



**GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICE  
AUTHORIZED FEDERAL SUPPLY SCHEDULE PRICE LIST**

**SCHEDULE 70 – GENERAL PURPOSE COMMERCIAL INFORMATION  
TECHNOLOGY EQUIPMENT, SOFTWARE, AND SERVICES**

**Contract Number: 47QTCA18D004R**

**Fotis Networks, LLC  
5 North Meadows Road, Unit 1B  
Medfield, MA 02052  
Phone: (617) 454-1122 x201  
Toll Free: (888) 753-6847  
Fax: (617) 454-1121  
[www.fotisnetworks.com](http://www.fotisnetworks.com)**

**Business Size / Status: Veteran-Owned Small Business**

**Contract Base Period: December 29, 2017 – December 28, 2022**

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: <http://www.fss.gsa.gov/>.



**SPECIAL ITEM NUMBER 132-51 – INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES**

FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D310	IT Backup and Security Services
FPDS Code D311	IT Data Conversion Services
FPDS Code D311	Data Conversion Services
FPDS Code D316	IT Network Management Services
FPDS Code D399	Other Information Technology Services, Not Elsewhere Classified

**Note 1:** All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

**Note 2:** Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.

**Note 3:** This contract is not intended for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performed by the publisher or manufacturer or one of their authorized agents.

NOTE: Contractor has been awarded under the Cooperative Purchasing and Disaster Recovery programs.



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**Customer Information****SPECIAL NOTICE TO AGENCIES****Small Business Participation**

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

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

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give preference to small business concerns when two or more items at the same delivered price will satisfy their requirement.

**1. GEOGRAPHIC COVERAGE**

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

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

Offerors are requested to check one of the following boxes:

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

**2. CONTRACTOR'S ORDERING ADDRESS AND PAYMENT INFORMATION**

Fotis Networks, LLC  
5 North Meadows Road, Unit 1B  
Medfield, MA 02052  
(617) 454-1122 x201  
<http://www.fotisnetworks.com>

Contractor accepts Government purchase cards for payments equal to or less than the micro-purchase threshold for oral or written delivery orders. Government purchase cards are acceptable for payment above the micro-purchase threshold. In addition, bank account information for wire transfer payments will be shown on the invoice.

The following telephone number(s) can be used by ordering activities to obtain technical and/or ordering assistance: (617) 454-1122 x201 or Toll free at: (888) 753-6847.

### 3. LIABILITY FOR INJURY OR DAMAGE

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

### 4. STATICAL DATA FOR GOVERNMENT ORDERING OFFICE COMPLETION OF STANDARD FORM 279

Block 9: **G. Order/Modification Under Federal Schedule**

Block 16: Data Universal Numbering System (DUNS) Number: **133307129**

Block 30: Type of Contractor: **Other Small Business (Veteran-Owned)**

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

Block 36: Contractor's Taxpayer Identification Number (TIN): **26-1734992**

Block 40: Veteran Owned Small Business (VOSB): **Other Veteran Owned Small Business**

a. CAGE Code: **4ZVM0**

b. Contractor **has** registered with the System for Award Management (SAM).

### 5. FOB POINT(S)

Destination

### 6. DELIVERY SCHEDULE

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

SPECIAL ITEM NUMBER	DELIVERY TIME (Days ARO)
Not Applicable for Services	___N/A Days
Not Applicable for Services	___N/A Days

- b. **URGENT REQUIREMENTS:** When the Federal Supply Schedule contract delivery period does not meet the bona fide 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 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.

## **7. DISCOUNTS**

Prices shown are NET Prices; Basic Discounts have been deducted.

- (a) Prompt Payment: 1% - Net 10 days from receipt of invoice or date of acceptance, whichever is later.
- (b) Quantity – No Discount
- (c) Dollar Volume – 1% on individual task orders exceeding \$100,000
- (d) Government Educational Institutions – No Discount

## **8. TRADE AGREEMENTS ACT**

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

## **9. STATEMENT CONCERNING AVAILABILITY OF EXPORT PACKING**

Not Applicable

## **10. MINIMUM ORDER**

The minimum dollar value of orders to be issued is: \$100.

## **11. MAXIMUM ORDER**

The Maximum Order value for Special Item Numbers (SIN) 132-51 Information Technology (IT) Professional Services is: \$500,000.

## **12. ORDERING PROCEDURES FOR FEDERAL SUPPLY SCHEDULE CONTRACTS**

Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.

- a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.
- b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.



**13. FEDERAL INFORMATION TECHNOLOGY/TELECOMMUNICATION STANDARDS REQUIREMENTS**

Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquiries to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities, shall be responded to promptly by the Contractor.

**13.1. FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS PUBS)**

Information Technology products under this Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to the National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number (703) 487-4650.

**13.2. FEDERAL TELECOMMUNICATION STANDARDS (FED-STDS)**

Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STD." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to the National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number (202) 619-8925. Please include a self-addressed mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number (301) 975-2833.

**14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001)**

- a. Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- b. Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. The Industrial Funding Fee does NOT apply to travel and per diem charges.

NOTE: Refer to FAR Part 31.205-46 Travel Costs, for allowable costs that pertain to official company business travel in regards to this contract.

- c. Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- d. Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- e. Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- f. Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- g. Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- h. Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- i. Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- j. Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.
- k. Overtime: For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime. For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed at time and a half of the labor rate).

