Dreamweaver and Flash. The ability to multitask and adapt to changing priorities and new technologies also is essential. Typical duties include Working with design teams, marketing staff and developers to create a consistent and compelling visual style for a company's website; Designing and formatting web pages; Testing and troubleshooting web page features; and creating artwork to appear on web pages.

10. Title: IT Consultant

Minimum Education: Bachelor's Degree in Computer Science, Business or a related field in the area of consulting.

Minimum Years of Experience: 2 years

Responsibilities: Candidates for an IT consultant position need excellent analytical, problem-solving, customer relations and communication skills, along with the ability to work well in a team environment. They must have industry-specific expertise, as well as project-oriented IT experience. Extensive travel may be required. IT consultants work as a bridge between users and the technical team, understanding both client requirements, and business investments and expected Return on Investment (ROI). They prepare specifications on IT infrastructure and facilitate and monitor system implementation, completing the necessary documentation and supervising clients through the full technology life cycle. Common fields of specialization include Java, web analytics, security, data management, infrastructure, mobile technology, risk management, storage and backup. The IT consultant might also deliver training presentations to the staff so it understands how to get the full benefit of the technological tools. The IT consultant produces periodic reports to the client detailing implementation processes. He also periodically reviews the technology and provides recommendations for system improvements.

11. Title: Software Engineer

Minimum Education: Bachelor's Degree in Computer Science, Electrical Engineering, Computer Engineering or a related field

Minimum Years of Experience: 3 years

Responsibilities: Candidates for a software engineer position should have broad information systems experience. They should be adept at working in a team environment and possess excellent communication and problem-solving skills. Typical duties include Designing and creating engineering specifications for software programs and applications; Working with quality assurance to develop software test plans; Collaborating with hardware engineers to assess and test hardware and software interaction; Implementing a specific development methodology; and Documenting software specifications.

12. Title: Software Developer

Minimum Education: Bachelor's Degree in Computer Science or a related field. Two Year Technical Degree with several years of practical experience may be considered equivalent.

Minimum Years of Experience: 2 years

Responsibilities: Software developers need to be detail-oriented and have excellent problem-solving and analytical abilities. They should have good communication skills and be able to work independently and as part of a development team. Typical duties include Coding, testing and debugging programs according to computer engineering specifications; Modifying, expanding and updating applications; Communicating with a team that includes analysts, engineers and quality assurance testers in order to coordinate and document application development and testing; and Developing software prototypes.

Applicable Training Requirement: Programming skills in languages and frameworks such as C#/C++, HTML, Java/Java Enterprise Edition, Microsoft .NET and SQL Server. A minimum of two to three years of programming experience is a typical requirement.

13. Title: Systems Engineer

Minimum Education: Bachelor's Degree in Information Systems, Computer Science or a related field

Minimum Years of Experience: 5 years working with software and hardware specific to the company

Responsibilities: In addition to in-depth technical knowledge of the employer's software and hardware, systems engineers need advanced analytical, troubleshooting and design skills. The ability to communicate with technical and nontechnical users also is essential. Employers may require extensive knowledge of the development process, including specification,

documentation and quality assurance. Because of the broad range of demands systems engineers must meet, candidates who have demonstrated strong project planning skills often hold an advantage. Typical duties include Developing, maintaining and supporting technical infrastructure, hardware and system software components; Performing installation, maintenance and support of system software/hardware and user support; Configuring, debugging and supporting multiple infrastructure platforms; and Performing high-level root cause analysis for service interruption recovery and creating preventive measures.

14. Title: Help Desk Tier 1

Minimum Education: Associate's Degree or Technical School Certification

Minimum Years of Experience: 1 year

Responsibilities: All help desk personnel need excellent problem-solving, communication and interpersonal skills, along with patience, a customer-friendly attitude and the ability to work in a team environment. In addition, they should have a strong technical understanding of the various hardware, software and networking systems being supported. Employer requirements depend on the help desk position level. Tier 1 duties include Taking initial telephone or email inquiries and troubleshooting and managing relatively simple hardware, software or network problems; Recognizing and escalating more difficult problems to Tier 2 support; and Logging call activity.

