



# *Ordering Guide*

*Apptis  
Information Technology  
Enterprise Solutions – Services  
(ITES-2S)*



Contract Number W91QUZ-06-D-0014

Apptis  
ITES-2S Program Management Office  
4800 Westfields Boulevard  
Chantilly, Virginia 20151  
703.821.8026  
Email - [ITES-2SPMO@apptis.com](mailto:ITES-2SPMO@apptis.com)  
Web - [www.apptis.com/ITES-2S](http://www.apptis.com/ITES-2S)



## TABLE OF CONTENTS

	Page
Welcome .....	3
Scope .....	4
Task and Sub-task Areas .....	4
Ordering Information .....	7
Ordering Process .....	7
Team Apptis .....	9
Contacts .....	15
Contract Terms and Conditions .....	17
Labor Category Rates .....	18



## Welcome

Thank you for considering Apptis as your source of Information Technology Enterprise Solutions-2 Services (ITES-2S) services and solutions. Apptis and its world-class team of large and small information technology companies stand ready to partner with you to meet your information technology services needs at any time, anywhere. This guide provides you with all the information you need to order from the full range of services-based solutions that Team Apptis is prepared to deliver. I am confident that Team Apptis can satisfy all of your worldwide IT development, deployment, operations, maintenance, and sustainment requirements. You may quickly view contract highlights, specifics, and points of contact for Team Apptis by accessing the following link off of the Army Small Computer Program (ASCP) Web site:

<https://ascp.monmouth.army.mil/scp/contracts/viewcontract.jsp?cNum=W91QUZ-06-D-0014>.

Apptis also has an ITES-2S Web site that is continuously updated with new information about the Team and its capabilities and qualifications. The Apptis ITES-2S Web site's address is [www.apptis.com/ITES-2S](http://www.apptis.com/ITES-2S).

Please do not hesitate to contact my ITES-2S Program Management Staff or me directly should you have any questions about the ITES-2S contract, this ordering guide, or Team Apptis. We can be reached at 877.382.ITES (877.382.4837).

Sincerely,

A handwritten signature in black ink, appearing to read 'Skip Nowland', with a long horizontal flourish extending to the right.

Skip Nowland  
President and General Manager, Defense Sector  
Apptis, Inc.

## Scope

The ITES-2S contract is a multiple award, Indefinite Delivery/Indefinite Quantity (ID/IQ) vehicle specifically designed to support the Army's enterprise infrastructure and infostructure goals with Information Technology (IT) services and solutions worldwide by providing easy access to the full range of innovative, state-of-the-market IT solutions at a reasonable price. The ITES-2S contract was awarded to 16 prime companies of which Apptis is one of the awardees.

Ordering under the contract is decentralized, and is authorized to meet the needs of the U.S. Army, Department of Defense, and other Federal agencies. All Ordering Contracting Officers within these agencies may place orders against this contract. There is no Agency pass-through or service fees associated with this contract. Individual task orders will be awarded by the Ordering Contracting Officers. IT solutions will be acquired by issuing individual Task Orders (TOs) that will identify specific detailed requirements.

Although Performance Based Service Acquisition (PBSA) is the preferred method of contracting for services and supplies on the ITES-2S vehicle, the vehicle allows for the following contract types or task orders either performance based or non-performance based:

- Firm-Fixed Price
- Time and Materials
- Cost-Reimbursement

Requiring activities should use the contract type most likely to motivate contractors to perform at optimal levels.

This Apptis ITES-2S Ordering Guide complements the official ITES-2S Ordering Guidelines developed by the ASCP. For more information on ITES-2S acquisition policies or to obtain the most current version of the Ordering Guidelines, access the ASCP Web site at: <https://ascp.monmouth.army.mil>.

## Task and Sub-task Areas

The scope of services available under the ITES-2S contract is categorized in the list of task and sub-task areas identified below. This list is not considered to be inclusive of all sub-tasks within each task area. IT services will be acquired by issuing individual task orders that will identify specific, detailed requirements. Users of the ITES-2S contract will specify the details of task assignments, deliverables, documentation, training, applicable government/department/industry standards, and other requirements and standards within individual task order requests.

### Business Process Reengineering (BPR)

- Business Case Analysis
- Functional Requirements Decomposition
- IT Capital Planning
- Gap Analysis
- Risk Management
- Workflow Analysis

## **Information Systems Security**

- Computer Security Awareness and Training
- Computer Security Incident Response
- Information, System, Data, and Physical Security
- Mainframe Automated Information Security Support

## **Information Assurance**

- Disaster Recovery
- Continuity of Operations
- Contingency Planning
- Remote Monitoring/Intrusion Detection
- Security Architecture Design
- Security Hardening
- Secure Video Teleconferencing
- System Certification and Accreditation (DITSCAP)

## **Information Technology Services**

- Biometrics
- Configuration Management
- Capacity Management
- Computer Aided Design/Engineering/Management (CAD/CAE/CAM)
- Computer Systems Administration, Management, and Maintenance
- Design/Specifications for Information Systems
- Data and/or Media Management
- Database Applications Development
- Design/Specifications for Information Dissemination
- DODAF Based Operational & System Architecture Design & Development
- Economic/Business Case Analysis (Cost/Benefit and Risk)
- Independent Validation and Verification (IV&V)
- Internet/Intranet/Web Applications/Network Computing
- Legacy Systems Modernization
- Performance Benchmarking/Performance Measurements
- Simulation and Modeling
- Software/Middleware Development
- Source Data Development
- Statistical Analysis
- Systems Development and Software Maintenance
- Systems Programming
- Video Teleconferencing
- Voice over Internet Protocol (VOIP)
- Web and Computer Systems Decision Support Tools
- Web Enabled Applications

## **Enterprise Design, Integration, and Consolidation**

- Information and Knowledge Engineering
- Integrated Solutions Management
- Knowledge Engineering/Management

- Market Research and Prototyping
- Measuring Return on Investment (ROI)
- Earned Value Compliance with Interoperability Standards
- Product Integration
- Reliability and Maintainability
- Requirements Analysis
- Reverse Engineering
- Software Engineering
- Software Life Cycle Management
- Systems Integration
- Technology Insertion
- Test and Evaluation
- Wireless Networking

### **Education/Training**

- User Training
- Wargaming, Experimentation, Scenario Design & Execution
- Instructional Design, and Modeling & Simulation
- Design & Execution of Computer-generated Imaging Training

### **Program/Project Management**

- Strategic Enterprise IT Policy and Planning
- Change Management
- Program Assessments and Studies
- IT Strategic Planning Program Assessment and Studies
- IT Project Cost & Schedule Management
- IT Strategic Planning
- Management/Administrative Support/Data Entry
- Deployment Management

### **Systems Operation and Maintenance**

- Computer Center Technical Support
- Commercial Off-the-Shelf Software Products and Support
- Computer Systems Administration
- Computer Systems Facilities Management and Maintenance
- Licensing Support
- Software License Management
- Legacy Systems Maintenance
- Network Management
- Help Desk Support
- Desktop Support
- Property Management

### **Network Support**

- Network and Telecommunications Infrastructure Support
- Office Automation Support
- Seat Management / Asset Management

## Ordering Information

The Army Contracting Agency (ACA), Information Technology, E-Commerce, and Commercial Contracting Center (ITEC4) serves as the Procuring Contracting Office (PCO) for the ITES-2S contracts. The PCO has overall contractual responsibility for the ITES-2S contracts. All orders issued are subject to the terms and conditions of the contract. The contract takes precedence in the event of conflict with any order.