#### **15. CONTRACT ADMINISTRATION FOR ORDERING ACTIVITIES**

Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraphs (l) Termination for the ordering activity's convenience, and (m) Termination for Cause (See C.1.)

**16. GSA ADVANTAGE!**

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

1. Manufacturer;
2. Manufacturer's Part Number; and
3. Product categories.

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

**17. PURCHASE OF OPEN MARKET ITEMS**

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. ODCs (Other Direct Costs) are not part of this contract and should be treated as open market purchases. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if:**

1. All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
2. The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
3. The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
4. All clauses applicable to items not on the Federal Supply Schedule are included in the order.

**18. CONTRACTOR COMMITMENTS, WARRANTIES AND REPRESENTATIONS**

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

3. Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.
- b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.
- c. The maintenance/repair service provided is the standard commercial terms and conditions for the type of products and/or services awarded.

## **19. OVERSEAS ACTIVITIES**

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

Determined on a case-by-case basis.

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

## **20. BLANKET PURCHASE AGREEMENTS (BPAs)**

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

## **21. CONTRACTOR TEAM ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74 Industrial Funding Fee and Sales Reporting, i.e., each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

## **22. 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 requirements of the Davis-Bacon Act apply.

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.

**23. SECTION 508 COMPLIANCE.**

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

[http://fotisnetworks.com/wp-content/uploads/2018/01/Fotis\\_Section\\_508\\_Compliance.pdf](http://fotisnetworks.com/wp-content/uploads/2018/01/Fotis_Section_508_Compliance.pdf)

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

**24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES**

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

(a) A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and

(b) The following statement:

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

**25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)**

a. The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.

b. Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective:

1. For such period as the laws of the State in which this contract is to be performed prescribe; or
2. Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.

- c. The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

**26. SOFTWARE INTEROPERABILITY**

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.

**27. ADVANCE PAYMENTS**

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)  
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)****1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Services within the scope of this Information Technology Schedule.
- b. 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 in accordance with this clause.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by 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 – May 2003) clause at FAR 52.246-4 applies to firm- fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.



**7. RESPONSIBILITIES OF 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 – May 2003) Rights in Data – General, may apply.

**8. RESPONSIBILITIES OF THE ORDERING ACTIVITY**

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

**9. INDEPENDENT CONTRACTOR**

All IT Services performed by 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.**

1. “Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.
2. “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.
3. 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 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 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003)) applies to labor-hour orders placed under this contract.

**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 SERVICES AND PRICING**

Please refer to the information provided on page 43 for [GSA pricing](#).

**a. Education/Experience Substitutions**

The following presents the allowable substitutions based on education and experience:

1. Four (4) years' experience, in addition to minimum experience requirements, may be substituted for a Bachelor's degree.
2. Two (2) years' experience, in addition to minimum experience requirements and a Bachelor's degree, may be substituted for a Master's degree.
3. Two (2) years' experience, in addition to minimum requirements and Master's degree, may be substituted for a Ph.D.
4. For categories where a Bachelor's degree is required, a Master's degree may be substituted for two (2) years' experience; or a doctoral degree may be substituted for three (3) years' experience.
5. Successful completion of each course in a specialized or emerging technology (i.e., Unified Communications, Cloud Computing, Hyper-converged Infrastructure, Software-Defined Networking) may be substituted for one year of experience.

6. Advanced certification in a specialized or existing technology (i.e., CCNA, CCNP, CCIE, CISSP, MSCE) may be substituted for a Bachelor's degree.

<p style="text-align: center;"><b>USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION PROCUREMENT PROGRAMS</b></p>
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**PREAMBLE**

**Fotis Networks, LLC** provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

**COMMITMENT**

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To ensure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact:

**Frank Loulourgas, CEO**

Fotis Networks, LLC

Phone: (617) 454-1122

Fax: (617) 454-1121

E-mail: [floulourgas@fotisnetworks.com](mailto:floulourgas@fotisnetworks.com)

<p><b>BEST VALUE BLANKET PURCHASE AGREEMENT FEDERAL SUPPLY SCHEDULE</b></p>
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(Insert Customer Name)

In the spirit of the Federal Acquisition Streamlining Act (ordering activity) and **Fotis Networks, LLC** enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s) **TBD**.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

Ordering Activity	Date	Contractor	Date
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BPA NUMBER \_\_\_\_\_

(CUSTOMER NAME)  
**BLANKET PURCHASE AGREEMENT**

Pursuant to GSA Federal Supply Schedule Contract Number(s) **TBD**, Blanket Purchase Agreements, **Fotis Networks, LLC** agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (ordering activity):

- (1) The following contract items 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:

MODEL NUMBER/PART NUMBER	*SPECIAL BPA DISCOUNT/PRICE
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- (2) Delivery:

DESTINATION	DELIVERY SCHEDULES / DATES
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- (3) The ordering activity 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:

OFFICE	POINT OF CONTACT
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- (7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.
- (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) Purchase 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 specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase 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.

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<p style="text-align: center;"><b>BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”</b></p>
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Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to ordering activity requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions of the Federal Supply Schedule Contract. Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements. Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer’s needs, or -
- Federal Supply Schedule Contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.