15. Title: Help Desk Tier 2

Minimum Education: Bachelor's Degree in Information Systems, Computer Science or a related field. Associate's Degree with help desk experience may be considered equivalent.

Minimum Years of Experience: 2 years

Responsibilities: All help desk personnel need excellent problem-solving, communication and interpersonal skills, along with patience, a customer-friendly attitude and the ability to work in a team environment. In addition, they should have a strong technical understanding of the various hardware, software and networking systems being supported. Employer requirements depend on the help desk position level. Tier 2 duties include Resolving more complex issues requiring detailed systems and applications knowledge of issues have been escalated from Tier 1; and Making the decision to generate a trouble or work order ticket for issues that will require a visit to the user's PC or workstation.

16. Title: Help Desk Tier 3

Minimum Education: Bachelor's Degree in Information Systems, Computer Science or a related field. Professional certification, such as HDI's Customer Service Representative or Support

Center Analyst or the Microsoft Certified Systems Engineer (MCSE) designation may be considered equivalent.

Minimum Years of Experience: 4 years

Responsibilities: All help desk personnel need excellent problem-solving, communication and interpersonal skills, along with patience, a customer-friendly attitude and the ability to work in a team environment. In addition, they should have a strong technical understanding of the various hardware, software and networking systems being supported. Employer requirements depend on the help desk position level. Tier 3 duties include Researching and resolving the most difficult and complex problems that other help desk levels have been unable to resolve; Analyzing and identifying trends in issue reporting and devising preventive solutions; and Mentoring other help desk personnel on hardware and software problem analysis and resolution.

17. Title: Database Administrator

Minimum Education: Associate's Degree in Information Systems, Computer Science or a related field

Minimum Years of Experience: 2 years

Responsibilities: Candidates for the database administrator role need a strong technical foundation in database structure, configuration, installation and practice. Effective database administrators must have keen attention to detail, a strong customer service orientation and the ability to work as part of a team. Typical duties include Managing, monitoring and maintaining company databases; Making requested changes, updates and modifications to database structure and data; Ensuring database integrity, stability and system availability; and maintaining database backup and recovery infrastructure.

Applicable Training Requirement: Knowledge and experience in major relational database languages and applications, such as Microsoft SQL Server, Oracle and IBM DB2. Professional certifications from Microsoft, Oracle and others also are valuable.

18. Title: Database Developer

Minimum Education: Bachelor's Degree in Computer Science or a related field is preferred; however, database experience may be substituted in lieu of education.

Minimum Years of Experience: 2 years

Responsibilities: Database developers need a thorough understanding of relational database theory and practice. They must be analytical and adept at problem solving. They also should be good communicators. Because many web applications now interface with databases,

experience in Internet technologies also is valuable.

Typical duties include Developing database objects and structures for data storage, retrieval and reporting according to project specifications; Implementing and testing database design and functionality, and tuning for performance; Providing support to database administrators and interfacing with business users to ensure the database is satisfying business requirements; and Designing and developing back-end database interfaces to web and e-commerce applications.

Applicable Training Requirement: Familiarity and experience with major enterprise database programs, such as Microsoft SQL Server, Oracle or IBM DB2, are essential, and professional certification (Microsoft Certified Database Administrator or Oracle Database Administrator Certified Professional, for example) in these programs is a plus.

19. Title: Graphic Designer

Minimum Education: Bachelor's Degree in Fine Arts, Graphic Design, or Communications; however, 3 or more years of design and production experience with a strong portfolio of web designs may be considered in lieu of education.

Minimum Years of Experience: 3 years

Responsibilities: Develops or acquires images used in a variety of creative projects (ads, brochures, corporate identity, packaging, presentations, promotional displays, signage, websites, etc.) and oversees the design, layout and formatting of these materials. Must possess a strong sense of concept development, in addition to communication, collaboration, research, problem-solving and presentation skills. Proficiency in Adobe Creative Suite is typically required. Web design skills are a plus. Typical duties include Testing and troubleshooting web page features; Creating artwork to appear on web pages; Working with design teams, marketing staff and developers to create a consistent and compelling visual style for a company's website; and Designing and formatting web pages.