The U.S. Army Small Computer Program (ASCP) serves as the contracting officer's representative (COR) and Program Manager (PM) for the ITES-2S contracts. ASCP manages and maintains the **it e-mart**, a Web-based, e-commerce ordering and tracking system, through which all ITES-2S services and solutions will be issued. The **it e-mart** Web site can be accessed through <https://ascp.monmouth.army.mil>.

Any Contracting Officer (KO) in the U.S. Army, Department of Defense, and other Federal Agency may place Task Orders (TOs) on the contract subject to the terms and conditions of the ITES-2S master contract. Task Order Contracting Officers (TO KO) will award individual task orders. The TO KO will initiate the task order process by the issuing a Task Order Request (TOR) via the ASCP **it e-mart**.

All services under this contract will be ordered by issuance of written task orders in accordance with FAR subpart 16.5, Indefinite Delivery Contracts as implemented by DFARS 216.505, Indefinite Delivery Contracts. An appropriate order form (DD Form 1155) will be issued for each order.

## Ordering Process

**Authority.** The TO KO will provide each contract holder with a fair opportunity to be considered for each Task Order. Orders under this contract are subject to FAR subpart 16.505 (orders exceeding \$2,500 and up to \$100,000), supplemented with respect to orders on behalf of DoD for services exceeding \$100,000, by DFARS 216.505-70.

Each order for services exceeding \$100,000 will be placed on a competitive basis in accordance with DFARS 216.505 unless the TO KO waives the requirement on the basis of a written determination, using the justification and approval format in FAR 6.302-1. This competition requirement applies to orders placed by non-DoD agencies on behalf of the DoD. Competition requirements are met only if the TO KO –

1. Provides a notice of intent to purchase to all contractors under the contract, including a description of work to be performed and the basis upon which the selection will be made; and
2. Affords all contractors responding to the notice a fair opportunity to submit an offer and to be fairly considered.

**Fair Opportunity to be Considered Exemptions.** Waivers to competition that can be considered are:

1. The customer's need for services is of such urgency that providing such opportunity would result in unacceptable delays.
2. Only one contractor is capable of providing services required at the level of quality required because the services ordered are unique or highly specialized.
3. The order must be issued on a sole-source basis in the interest of economy and efficiency as a logical follow-on to an order already issued under the contract, provided that all awardees were given a fair opportunity to be considered for the original order.
4. It is necessary to place an order to satisfy a minimum guarantee.
5. A statute expressly authorizes or requires that the purchase be made from a specified source (only applicable if services exceed \$100,000).

**Task Order Request (TOR).** The TO KO will issue a TOR to all contractors unless a waiver, as defined above, has been documented. Performance-based contracting is encouraged under ITES-2S but regardless of contract type, the TO KO is encouraged to keep proposal submission requirements to a minimum.

A TOR will include the following:

1. A TOR transmittal letter identifying: TO strategy, contract type, proposal receipt date and time, estimated contract start date, period of performance, name of incumbent contractor, and any other related information that is not contained in the other documentation.
2. Either a Statement of Work (SOW), Performance Work Statement (PWS) or Statement of Objectives (SOO) (performance-based orders must be used to the maximum extent possible as required by FAR 37.102; Army requires justification for other than performance based).
3. Instructions for submission of proposals, selection criteria factors, and other information deemed appropriate for the respective order.

**Task Award.** After evaluation of proposals in accordance with the selection criteria, negotiations may be held. Otherwise, the Government will issue a TO (using an appropriate form DD1155) to the contractor whose proposal is most advantageous to the Government. At a minimum, the following information shall be specified in each TO awarded:

1. Date of order.
2. Point of contact (name), commercial telephone and facsimile number and email address.
3. Ordering Contracting Officer's commercial telephone number and email address.
4. Description of the services to be provided, quantity unit price and extended price, or estimated cost and/or fee (TO INCLUDE THE CONTRACT LINE ITEM NUMBER FROM PART B). The work statement should be attached; the contractor's proposal may be incorporated by reference.
5. Delivery date for supplies.
6. Address and place of performance.



7. Packaging, packing, and shipping instructions, if any.
8. Accounting and appropriation data and Contract Accounting Classification Reference Number (ACRN) (DFAS requires an ACRN(s) on all orders.)
9. Specific instructions regarding how payments are to be assigned when an order contains multiple ACRNs.
10. Invoice and payment instructions.
11. Any other pertinent information.

## Team Apptis

The assembled Apptis team offers the Army a combination of technical depth and breadth in the ITES-2S task areas; presence at most Army post, camp, station, and overseas locations; experience working with every Army Major Command; and a commitment to partnership with each other and the Army to make the ITES-2S Program our premier contract for delivering top-quality IT solutions to the Army, DoD, and other Federal customers. As the prime contractor, Apptis already has direct experience as an ASCP partner under its ADMC contract. We have also provided extensive IT and networking services for NETCOM/9<sup>th</sup> Army Signal Command and Army Military Health System facilities worldwide, and we have supported Army customers such as the DOIMs at Ft. Lewis, Ft. Belvoir, Ft. Monmouth, Ft. Detrick, and Ft. Huachuca. In addition, Apptis has expertise in Performance-Based Contracting (PBC), having successfully performed under six major performance-based DoD/Federal programs since 2001. Our teammates have wide-ranging experience with Army customers, from helping the Army Reserve Command migrate to VoIP, to fielding innovative solutions such as the AHRS Electronic Military Personnel Office system that helped the AHRS PMO win the *Government Computer News Agency Award*.