**LABOR CATEGORY DESCRIPTIONS**

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
1	132-51	Program Manager	Plan, organize and direct the efforts of a program team; serve as on-site focal point for technical and administrative matters; ensure all data submittals are complete, correct and in accordance with contract prior to submittal; and track financial data of individual tasks. Must possess significant related management experience. Serve as senior executive focal point for all projects within the program. Responsible for all contractual, staffing, financial, performance and delivery issues.	Bachelor's Degree	8-10
2	132-51	Program Manager – Senior	Responsible for integrating multiple IT projects into a coherent overall Program Plan. Ensure that quality assurance and total quality management practices are implemented with regard to the overall contract. Responsible for the financial accountability of the program/contract. Must possess significant related management experience over multiple projects and at least twelve years of relevant industry experience. Serve as senior executive focal point for all projects within the program. Responsible for all contractual, staffing, financial, performance and delivery issues.	Bachelor's Degree	10-12
3	132-51	Project Administrator	Generate documents and spreadsheets utilized in status reports, trip reports, briefings, etc. Perform contract deliverable tracking, resource movement tracking, and travel administration. Assist the Program Management staff on tasks related to the administration of the task/delivery order. Must be experienced in the development and administration of project plans and schedules through the use of computer-based scheduling software.	Bachelor's Degree	2

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
4	132-51	Project Specialist	<p>Proficient in writing style, punctuation, grammar and format. Experienced in creating technical documents using appropriate computer-based software desktop publishing packages, including but not limited to, Excel, Adobe PageMaker, Ventura, Quark, etc. Train client personnel in subject matter related to information technology. May develop IT course materials. Provide support to data processing and service functions including: 1) documenting IT programs and processes; 2) processing, collecting, testing, maintaining and distributing program and systems documentation; 3) analyzing software code and anomalies; 4) collecting raw information, preparing flow charts, and coding in program languages; and 5) word processing support of technical writers and engineers in the preparation of program documentation. Prepare documentation and reports either in standard textual format and/or using commercial software packages to prepare multimedia documents.</p>	Bachelor's Degree	5-8
5	132-51	Technical Project Manager	<p>Lead the design, development and maintenance of IT projects including developing layout and detailed drawings, preparing written specifications, performing design calculations and developing cost estimates. Plan, design, develop, modify, test and support software applications/interfaces as well as translate design and program specifications into functioning software code. Coordinate project needs with other design disciplines. Investigate project design alternatives as identified by other design disciplines. Perform research for the identification of acceptable materials or equipment. Perform on-site inspection of projects. Serve as senior technical focal point for all projects within the program responsible for all contractual, staffing, financial, performance and delivery issues.</p>	Bachelor's Degree in an engineering discipline	10-12

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
6	132-51	Technical Project Lead – Senior	Must possess exceptional expertise in an IT discipline/technology or specific functional area related to IT (environmental compliance, for example). Must possess a thorough knowledge of design requirements and operational procedures for IT systems, applications and relational databases. Assist the Program Manager in identifying all required system/software/design changes to be incorporated into project documents as well as configuration management databases. Provide oversight and technical review of project tasks and provide functional analysis in order to achieve optimal design configurations. Interpret various regulations, policies and other constraints and assess their impact on project costs.	Bachelor's Degree in an engineering discipline	15-20
7	132-51	Network Engineer	Plan, design, develop, install, modify, and test networks. Translate system/subsystem designs and detailed designs into fully functioning and architecturally-compliant networks. Provide advice on differing networking implementations and designs. Provide problem resolution, compliance testing and design recommendations. Possess hands-on experience with internetworking equipment to include configuration, installation and/or troubleshooting. Work with senior technical and user staff in either a hands on or consultative role on their projects. Provide assistance and guidance to less experienced contractor technical staff.	Bachelor's Degree in either an engineering discipline or working towards or possessing equivalent industry certification	2-5

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
8	132-51	Network Engineer – Senior	Under general direction, design, configure, test, implement and maintain telecommunications capabilities, including wide area and local area networks. Perform operations and support activities. Assist applications programmers working in the telecommunications environment. Evaluate network changes for operational impact. Evaluate network performance and resolve network and processor problems. Must be familiar with hardware and software diagnostic tools. Develop practical and workable solutions to clients' technical and business problems. Analyze requirements and potential solutions for technical and economic feasibility. Work on multiple phases of complex projects independently. Coordinate activities with superiors and client personnel to resolve technical and/or business issues and ensure the successful delivery of the project requirements.	Bachelor's Degree in either an engineering discipline or equivalent industry certification	5-8
9	132-51	Network Engineer – Principal	Provide technical leadership in the design, configuration, testing, implementation and maintenance of telecommunications capabilities, including wide area and local area networks. Perform operations and support activities. Assist applications programmers working in the telecommunications environment. Evaluate network changes for operational impact. Evaluate network performance and resolve network and processor problems. Must be familiar with hardware and software diagnostic tools. Apply this leadership in any phase of the system development life cycle support as task requirements dictate and may have a high level of expertise in one area. Plan, recommend, and perform changes. Utilize an accomplished knowledge of multiple technical disciplines, unique applications, and business management practices to develop technical and/or business solutions to client problems. Assist clients in planning and developing objectives and goals. Support client objectives while conforming to the client's operating practices.	Bachelor's Degree in either an engineering discipline or equivalent industry certification	10-15

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
10	132-51	Network Engineer – Subject Matter Expert (SME)	Must have recognized technical expert in the design, configuration, testing, implementation and maintenance of telecommunications capabilities, including wide area and local area networks. Perform operations and support activities. Assist applications programmers working in the telecommunications environment. Evaluate network changes for operational impact. Evaluate network performance and resolve network and processor problems. Must be familiar with hardware and software diagnostic tools. Must be highest-level individual contributor in at least one technical area. Utilize expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Must have a high level of diverse technical and industry experience related to a specific skill set. Typically has specialization in a particular technology or business application. Keep abreast of technological developments and industry trends.	Master’s degree in computer science, information systems, engineering, or related discipline	20
11	132-51	Systems Architect – Principal	Provide overall technical direction in systems engineering and in the development of information technology architectures for a variety of software and communications programs. Evaluate organizational work and information flows to determine the optimum information technology architecture for the domain or enterprise. Establish system requirements in the development of enterprise-wide or large-scale information technology programs. Design software, hardware, and communications to support total requirements and provide required interfaces to other systems, domains, or enterprises. Provide guidance and direction to system architects and software developers.	Bachelor's Degree Master's Degree Ph. D	10-15 10 8

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
12	132-51	Enterprise Architect	Establish system information requirements using analysis of the information engineer(s) in the development of enterprise-wide or large-scale information systems. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensure these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards - such as the Institute of Electrical and Electronic Engineers (IEEE) Open Systems Environment (OSE) reference model - as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.	Bachelor's degree in computer science, information systems, engineering, or related discipline	5-8

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
13	132-51	Enterprise Architect – Senior	Establish system information requirements using analysis provided by the information engineer(s) in the development of enterprise-wide or large-scale information systems. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensure these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards - such as the Institute of Electrical and Electronic Engineers (IEEE) Open Systems Environment (OSE) reference model - as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.	Bachelor's degree in computer science, information systems, engineering, or related discipline	10-15

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
14	132-51	Enterprise Architect – Principal	<p>Provide technical leadership in establishing system information requirements using analysis provided by the information engineer(s) in the development of enterprise-wide or large-scale information systems. Apply this leadership in any phase of the system development life cycle support as task requirements dictate and may have a high level of expertise in one area. Plan, recommend, and perform changes. Utilize an accomplished knowledge of multiple technical disciplines, unique applications, and business management practices to develop technical and/or business solutions to client problems. Assist clients in planning and developing objectives and goals. Support client objectives while conforming to the client’s operating practices. May be required to act as a technical supervisor. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensure these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards - such as the Institute of Electrical and Electronic Engineers (IEEE) Open Systems Environment (OSE) reference model - as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.</p>	Bachelor's degree in computer science, information systems, engineering, or related discipline	15-20



	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
15	132-51	Enterprise Architect – SME	<p>Must be a recognized technical expert in establishing system information requirements using analysis provided by the information engineer(s) in the development of enterprise-wide or large-scale information systems. Must be the highest-level individual contributor in at least one technical area. Utilize expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Must possess high level of diverse technical and industry experience related to a specific skill set. Keep abreast of technological developments and industry trends. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensure these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards - such as the Institute of Electrical and Electronic Engineers (IEEE) Open Systems Environment (OSE) reference model - as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.</p>	Bachelor's degree in computer science, information systems, engineering, or related discipline	20

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
16	132-51	Network Architect – SME	Must be a recognized technical expert in defining and integrating various Networking Components (i.e., firewalls, load balancing, port connectivity, security, monitoring) into a structured, repeatable and hierarchical environment. Responsibilities include designing and building out data center and large campus environments. Additional responsibilities include the design and implementation of large wide area networks using advanced routing protocols such as BGP, EIGRP and OSPF. Must possess familiarity with additional WAN technologies to include MPLS, DMVPN, ATM and Frame Relay. Evaluate the impact of proposed solutions on the network, and be responsible for ensuring that design and implementation fits architectural guidance. Must be the highest-level individual contributor in at least one technical area. Utilize expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Must possess a high level of diverse technical and industry experience related to a specific skill set. Typically has specialization in a particular technology or business application. Keep abreast of technological developments and industry trends.	Master’s degree in computer science, information systems, engineering, or related discipline	20
17	132-51	Quality Assurance Manager	Perform analysis of quality processes. Establish, implement, and maintain processes for evaluating quality in all aspects of the software development life cycle. Determine the resources needed for a quality assurance or quality control program. Conduct reviews of quality throughout the life cycle of a system or program. Provide daily supervision and direction to staff.	Bachelor's degree in computer science, information systems, engineering, or related discipline	5-8

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
18	132-51	Quality Assurance Analyst	Provide technical and administrative direction for personnel performing software development tasks, including the review of work products for correctness, adherence to the design concept and user standards, and for progress in accordance with schedules. Coordinate with the Program Manager to ensure problem solution and user satisfaction. Make recommendations, if needed, for approval of major systems installations. Prepare status reports and deliveries on the system concept to colleagues, subordinates, and end- users. May provide daily supervision and direction to support staff.	Bachelor's degree in computer science, information systems, engineering, or related discipline	2-5
19	132-51	Information Security Analyst	Apply an enterprise-wide set of disciplines for program planning, analysis, secure system architecture and design, integration, and security testing across major enterprise segments. Develop information assurance analytical methodologies, approaches, techniques, processes, procedures, and schedules development of subsystems or small- to medium-sized systems. Perform enterprise-wide information assurance strategic planning, security policy development and requirements identification. Must possess experience in threat assessment, vulnerability analysis, system testing, enterprise-wide security-related countermeasure selection and implementation, security documentation, and system/network risk migration. Responsible for managing security implementation for developing and legacy systems/networks.	Bachelor's degree in computer science, information systems, engineering, or related discipline	8-10