Apptis plans, analyzes, designs, develops, integrates, engineers, tests, deploys, manages, operates, and maintains the full scope of end-to-end IT solutions — from single components to complex global networks. Our small disadvantaged, 8(a), Veteran Owned, or otherwise classified (e.g., HUBZone) teammates bring valuable in-depth and specialized skills and knowledge to our team.



The Apptis Team is committed to quality management based on the ISO 9001:2000 and CMMI Level 3 standards. Our ISO certified quality management infrastructure follows international standards to ensure that our processes are consistent, repeatable, effective, and result in customer satisfaction. It defines the roles and responsibilities at all levels; establishes process guidelines; describes tools and techniques for process control, continual process improvement, QA, and change and risk management; and establishes the process for problem identification, prioritization, monitoring, resolution, and documentation. Our change and risk management methodology accommodates best practices identified by ISO, ITIL, and CMMI, as applicable.

The initial Apptis ITES-2S Team and its capabilities are highlighted in Exhibit A below. We are confident that our assembled team can address every one of your IT requirements. Please periodically check back for updates to this guide as we intend to add innovative partners to strengthen our team and deliver world-class IT solutions to our valued customers.









### Exhibit A. Apptis Team Capability Summary

ITES-2S Task Areas												
Apptis ITES-2S Teammates and Complexity of Services		BPR	Info Security	Info Assurance	IT Services	Enterprise Design	Ed/Training	Program Management	Systems O&M	Legacy Maintenance	Network Support	
	<p><b>Apptis, Inc.</b> An IT services and solutions provider. Supplies, designs, supports IT solutions for Government and commercial customers. CMM Level 3; ISO 9001:2000. <a href="http://www.apptis.com">www.apptis.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>EDS (Lg. Bus. Maj Sub).</b> EDS is a leading global technology services company delivering business solutions to its clients. EDS founded the information technology outsourcing industry more than 40 years ago. Delivering a broad portfolio of IT and business process outsourcing services to clients in the manufacturing, financial services, healthcare, communications, energy, transportation, and consumer and retail industries and to governments around the world. CMMI Level 5; ISO 9000; ITIL. <a href="http://www.eds.com">www.eds.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>CENTECH Group (Sm. Bus. Maj Sub).</b> An IT, telecommunications, engineering, and logistics support services organization. ISO 9001:2000; SEI CMM assessed. <a href="http://www.centechgroup.com">www.centechgroup.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>A&amp;T Systems (Sm Bus).</b> Provider of IT Solutions, telecom and e-Solutions to DoD and civil Government agencies. ISO 9002; GSA 2001 Industry Partner Excellence Award; Deloitte &amp; Touche Technology Fast 50 Award ISO 9002. <a href="http://www.ats.com">www.ats.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>ActionNet (8(a), WOSB).</b> Helps customers align IT strategies with business processes and goals; project management; software development; IT security and training. SEI CMMI-SE/SW Level 3. <a href="http://www.actionnet.com">www.actionnet.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>All Points Logistics (8(a) Natv Am. SDVOSB).</b> Provides IT, consulting, logistics, and management services. Providing Army CECOM with Wireless network implementations (18 US Army sites). <a href="http://www.allpointslogistics.com">www.allpointslogistics.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>AVC Global Services Group (Sm Bus).</b> ISO 9002 Professional services company providing IT, optical and SONET telecommunications solutions to service providers, enterprises, and equipment manufacturers. <a href="http://www.avcglobal.com">www.avcglobal.com</a></p>	●	●	●	●	●	●	●	●	●	●	
	<p><b>Clark Construction.</b> One of the nation's providers of the most technologically advanced command centers, laboratories, cleanrooms, vivariums, and environmentally controlled spaces. <a href="http://www.clarkconstruction.com">www.clarkconstruction.com</a></p>	●	●	●	●	●	●	●	●	●	●	

### Exhibit A. Apttis Team Capability Summary

ITES-2S Task Areas												
Apttis ITES-2S Teammates and Complexity of Services		BPR	Info Security	Info Assurance	IT Services	Enterprise Design	Ed/Training	Program Management	Systems O&M	Legacy Maintenance	Network Support	
	<b>Evidence Based Research (WOSB).</b> Providing analysis support to Government and commercial decision makers. Renown for creating metrics to measure performance in Network Centric Operations. <a href="http://www.ebrinc.com">www.ebrinc.com</a>	●			●	●	●	●			●	
	<b>Engineering Services Network, Inc. (8(a) SDVOSB).</b> ISO 9001:2000 Certified small business providing systems engineering, IT, test & evaluation, operational, and programmatic support to all levels of the U.S. Government. <a href="http://www.esncc.com">www.esncc.com</a>		●	●	●	●		●	●	●	●	
	<b>Globecom Systems Inc. (Sm Bus).</b> Providing global satellite communications delivering complete solutions to including satellite-based communications infrastructure and space segment services to customers in broadcasting, telecommunications, industry, military and civilian Government markets. <a href="http://www.globecommsystems.com">www.globecommsystems.com</a>		●		●	●	●		●		●	
	<b>Henkels &amp; McCoy (Lg Bus).</b> One of the largest engineering, network development and construction firms (inside and outside plant) serving the communications, IT and utility industries. <a href="http://www.henkels.com">www.henkels.com</a>		●		●	●		●	●			
	<b>Hewlett-Packard (Lg Bus).</b> ITES FA-1 prime provides adaptive enterprise solutions inclusive of consulting and integration services, managed services, technical services, performance based contracting, including enterprise server and storage solutions, architecture design, implementation, operations, and maintenance support all in an open environment. <a href="http://www.hp.com">www.hp.com</a>	●	●	●	●	●	●	●	●	●	●	
	<b>Howard University (HBCU/MI).</b> Provides research and studies capabilities to support the Army and expose its faculty and student body to Army transformational challenges. <a href="http://www.howard.edu">www.howard.edu</a>	●	●	●	●	●	●	●				
	<b>Infozen (8(a) SDB).</b> Offers integrated e-solutions; unbiased IT and management consulting services; systems integration and implementation services; analytics-driven security risk screening; and BPR services. <a href="http://www.infozen.com">www.infozen.com</a>	●	●	●	●	●	●	●			●	
	<b>Integrated Systems Improvement Services (WOSDB HUBZone).</b> Provides network vulnerability assessment, program management, systems integration, test and evaluation, and information assurance/security engineering. <a href="http://www.isishq.com">www.isishq.com</a>		●	●	●	●		●	●		●	