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
20	132-51	Information Security Analyst – Senior	Apply an enterprise-wide set of disciplines for program planning, analysis, secure system architecture and design, integration, and security testing across major enterprise segments. Develop information assurance analytical methodologies, approaches, techniques, processes, procedures, and schedules development of subsystems or small- to medium-sized systems. Must possess experience in threat assessment, vulnerability analysis, risk assessment and system/network risk migration. Responsible for managing security implementation for developing and legacy systems/networks.	Bachelor's degree in computer science, information systems, engineering, or related discipline	8-10
21	132-51	Systems Security Architect	Lead developing, implementing, and maintaining enterprise-wide information security capabilities. Analyze the enterprise business models and IT systems to determine security risks and risk management considerations. Define enterprise and system level security requirements. Propose technical solutions for systems and applications-level security architecture and design. Develop security plans, policies and procedures.	Bachelor's degree in computer science, information systems, engineering, or related discipline	10-15
22	132-51	Systems Security Architect – Senior	Under general direction, lead developing, implementing, and maintaining enterprise-wide information security capabilities. Analyze the enterprise business models and IT systems to determine security risks and risk management considerations. Define enterprise and system level security requirements. Propose technical solutions for systems and application-level security architecture and design. Develop security plans, policies and procedures. Analyze requirements and potential solutions for technical and economic feasibility. Work on multiple phases of complex projects independently. Coordinate activities with superiors and client personnel to resolve technical and/or business issues and ensure the successful delivery of the project requirements. May be required to act as a technical supervisor.	Bachelor's degree in computer science, information systems, engineering, or related discipline	15-20

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
23	132-51	Systems Security Architect – Principal	Provide technical leadership in developing, implementing, and maintaining enterprise-wide information security capabilities. Analyze the enterprise business models and IT systems to determine security risks and risk management considerations. Define enterprise- and system-level security requirements. Propose technical solutions for systems and application- level security architecture and design. Develop security plans, policies and procedures. Apply this leadership in any phase of the system development life cycle support as task requirements dictate and may have a high level of expertise in one area. Plan, recommend, and perform changes. Utilize an accomplished knowledge of multiple technical disciplines, unique applications, and business management practices to develop technical and/or business solutions to client problems. Assist clients in planning and developing objectives and goals. Support client objectives while conforming to the client’s operating practices. May be required to act as a technical supervisor.	Bachelor's degree in computer science, information systems, engineering, or related discipline	20
24	132-51	Systems Security Architect – SME	Must be a recognized technical expert in developing, implementing, and maintaining enterprise-wide information security capabilities. Analyze the enterprise business models and IT systems to determine security risks and risk management considerations. Define enterprise- and system-level security requirements. Propose technical solutions for systems and application-level security architecture and design. Develop security plans, policies and procedures. Must be the highest-level individual contributor in at least one technical area. Utilize expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Must have a high level of diverse technical and industry experience related to a specific skill set. Keep abreast of technological developments and industry trends.	Master’s degree in computer science, information systems, engineering, or related discipline	20

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
25	132-51	Cybersecurity Engineer	Perform assessment of present levels of cybersecurity, define acceptable levels of risk, train all personnel in proper cyber hygiene and establish formal maintenance procedures. Perform privacy impact assessments and provide PII data security, monitoring, and migration strategies. Identify potential vulnerabilities to cyber and information security using penetration testing and red teams. Provide technologies for identification, modeling, and predictive analysis of cyber threats.	Bachelor's degree in computer science, information systems, engineering, or related discipline	2

	SIN	Labor Category	Functional Responsibility	Education	Experience (Yrs.)
26	132-51	Cybersecurity Engineer – Senior	Under general direction, perform assessment of present levels of cybersecurity, define acceptable levels of risk, train all personnel in proper cyber hygiene and establish formal maintenance procedures. Perform privacy impact assessments and provide PII data security, monitoring, and migration strategies. Identify potential vulnerabilities to cyber and information security using penetration testing and red teams. Provide technologies for identification, modeling, and predictive analysis of cyber threats. Analyze requirements and potential solutions for technical and economic feasibility. Work on multiple phases of complex projects independently. Coordinate activities with superiors and client personnel to resolve technical and/or business issues and ensure the successful delivery of the project requirements. May be required to act as a technical supervisor. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. As appropriate, ensure these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards - such as the Institute of Electrical and Electronic Engineers (IEEE) Open Systems Environment (OSE) reference model - as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.	Bachelor's degree in computer science, information systems, engineering, or related discipline	5-8

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
27	132-51	Cybersecurity – Principal	Provide technical leadership in performing assessment of present levels of cybersecurity, define acceptable levels of risk, train all personnel in proper cyber hygiene and establish formal maintenance procedures. Perform privacy impact assessments and provide PII data security, monitoring, and migration strategies. Identify potential vulnerabilities to cyber and information security using penetration testing and red teams. Provide technologies for identification, modeling, and predictive analysis of cyber threats. Apply this leadership in any phase of the system development life cycle support as task requirements dictate and may have a high level of expertise in one area. Plan, recommend, and perform changes. Utilize an accomplished knowledge of multiple technical disciplines, unique applications, and business management practices to develop technical and/or business solutions to client problems. Assist clients in planning and developing objectives and goals. Support client objectives while conforming to the client’s operating practices. Act as technical supervisor. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. Ensure that these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.	Bachelor's degree in computer science, information systems, engineering, or related discipline	10-15



	SIN	Labor Category	Functional Responsibility	Education	Experience (Yrs.)
28	132-51	Cybersecurity – SME	<p>Must be a recognized technical expert in performing assessments of present levels of cybersecurity. Define acceptable levels of risk, train all personnel in proper cyber hygiene and establish formal maintenance procedures. Perform privacy impact assessments and provide PII data security, monitoring, and migration strategies. Identify potential vulnerabilities to cyber and information security using penetration testing and red teams. Provide technologies for identification, modeling, and predictive analysis of cyber threats. Must be the highest-level individual contributor in at least one technical area. Utilize expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Must have a high level of diverse technical and industry experience related to a specific skill set. Keep abreast of technological developments and industry trends. Design architecture to include the software, hardware, and communications to support the total requirements as well as provide for present and future cross-functional requirements and interfaces. Ensure these systems are compatible and in compliance with the standards for open systems architectures, the Open Systems Interconnection (OSI) and International Standards Organization (ISO) reference models, and profiles of standards - such as the Institute of Electrical and Electronic Engineers (IEEE) Open Systems Environment (OSE) reference model - as they apply to the implementation and specification of the Information Management (IM) solution of the application platform, across the application program interface (API), and the external environment/software application. Evaluate analytically and systematically problems of workflows, organization, and planning, and develop appropriate corrective action. Provide daily supervision and direction to staff.</p>	<p>Master’s degree in computer science, information systems, engineering, or related discipline</p>	20

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
29	132-51	Systems Administrator	Responsible for the technical administration of a server-based computer system. Oversee the day-to-day activities for the system and be responsible for all applications present on the system. Administer related systems, including security, communications, software applications, electronic mail, bulletin boards, printing services, outside communication links, licensing, and any other initial troubleshooting. Maintain server management records.	Bachelor's degree in computer science, information systems, engineering, or related discipline	2-5
30	132-51	Communications Analyst – Intermediate	Responsible for supporting the delivery of technical solutions based upon established requirements of enterprise-wide or large-scale computer networks. Support design of computer network architecture. Establish general LAN/MAN/WAN administration procedures and provide technical leadership in the integration and testing of complex large-scale computer integrated networks. Schedule conversions and cut-overs. May oversee network control center.	Bachelor's degree in computer science, information systems, engineering, or related discipline	8-10
31	132-51	Communications Analyst – Senior	Apply communications/network improvement practices to establish requirements of enterprise-wide or large-scale computer networks. Design large-scale computer network architecture. Establish general LAN/MAN/WAN administration procedures and provide technical leadership in the integration and testing of complex large-scale computer-integrated networks. Oversee network control center. Supervise maintenance of systems. May supervise communication analysts.	Bachelor's degree in computer science, information systems, engineering, or related discipline	10-15

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
32	132-51	Data Communications Manager	Manage a team of data communication technicians and analysts who maintain and support data communication systems. Ensure that adequate and appropriate planning is provided for remote hardware and communications facilities. Develop and implement methodologies for analysis, installation, and support of distributed processing client/server systems. Provide coordination in the analysis, acquisition, and installation of hardware, software, and facilities. Manage the training and efforts of a staff engaged in system and network planning, analysis and monitoring activities. Frequently report to Telecommunications Department Director/Manager.	Bachelor's degree in computer science, information systems, engineering, or equivalent industry certification	5-8
33	132-51	Voice Communications Manager	Manage a team of voice communications technicians and analysts who maintain and support voice communication systems, including Automated Call Distribution (ACD), Call Management Systems (CMS), and Voice Mail, PBX, CBX. Identify issues and appropriate courses of action. Research and oversee implementation of new technologies. Must be familiar with a variety of the field's concepts, practices, and procedures. Must be knowledgeable in communication protocols and hardware (e.g. Lucent, Siemens, Nortel). Frequently report to Telecommunications Department Director/ Manager.	Bachelor's degree in computer science, information systems, engineering, or equivalent industry certification	8-10