### Exhibit A. Apptis Team Capability Summary

ITES-2S Task Areas												
Apptis ITES-2S Teammates and Complexity of Services		BPR	Info Security	Info Assurance	IT Services	Enterprise Design	Ed/Training	Program Management	Systems O&M	Legacy Maintenance	Network Support	
	<b>ITT Industries (Lg Bus).</b> Global multi-industry company, focusing on engineered solutions. On June 30, 2005, ITT won a \$478 million order from Army CECOM for its SINCGARS tactical radio system. <a href="http://www.itt.com">www.itt.com</a>	●	●	●	●	●	●	●	●	●	●	
	<b>JIL Information System (Sm Bus).</b> Providing Training Services (ISO 9001:2000 Registered), IT, and Business Management services. <a href="http://www.jil.com">www.jil.com</a>	●			●	●	●	●	●		●	
	<b>Knowledge Advantage Inc. (WOSB).</b> Providing IT and Knowledge Management solutions, strategic planning, policy and program analysis, strategic business initiatives, change management, and workforce modernization. <a href="http://www.kaiglobal.com">www.kaiglobal.com</a>	●			●	●	●	●	●			
	<b>Leading Technology Services (Very Small WOSDB).</b> IT, software, and data engineering services & solutions (DIMHRS; HQDA Data Warehouse; Army CIO's Advance Strategic Computing and Artificial Intelligence Center). <a href="http://www.ltscorp.com">www.ltscorp.com</a>		●	●	●	●		●	●			
	<b>Management Concepts (Lg Bus).</b> A large business that partners with individuals and organizations to improve performance through training, consulting, and publications. Experts in performance-based contracting. <a href="http://www.managementconcepts.com">www.managementconcepts.com</a>	●			●	●	●	●				
	<b>Masi Technologies (SDB, HUBZone).</b> Provides 24X7 technical and management support for the Army Medical Materiel Agency's mission-critical Enterprise Logistics Management system. <a href="http://www.masai-tech.com">www.masai-tech.com</a>		●	●	●	●		●	●		●	
	<b>Master Key Consulting (8(a) Natv Am. Sm. Bus).</b> Provides management and information technology management consulting services, such as IV&V, architectural development, project and configuration management, Web site design and development learning and training technologies, public space communication tools. <a href="http://www.masterkeyconsulting.com">www.masterkeyconsulting.com</a>	●			●	●	●	●	●		●	
	<b>Orizon (8(a) cert Sm. Bus).</b> Provides enterprise application solutions, database consulting, software development, network services, and IT solutions to government clients worldwide. <a href="http://www.orizon-inc.com">www.orizon-inc.com</a>		●	●	●	●		●	●		●	

### Exhibit A. Apptis Team Capability Summary

ITES-2S Task Areas													
Apptis ITES-2S Teammates and Complexity of Services		BPR	Info Security	Info Assurance	IT Services	Enterprise Design	Ed/Training	Program Management	Systems O&M	Legacy Maintenance	Network Support		
	<b>Process Solutions &amp; Technologies, Inc. (VOSB).</b> Highly qualified and experienced process technology experts who implement process models (CMM, CMMI, iCMM) within Government and commercial environments to achieve Levels 2 through 5.	●				●	●	●					
	<b>Platinum Solutions (WOSDB).</b> IT application services, solutions, and information management and integration support. <a href="http://www.platinumsolutions.com">www.platinumsolutions.com</a>		●	●	●	●		●	●				
	<b>RSA Security (Lg Bus).</b> Providing solutions for some of the world's most IT security-conscious organizations <a href="http://www.rsasecurity.com">www.rsasecurity.com</a>		●	●	●								●
	<b>SAVVIS Federal Systems (type of bus).</b> Global IT utility services provider of secure, reliable, and scalable hosting, network, and application services. Operates a Common Criteria Test Lab. <a href="http://www.savvis.net">www.savvis.net</a>		●	●	●	●		●	●				●
	<b>Silver Bullet (WOSB).</b> Nationally recognized for and specializes in data integration –sensors, databases and enterprises – and enterprise and IT architectures, and DoDAF. <a href="http://www.silverbulletinc.com">www.silverbulletinc.com</a>	●			●	●							
	<b>Spherion (Lg Bus).</b> Providing staffing and recruiting services, technology and workforce solutions, and human capital consulting. Over 700 offices, worldwide. <a href="http://www.spherion.com">www.spherion.com</a>	●	●	●	●	●	●	●	●	●	●	●	●
	<b>ST Net (8(a) WOSDB).</b> IT services company providing Networking Solutions, Operations and Maintenance, and Help Desk Solutions. Supporting National Capital Region-DOIM, two tenants at Ft Belvoir and IA/IP Pentagon. <a href="http://stnetinc.com">stnetinc.com</a>	●	●	●	●	●	●	●	●	●	●	●	●
	<b>Strategic Enterprise Systems (WOSB).</b> Integrator of internet and intranet enterprise technologies. Supporting the Army's MTMC program to replace and support the Surface Transportation Management System. <a href="http://www.stratesys.com">www.stratesys.com</a>		●	●	●	●		●					●
	<b>Sun (Lg Bus).</b> Provides deep network computing and storage area networking support to global customers. <a href="http://www.sun.com">www.sun.com</a> and <a href="http://www.storagetek.com">www.storagetek.com</a>		●	●	●	●	●	●	●	●	●	●	●
	<b>Technica (VOSDB).</b> Provides information assurance, gigabit switching, advanced IP solutions, and data mediation and provisioning. <a href="http://www.technicacorp.com">www.technicacorp.com</a>		●	●	●	●		●	●	●	●	●	●

### Exhibit A. Apptis Team Capability Summary

ITES-2S Task Areas		BPR	Info Security	Info Assurance	IT Services	Enterprise Design	Ed/Training	Program Management	Systems O&M	Legacy Maintenance	Network Support
Apptis ITES-2S Teammates and Complexity of Services											
	<b>Telcordia Technologies (Lg Bus)</b> . Primarily through its Applied Research Division, conducts U.S. Government sponsored collaborative research with a number of universities. Areas covered include wireless, internet security, streaming video, optical transport, network management, and IP. Applied Research (over 800 patents spanning telecommunications and commercial applications). <a href="http://www.telcordia.com">www.telcordia.com</a>	●	●	●	●	●	●	●	●	●	●
	<b>TKC Communications (Alaska-owned Native American SDB)</b> . Delivers the reliable, flexible, and advanced IT solutions with unprecedented value. <a href="http://www.tkccommunications.com">www.tkccommunications.com</a>	●	●	●	●		●	●		●	
	<b>Tribalco (8(a) Natv Am. SDB)</b> . HUBZone Provides satellite and communications services and related equipment/software to military and civilian agency customers worldwide. <a href="http://www.tribalco.com">www.tribalco.com</a>	●		●	●	●		●		●	
	<b>Trinity Information Management Services, Inc. (WOSB)</b> . Provides IT management, computer forensics, enterprise architecture, information security and assurance services and solutions, program management, and network support services. <a href="http://www.trinityims.com">www.trinityims.com</a>	●	●	●	●	●					
	<b>Veterans Enterprise Technology Solutions (Very Small SDVOB)</b> . Provides IT support services for the Army's Command Information Decision Support Systems (CIDSS).	●	●		●	●	●	●	●		●