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
34	132-51	Unified Communications Engineer	Create a single user interface for the combination of multiple media types into an integrated, unified network environment. (Media types include voice, video and data. All of these services are provided across an IP-based network.) Responsible for the design and implementation of large enterprise systems supporting 25,000+ users. Configure network infrastructure along with application-specific infrastructure, and determine how all components interrelate. Responsible for ensuring that the implementation meets required specifications as laid out in the design. Perform troubleshooting based on performance degradation and develop system-specific configurations based on stakeholder requirements.	Bachelor's degree in computer science, information systems, engineering, or related discipline	2-5
35	132-51	Unified Communications Engineer – Senior	Under general direction, create a single user interface for the combination of multiple media types into an integrated, unified network environment. (Media types include voice, video and data. All of these services are provided across an IP-based network.) Responsible for the design and implementation of large enterprise systems supporting 25,000+ users. Configure network infrastructure along with application-specific infrastructure and determine how all components interrelate. Responsible for ensuring that the implementation meets required specifications as laid out in the design. Perform troubleshooting based on performance degradation and develop system-specific configurations based on stakeholder requirements. Develop practical and workable solutions to clients' technical and business problems. Analyze requirements and potential solutions for technical and economic feasibility. Work on multiple phases of complex projects independently. Coordinate activities with superiors and client personnel to resolve technical and/or business issues and ensure the successful delivery of the project requirements.	Bachelor's degree in computer science, information systems, engineering, or related discipline	5-8

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
36	132-51	Unified Communications Engineer – Principal	<p>Provide technical leadership to create a single user interface for the combination of multiple media types into an integrated, unified network environment. (Media types include voice, video and data. All of these services are provided across an IP-based network.) Responsible for the design and implementation of large enterprise systems supporting 25,000+ users. Configure network infrastructure along with application-specific infrastructure and determine how all components interrelate. Responsible for ensuring that the implementation meets required specifications as laid out in the design. Perform troubleshooting based on performance degradation and develop system-specific configurations based on stakeholder requirements. Apply this leadership in any phase of the system development life cycle support as task requirements dictate. May have a high level of expertise in one area. Plan, recommend, and perform changes. Utilize an accomplished knowledge of multiple technical disciplines, unique applications, and business management practices to develop technical and/or business solutions to client problems. Assist clients in planning and developing objectives and goals. Support client objectives while conforming to the client’s operating practices.</p>	Bachelor's degree in computer science, information systems, engineering, or related discipline	10-15

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
37	132-51	Unified Communications Engineer – SME	Recognized technical expert in creating a single user interface for the combination of multiple media types into an integrated, unified network environment. (Media types include voice, video and data. All of these services are provided across an IP-based network.) Responsible for the design and implementation of large enterprise systems supporting 25,000+ users. Configure network infrastructure along with application-specific infrastructure and determine how all components interrelate. Responsible for ensuring that the implementation meets required specifications as laid out in the design. Perform troubleshooting based on performance degradation and develop system-specific configurations based on stakeholder requirements. Must be highest-level individual contributor in at least one technical area. Utilize expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Must have high level of diverse technical and industry experience related to a specific skill set. Typically has specialization in a particular technology or business application. Keep abreast of technological developments and industry trends.	Master's degree in computer science, information systems, engineering, or related discipline	20
38	132-51	Network Technician	Perform network installations and troubleshooting. Work independently on basic networking issues such as cable/plant layout and server/desktop installations. Possess working knowledge of at least one network operating system, preferably Microsoft NT. Work directly with end user customers. Perform network installations and troubleshooting.	Associate Degree in computer science, information systems, engineering, or related discipline with Cisco Certified Network Associate (CCNA) certification or equivalent.	3-5

	<b>SIN</b>	<b>Labor Category</b>	<b>Functional Responsibility</b>	<b>Education</b>	<b>Experience (Yrs.)</b>
39	132-51	Network Technician – Senior	Work independently on basic networking issues such as cable/plant layout and server/desktop installations. Possess working knowledge of at least one network operating system, preferably Microsoft NT. Work directly with end user customers. Perform network installations and troubleshooting.	Associate Degree in computer science, information systems, engineering, or related discipline with Cisco Certified Network Professional (CCNP) certification or equivalent.	5-8

## GSA PRICING

	SIN	Labor Category Title	Year 1 Rate w/IFF 12/29/17 - 12/28/18	Year 2 Rate w/IFF 12/29/18 - 12/28/19	Year 3 Rate w/IFF 12/29/19 - 12/28/20	Year 4 Rate w/IFF 12/29/20 - 12/28/21	Year 5 Rate w/IFF 12/29/21 - 12/28/22
1	132-51	Program Manager	\$ 128.09	\$ 131.54	\$ 135.10	\$ 138.74	\$ 142.49
2	132-51	Program Manager - Senior	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86
3	132-51	Project Administrator	\$ 63.70	\$ 65.42	\$ 67.19	\$ 69.01	\$ 70.87
4	132-51	Project Specialist	\$ 84.23	\$ 86.50	\$ 88.84	\$ 91.24	\$ 93.70
5	132-51	Technical Project Manager	\$ 128.09	\$ 131.54	\$ 135.10	\$ 138.74	\$ 142.49
6	132-51	Technical Project Lead - Senior	\$ 194.80	\$ 200.06	\$ 205.46	\$ 211.01	\$ 216.71
7	132-51	Network Engineer	\$ 84.23	\$ 86.50	\$ 88.84	\$ 91.24	\$ 93.70
8	132-51	Network Engineer - Senior	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74
9	132-51	Network Engineer - Principal	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86
10	132-51	Network Engineer - SME	\$ 228.70	\$ 234.88	\$ 241.22	\$ 247.73	\$ 254.42
11	132-51	Systems Architect - Principal	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86