#### Legend

- SDB = Small Disadvantaged Business
- WOSB = Women-Owned Small Business
- SDVOB = Service-Disabled Veteran-Owned Small Business
- VOSB = Veteran-Owned Small Business

- Primary Capability
- Secondary Capability



## Contacts

If you would like to obtain more information about the ITES-2S contract, issue a Request for Information (RFI), submit a task order request, or place an order, you may contact the Apptis Program Management Office (PMO), ASCP, or ITEC4 through the following points of contact:

### Apptis Points of Contact

#### **Vice President & Program Manager, Defense Sector**

Joe Burke  
703.821.5500  
[joe.burke@apptis.com](mailto:joe.burke@apptis.com)

#### **Contracts**

Kathleen Enstrom, Contract Specialist  
Tel: 703.279.5420  
Fax: 703.745.1304  
[kathleen.enstrom@apptis.com](mailto:kathleen.enstrom@apptis.com)

Apptis, Inc.  
4800 Westfields Boulevard  
Chantilly, VA 20151  
Attention: Kathleen Enstrom, Contract Specialist

Email - [ITES-2SPMO@apptis.com](mailto:ITES-2SPMO@apptis.com)

Web site - [www.apptis.com/ITES-2S](http://www.apptis.com/ITES-2S)



## Government Points-of-Contact

### ASCP Program Office

#### **Product Lead**

Marian Keitelman  
732.427.6792 / DSN 987-6792  
[marian.keitelman@us.army.mil](mailto:marian.keitelman@us.army.mil)

Army Small Computer Program (ASCP)  
ATTN: SFAE-PS-EI-SCP  
Building 283 (Squier Hall)  
Fort Monmouth, NJ 07703-5605

Toll Free Telephone - 888.232.4405

Email - [SFAE-PS-EI-SCP@mail1.monmouth.army.mil](mailto:SFAE-PS-EI-SCP@mail1.monmouth.army.mil)

Web site - <http://ascp.monmouth.army.mil>

### ITEC-4 Program Office

#### **Contracting Officer**

Stacy Watson  
703.325.3315 / DSN: 221-3315  
[stacy.watson@itec4.army.mil](mailto:stacy.watson@itec4.army.mil)

#### **Contract Specialist**

Chris Daoulas  
[chris.daoulas@itec4.army.mil](mailto:chris.daoulas@itec4.army.mil)

#### **Army Contracting Agency**

ITEC4 (SFCA-IT-A)  
2461 Eisenhower Avenue  
Alexandria, VA 22331-1700

## Contract Terms and Conditions

<b>Contract Number</b>	<b>W91QUZ-06-D-0014</b>
<b>Contract Type</b>	Indefinite-Delivery/Indefinite-Quantity (ID/IQ)
<p>This is an Indefinite-Delivery/Indefinite-Quantity (ID/IQ) contract under which it is planned to award Fixed Price (FP), Time-and-Materials (T&amp;M), and Cost-Reimbursement type task orders in accordance with Federal Acquisition Regulation (FAR) Subpart 16.5 - Indefinite-Delivery Contracts, FAR Subpart 16.2, Fixed Price Contract, FAR Subpart 16.6, Time and Materials Contracts and FAR Subpart 16.3, Cost Reimbursement Contract.</p>	
<b>Period of Performance</b>	The total term of contract, including options is nine years. The base term is three years, subject to the exercise of three options each for two years. (12/19/06 through 12/20/15)
<b>Cage Code</b>	6Z424
<b>Data Universal Numbering System (DUNS) Number</b>	116207978
<b>Tax Identification Number</b>	54-1251160
<b>Geographic Scope of Contract</b>	World wide
<b>Apptis Ordering Address</b>	Apptis, Inc. Attention: Kristen Miller Agency Contracts 4800 Westfields Blvd. Chantilly, VA 20151
<b>Apptis Electronic Funds Transfer (EFT) Payment Information</b>	
<b>Financial Institution Address</b>	Apptis Inc. c/o Wachovia Bank, N.A. P.O. Box 8500-1686 Philadelphia, PA 19178-1686
<b>Routing Transfer Number</b>	051400549
<b>Depositor Account Number</b>	2000013849162
<b>Point-of-contact</b>	Priscilla Aylor
<b>Telephone Number</b>	703.293.2348
<b>Email address</b>	ram.chimnani@apptis.com



## Labor Category Rates

The following section identifies the labor categories and rates for **Apptis Contract Number W91QUZ-06-D-0014** to be used during the delivery of services and solutions under the ITES-2S Task Orders. The 3-year base period of the contract is from December 20, 2007 to December 19, 2009. After the 3-year base period, the government has the option to release three two-year option periods.

### Contract Year 1 (Notice to Proceed Date – April 13 2007)

Category Number	Labor Categories	Government Site Hourly Rate	Contractor Site Hourly Rate
1	Program Manager - Senior	\$ 128.21	\$ 151.02
2	Program Manager - Intermediate	\$ 67.19	\$ 81.73
3	Program Manager - Associate	\$ 33.17	\$ 33.17
4	Project Manager - Senior	\$ 103.03	\$ 121.35
5	Project Manager - Intermediate	\$ 33.17	\$ 33.17
6	Project Manager - Associate	\$ 22.09	\$ 30.15
7	Project Planning Manager	\$ 23.03	\$ 23.03
8	Project Administrator	\$ 19.20	\$ 19.20
9	Project Engineer - Senior	\$ 39.48	\$ 39.48
10	Project Engineer - Intermediate	\$ 25.66	\$ 25.66
11	Project Engineer - Associate	\$ 19.20	\$ 19.20
12	Quality Assurance Analyst - Senior	\$ 42.34	\$ 51.49
13	Quality Assurance Analyst - Intermediate	\$ 23.03	\$ 23.03
14	Quality Assurance Analyst - Associate	\$ 18.19	\$ 18.19
15	Client/Server Network Architect	\$ 42.66	\$ 42.66
16	Software Architect	\$ 37.71	\$ 39.46
17	Systems Engineer - Senior	\$ 85.30	\$ 100.95
18	Systems Engineer - Intermediate	\$ 59.19	\$ 70.06
19	Systems Engineer - Associate	\$ 45.24	\$ 52.89
20	Managed Systems Engineer - Senior	\$ 26.18	\$ 26.18
21	Managed Systems Engineer - Intermediate	\$ 21.82	\$ 21.82
22	Managed Systems Engineer - Associate	\$ 18.19	\$ 18.19
23	Applications Systems Analyst - Senior	\$ 61.06	\$ 71.92
24	Applications Systems Analyst - Intermediate	\$ 46.81	\$ 55.24
25	Applications Systems Analyst - Associate	\$ 19.20	\$ 19.20
26	Software Engineer - Senior	\$ 67.85	\$ 79.90
27	Software Engineer - Intermediate	\$ 52.00	\$ 61.36



28	Software Engineer - Associate	\$ 19.20	\$ 19.20
29	Applications Programmer - Senior	\$ 56.18	\$ 66.29
30	Applications Programmer - Intermediate	\$ 46.81	\$ 55.24
31	Applications Programmer - Associate	\$ 19.20	\$ 19.20
32	IT Certified Professional - Senior	\$ 31.43	\$ 31.43
33	IT Certified Professional - Intermediate	\$ 26.18	\$ 26.18
34	IT Certified Professional - Associate	\$ 21.82	\$ 21.82
35	Seat Management Administrator	\$ 18.19	\$ 18.19
36	Configuration Management (CM) Specialist - Senior	\$ 47.49	\$ 55.94
37	Configuration Management (CM) Specialist - Intermediate	\$ 36.40	\$ 42.95
38	Configuration Management (CM) Specialist - Associate	\$ 19.20	\$ 19.20
39	Computer Operator - Senior	\$ 27.58	\$ 32.54
40	Computer Operator - Intermediate	\$ 25.09	\$ 29.62
41	Computer Operator - Associate	\$ 13.80	\$ 13.80
42	Information Assurance Engineer - Senior	\$ 89.60	\$ 105.54
43	Information Assurance Engineer - Intermediate	\$ 68.66	\$ 81.02
44	Information Assurance Engineer - Associate	\$ 23.03	\$ 23.03
45	Information Systems Auditor - Senior	\$ 31.45	\$ 37.28
46	Information Systems Auditor - Intermediate	\$ 21.82	\$ 21.82
47	Information Systems Auditor - Associate	\$ 18.19	\$ 18.19
48	Data Security Analyst - Senior	\$ 26.18	\$ 26.18
49	Data Security Analyst - Intermediate	\$ 21.82	\$ 21.82
50	Data Security Analyst - Associate	\$ 18.19	\$ 18.19
51	Disaster Recovery/COOP/Contingency Administrator	\$ 30.35	\$ 35.82
52	Information Security Specialist - Senior	\$ 62.42	\$ 73.65
53	Information Security Specialist - Intermediate	\$ 52.00	\$ 61.36
54	Information Security Specialist - Associate	\$ 21.39	\$ 21.39
55	Systems Administrator - Senior	\$ 56.18	\$ 66.29
56	Systems Administrator - Intermediate	\$ 46.81	\$ 55.24
57	Systems Administrator -Associate	\$ 19.20	\$ 19.20
58	Database Administrator	\$ 52.00	\$ 61.36
59	Database Analyst/Programmer - Senior	\$ 61.06	\$ 71.92
60	Database Analyst/Programmer - Intermediate	\$ 46.81	\$ 55.24
61	Database Analyst/Programmer - Associate	\$ 19.20	\$ 24.05
62	Database Librarian	\$ 15.58	\$ 16.93
63	Data Warehousing Project Manager	\$ 36.05	\$ 44.93
64	Data Architect	\$ 68.61	\$ 81.08
65	Data Warehouse Analyst	\$ 26.18	\$ 26.18
66	Data Warehousing Programmer	\$ 18.19	\$ 29.91



67	Data Warehousing Administrator	\$ 21.82	\$ 21.82
68	Help Desk Coordinator	\$ 21.82	\$ 21.82
69	Help Desk Support Service Specialist - Senior	\$ 46.81	\$ 55.24
70	Help Desk Support Service Specialist - Intermediate	\$ 39.03	\$ 46.07
71	Help Desk Support Service Specialist - Associate	\$ 15.86	\$ 15.86
72	PC Support Manager	\$ 26.39	\$ 32.10
73	PC Systems Specialist	\$ 17.44	\$ 17.44
74	PC Maintenance Technician	\$ 13.80	\$ 13.80
75	Web Project Manager	\$ 67.19	\$ 79.30
76	Web Designer - Senior	\$ 65.14	\$ 76.43
77	Web Designer - Intermediate	\$ 52.00	\$ 61.36
78	Web Designer - Associate	\$ 43.37	\$ 51.18
79	Web Software Developer - Senior	\$ 62.42	\$ 73.65
80	Web Software Developer - Intermediate	\$ 52.00	\$ 61.36
81	Web Software Developer - Associate	\$ 27.97	\$ 33.79
82	Web Technical Administrator	\$ 35.27	\$ 42.89
83	Web Content Administrator	\$ 28.05	\$ 34.12
84	Network Administrator - Senior	\$ 48.85	\$ 59.41
85	Network Administrator - Intermediate	\$ 29.61	\$ 29.61
86	Network Administrator - Associate	\$ 18.19	\$ 18.19
87	Network Support Technician - Senior	\$ 27.42	\$ 33.19
88	Network Support Technician - Intermediate	\$ 20.41	\$ 20.41
89	Network Support Technician - Associate	\$ 13.08	\$ 13.08
90	Documentation Specialist - Senior	\$ 27.00	\$ 29.98
91	Documentation Specialist - Intermediate	\$ 16.07	\$ 20.57
92	Documentation Specialist - Associate	\$ 13.23	\$ 16.93
93	Technical Editor	\$ 34.87	\$ 42.42
94	Graphics Specialist	\$ 15.66	\$ 15.66
95	ERP Business Analyst - Senior	\$ 123.99	\$ 144.15
96	ERP Business Analyst - Intermediate	\$ 35.03	\$ 35.03
97	ERP Business Analyst - Associate	\$ 18.19	\$ 18.19
98	Business Systems Analyst - Senior	\$ 30.80	\$ 30.80
99	Business Systems Analyst - Intermediate	\$ 25.66	\$ 25.66
100	Business Systems Analyst - Associate	\$ 18.19	\$ 18.19
101	Information Systems Training Manager	\$ 67.19	\$ 79.30
102	Information Systems Training Specialist - Senior	\$ 56.18	\$ 66.29
103	Information Systems Training Specialist - Intermediate	\$ 46.81	\$ 55.24
104	Information Systems Training Specialist - Associate	\$ 21.04	\$ 21.04