	<b>SIN</b>	<b>Labor Category Title</b>	<b>Year 1 Rate w/IFF 12/29/17 - 12/28/18</b>	<b>Year 2 Rate w/IFF 12/29/18 - 12/28/19</b>	<b>Year 3 Rate w/IFF 12/29/19 - 12/28/20</b>	<b>Year 4 Rate w/IFF 12/29/20 - 12/28/21</b>	<b>Year 5 Rate w/IFF 12/29/21 - 12/28/22</b>
12	132-51	Enterprise Architect	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74
13	132-51	Enterprise Architect - Senior	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86
14	132-51	Enterprise Architect - Principal	\$ 169.40	\$ 173.97	\$ 178.67	\$ 183.50	\$ 188.45
15	132-51	Enterprise Architect - SME	\$ 278.50	\$ 286.02	\$ 293.75	\$ 301.68	\$ 309.82
16	132-51	Network Architect - SME	\$ 269.00	\$ 276.27	\$ 283.72	\$ 291.39	\$ 299.25
17	132-51	Quality Assurance Manager	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74
18	132-51	Quality Assurance Analyst	\$ 73.25	\$ 75.23	\$ 77.26	\$ 79.34	\$ 81.49
19	132-51	Information Security Analyst	\$ 128.09	\$ 131.54	\$ 135.10	\$ 138.74	\$ 142.49
20	132-51	Information Security Analyst - Senior	\$ 158.74	\$ 163.03	\$ 167.43	\$ 171.95	\$ 176.59
21	132-51	Systems Security Architect	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86
22	132-51	Systems Security Architect - Senior	\$ 163.22	\$ 167.62	\$ 172.15	\$ 176.80	\$ 181.57
23	132-51	Systems Security Architect - Principal	\$ 184.98	\$ 189.97	\$ 195.10	\$ 200.37	\$ 205.78

	<b>SIN</b>	<b>Labor Category Title</b>	<b>Year 1 Rate w/IFF 12/29/17 - 12/28/18</b>	<b>Year 2 Rate w/IFF 12/29/18 - 12/28/19</b>	<b>Year 3 Rate w/IFF 12/29/19 - 12/28/20</b>	<b>Year 4 Rate w/IFF 12/29/20 - 12/28/21</b>	<b>Year 5 Rate w/IFF 12/29/21 - 12/28/22</b>
24	132-51	Systems Security Architect - SME	\$ 269.00	\$ 276.27	\$ 283.72	\$ 291.39	\$ 299.25
25	132-51	Cybersecurity Engineer	\$ 73.25	\$ 75.23	\$ 77.26	\$ 79.34	\$ 81.49
26	132-51	Cybersecurity Engineer - Senior	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74
27	132-51	Cybersecurity - Principal	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86
28	132-51	Cybersecurity - SME	\$ 269.00	\$ 276.27	\$ 283.72	\$ 291.39	\$ 299.25
29	132-51	Systems Administrator	\$ 73.25	\$ 75.23	\$ 77.26	\$ 79.34	\$ 81.49
30	132-51	Communications Analyst - Intermediate	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74
31	132-51	Communications Analyst - Senior	\$ 128.09	\$ 131.54	\$ 135.10	\$ 138.74	\$ 142.49
32	132-51	Data Communications Manager	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74
33	132-51	Voice Communications Manager	\$ 128.09	\$ 131.54	\$ 135.10	\$ 138.74	\$ 142.49
34	132-51	Unified Communications Engineer	\$ 84.23	\$ 86.50	\$ 88.84	\$ 91.24	\$ 93.70
35	132-51	Unified Communications Engineer - Senior	\$ 96.85	\$ 99.46	\$ 102.15	\$ 104.91	\$ 107.74

	SIN	Labor Category Title	Year 1 Rate w/IFF 12/29/17 - 12/28/18	Year 2 Rate w/IFF 12/29/18 - 12/28/19	Year 3 Rate w/IFF 12/29/19 - 12/28/20	Year 4 Rate w/IFF 12/29/20 - 12/28/21	Year 5 Rate w/IFF 12/29/21 - 12/28/22
36	132-51	Unified Communications Engineer - Principal	\$ 147.30	\$ 151.28	\$ 155.36	\$ 159.56	\$ 163.86
37	132-51	Unified Communications Engineer - SME	\$ 250.52	\$ 257.29	\$ 264.24	\$ 271.37	\$ 278.70
38	132-51	Network Technician	\$ 69.60	\$ 71.48	\$ 73.41	\$ 75.40	\$ 77.43
39	132-51	Network Technician - Senior	\$ 84.21	\$ 86.48	\$ 88.82	\$ 91.22	\$ 93.68

### OCONUS Labor

Fotis Networks' rates are for CONUS efforts only.

For OCONUS efforts, Fotis Networks will adjust its labor rates by the applicable Department of State and Department of Defense practices for deployed personnel.

Other related international expenses required to support employees OCONUS (including but not limited to, special space costs, taxes, Defense Base Act (DBA) Workers' Compensation insurance, travel accident insurance, and possible telecommunications costs) may be charged as ODCs in our task order proposals.

OCONUS efforts will be negotiated specifically with ordering activities on an individual task order basis.

#### NOTES:

1. The above listed rates are effective for 12 months from the end of the previous 12-month period.
2. The above listed rates shall be escalated 2.7% per annum, or in accordance with the BLS ECI for Total Compensation for Professional Specialty with special consideration for the Information Technology Industry, whichever is higher.