**Other Direct Costs**

	<b>Rate</b>
ODC-Fixed Price (Estimated)	16.60%
ODC-Time and Material (Estimated)	10.00%
ASCP Contract Source Equipment (Estimated)	4.00%
Travel and Per Diem (Estimated)	10.00%
ESI Source Software (Estimated)	0.00%
<b>Other</b>	
Functional Area Experts (Estimated)	0.00%
Subject Matter Experts (Estimated)	0.00%
Incidental Construction (Estimated)	0.00%

**Contract Year 2 (20 December 2007 - 19 December 2008)**

<b>Category Number</b>	<b>Labor Categories</b>	<b>Government Site Hourly Rate</b>	<b>Contractor Site Hourly Rate</b>
1	Program Manager - Senior	\$ 131.42	\$ 154.80
2	Program Manager - Intermediate	\$ 68.87	\$ 83.77
3	Program Manager - Associate	\$ 34.00	\$ 34.00
4	Project Manager - Senior	\$ 105.61	\$ 124.38
5	Project Manager - Intermediate	\$ 34.00	\$ 34.00
6	Project Manager - Associate	\$ 22.64	\$ 30.90
7	Project Planning Manager	\$ 23.61	\$ 23.61
8	Project Administrator	\$ 19.68	\$ 19.68
9	Project Engineer - Senior	\$ 40.47	\$ 40.47
10	Project Engineer - Intermediate	\$ 26.30	\$ 26.30
11	Project Engineer - Associate	\$ 19.68	\$ 19.68
12	Quality Assurance Analyst - Senior	\$ 43.40	\$ 52.78
13	Quality Assurance Analyst - Intermediate	\$ 23.61	\$ 23.61
14	Quality Assurance Analyst - Associate	\$ 18.64	\$ 18.64
15	Client/Server Network Architect	\$ 43.73	\$ 43.73
16	Software Architect	\$ 38.65	\$ 40.45
17	Systems Engineer - Senior	\$ 87.43	\$ 103.47
18	Systems Engineer - Intermediate	\$ 60.67	\$ 71.81
19	Systems Engineer - Associate	\$ 46.37	\$ 54.21
20	Managed Systems Engineer - Senior	\$ 26.83	\$ 26.83



21	Managed Systems Engineer - Intermediate	\$ 22.37	\$ 22.37
22	Managed Systems Engineer - Associate	\$ 18.64	\$ 18.64
23	Applications Systems Analyst - Senior	\$ 62.59	\$ 73.72
24	Applications Systems Analyst - Intermediate	\$ 47.98	\$ 56.62
25	Applications Systems Analyst - Associate	\$ 19.68	\$ 19.68
26	Software Engineer - Senior	\$ 69.55	\$ 81.90
27	Software Engineer - Intermediate	\$ 53.30	\$ 62.89
28	Software Engineer - Associate	\$ 19.68	\$ 19.68
29	Applications Programmer - Senior	\$ 57.58	\$ 67.95
30	Applications Programmer - Intermediate	\$ 47.98	\$ 56.62
31	Applications Programmer - Associate	\$ 19.68	\$ 19.68
32	IT Certified Professional - Senior	\$ 32.22	\$ 32.22
33	IT Certified Professional - Intermediate	\$ 26.83	\$ 26.83
34	IT Certified Professional - Associate	\$ 22.37	\$ 22.37
35	Seat Management Administrator	\$ 18.64	\$ 18.64
36	Configuration Management (CM) Specialist - Senior	\$ 48.68	\$ 57.34
37	Configuration Management (CM) Specialist - Intermediate	\$ 37.31	\$ 44.02
38	Configuration Management (CM) Specialist - Associate	\$ 19.68	\$ 19.68
39	Computer Operator - Senior	\$ 28.27	\$ 33.35
40	Computer Operator - Intermediate	\$ 25.72	\$ 30.36
41	Computer Operator - Associate	\$ 14.15	\$ 14.15
42	Information Assurance Engineer - Senior	\$ 91.84	\$ 108.18
43	Information Assurance Engineer - Intermediate	\$ 70.38	\$ 83.05
44	Information Assurance Engineer - Associate	\$ 23.61	\$ 23.61
45	Information Systems Auditor - Senior	\$ 32.24	\$ 38.21
46	Information Systems Auditor - Intermediate	\$ 22.37	\$ 22.37
47	Information Systems Auditor - Associate	\$ 18.64	\$ 18.64
48	Data Security Analyst - Senior	\$ 26.83	\$ 26.83
49	Data Security Analyst - Intermediate	\$ 22.37	\$ 22.37
50	Data Security Analyst - Associate	\$ 18.64	\$ 18.64
51	Disaster Recovery/COOP/Contingency Administrator	\$ 31.11	\$ 36.72
52	Information Security Specialist - Senior	\$ 63.98	\$ 75.49
53	Information Security Specialist - Intermediate	\$ 53.30	\$ 62.89
54	Information Security Specialist - Associate	\$ 21.92	\$ 21.92
55	Systems Administrator - Senior	\$ 57.58	\$ 67.95
56	Systems Administrator - Intermediate	\$ 47.98	\$ 56.62
57	Systems Administrator -Associate	\$ 19.68	\$ 19.68
58	Database Administrator	\$ 53.30	\$ 62.89
59	Database Analyst/Programmer - Senior	\$ 62.59	\$ 73.72



60	Database Analyst/Programmer - Intermediate	\$ 47.98	\$ 56.62
61	Database Analyst/Programmer - Associate	\$ 19.68	\$ 24.65
62	Database Librarian	\$ 15.97	\$ 17.35
63	Data Warehousing Project Manager	\$ 36.95	\$ 46.05
64	Data Architect	\$ 70.33	\$ 83.11
65	Data Warehouse Analyst	\$ 26.83	\$ 26.83
66	Data Warehousing Programmer	\$ 18.64	\$ 30.66
67	Data Warehousing Administrator	\$ 22.37	\$ 22.37
68	Help Desk Coordinator	\$ 22.37	\$ 22.37
69	Help Desk Support Service Specialist - Senior	\$ 47.98	\$ 56.62
70	Help Desk Support Service Specialist - Intermediate	\$ 40.01	\$ 47.22
71	Help Desk Support Service Specialist - Associate	\$ 16.26	\$ 16.26
72	PC Support Manager	\$ 27.05	\$ 32.90
73	PC Systems Specialist	\$ 17.88	\$ 17.88
74	PC Maintenance Technician	\$ 14.15	\$ 14.15
75	Web Project Manager	\$ 68.87	\$ 81.28
76	Web Designer - Senior	\$ 66.77	\$ 78.34
77	Web Designer - Intermediate	\$ 53.30	\$ 62.89
78	Web Designer - Associate	\$ 44.45	\$ 52.46
79	Web Software Developer - Senior	\$ 63.98	\$ 75.49
80	Web Software Developer - Intermediate	\$ 53.30	\$ 62.89
81	Web Software Developer - Associate	\$ 28.67	\$ 34.63
82	Web Technical Administrator	\$ 36.15	\$ 43.96
83	Web Content Administrator	\$ 28.75	\$ 34.97
84	Network Administrator - Senior	\$ 50.07	\$ 60.90
85	Network Administrator - Intermediate	\$ 30.35	\$ 30.35
86	Network Administrator - Associate	\$ 18.64	\$ 18.64
87	Network Support Technician - Senior	\$ 28.11	\$ 34.02
88	Network Support Technician - Intermediate	\$ 20.92	\$ 20.92
89	Network Support Technician - Associate	\$ 13.41	\$ 13.41
90	Documentation Specialist - Senior	\$ 27.68	\$ 30.73
91	Documentation Specialist - Intermediate	\$ 16.47	\$ 21.08
92	Documentation Specialist - Associate	\$ 13.56	\$ 17.35
93	Technical Editor	\$ 35.74	\$ 43.48
94	Graphics Specialist	\$ 16.05	\$ 16.05
95	ERP Business Analyst - Senior	\$ 127.09	\$ 147.75
96	ERP Business Analyst - Intermediate	\$ 35.91	\$ 35.91
97	ERP Business Analyst - Associate	\$ 18.64	\$ 18.64
98	Business Systems Analyst - Senior	\$ 31.57	\$ 31.57



99	Business Systems Analyst - Intermediate	\$ 26.30	\$ 26.30
100	Business Systems Analyst - Associate	\$ 18.64	\$ 18.64
101	Information Systems Training Manager	\$ 68.87	\$ 81.28
102	Information Systems Training Specialist - Senior	\$ 57.58	\$ 67.95
103	Information Systems Training Specialist - Intermediate	\$ 47.98	\$ 56.62
104	Information Systems Training Specialist - Associate	\$ 21.57	\$ 21.57

**Other Direct Costs**

	Rate
ODC-Fixed Price (Estimated)	16.60%
ODC-Time and Material (Estimated)	10.00%
ASCP Contract Source Equipment (Estimated)	4.00%
Travel and Per Diem (Estimated)	10.00%
ESI Source Software (Estimated)	0.00%
<b>Other</b>	
Functional Area Experts (Estimated)	0.00%
Subject Matter Experts (Estimated)	0.00%
Incidental Construction (Estimated)	0.00%

**Contract Year 3 (20 December 2008 - 19 December 2009)**

Category Number	Labor Categories	Government Site Hourly Rate	Contractor Site Hourly Rate
1	Program Manager - Senior	\$ 134.71	\$ 158.67
2	Program Manager - Intermediate	\$ 70.59	\$ 85.86
3	Program Manager - Associate	\$ 34.85	\$ 34.85
4	Project Manager - Senior	\$ 108.25	\$ 127.49
5	Project Manager - Intermediate	\$ 34.85	\$ 34.85
6	Project Manager - Associate	\$ 23.21	\$ 31.67
7	Project Planning Manager	\$ 24.20	\$ 24.20
8	Project Administrator	\$ 20.17	\$ 20.17
9	Project Engineer - Senior	\$ 41.48	\$ 41.48
10	Project Engineer - Intermediate	\$ 26.96	\$ 26.96
11	Project Engineer - Associate	\$ 20.17	\$ 20.17
12	Quality Assurance Analyst - Senior	\$ 44.49	\$ 54.10
13	Quality Assurance Analyst - Intermediate	\$ 24.20	\$ 24.20



14	Quality Assurance Analyst - Associate	\$ 19.11	\$ 19.11
15	Client/Server Network Architect	\$ 44.82	\$ 44.82
16	Software Architect	\$ 39.62	\$ 41.46
17	Systems Engineer - Senior	\$ 89.62	\$ 106.06
18	Systems Engineer - Intermediate	\$ 62.19	\$ 73.61
19	Systems Engineer - Associate	\$ 47.53	\$ 55.57
20	Managed Systems Engineer - Senior	\$ 27.50	\$ 27.50
21	Managed Systems Engineer - Intermediate	\$ 22.93	\$ 22.93
22	Managed Systems Engineer - Associate	\$ 19.11	\$ 19.11
23	Applications Systems Analyst - Senior	\$ 64.15	\$ 75.56
24	Applications Systems Analyst - Intermediate	\$ 49.18	\$ 58.04
25	Applications Systems Analyst - Associate	\$ 20.17	\$ 20.17
26	Software Engineer - Senior	\$ 71.29	\$ 83.95
27	Software Engineer - Intermediate	\$ 54.63	\$ 64.46
28	Software Engineer - Associate	\$ 20.17	\$ 20.17
29	Applications Programmer - Senior	\$ 59.02	\$ 69.65
30	Applications Programmer - Intermediate	\$ 49.18	\$ 58.04
31	Applications Programmer - Associate	\$ 20.17	\$ 20.17
32	IT Certified Professional - Senior	\$ 33.03	\$ 33.03
33	IT Certified Professional - Intermediate	\$ 27.50	\$ 27.50
34	IT Certified Professional - Associate	\$ 22.93	\$ 22.93
35	Seat Management Administrator	\$ 19.11	\$ 19.11
36	Configuration Management (CM) Specialist - Senior	\$ 49.90	\$ 58.77
37	Configuration Management (CM) Specialist - Intermediate	\$ 38.24	\$ 45.12
38	Configuration Management (CM) Specialist - Associate	\$ 20.17	\$ 20.17
39	Computer Operator - Senior	\$ 28.98	\$ 34.18
40	Computer Operator - Intermediate	\$ 26.36	\$ 31.12
41	Computer Operator - Associate	\$ 14.50	\$ 14.50
42	Information Assurance Engineer - Senior	\$ 94.14	\$ 110.88
43	Information Assurance Engineer - Intermediate	\$ 72.14	\$ 85.13
44	Information Assurance Engineer - Associate	\$ 24.20	\$ 24.20
45	Information Systems Auditor - Senior	\$ 33.05	\$ 39.17
46	Information Systems Auditor - Intermediate	\$ 22.93	\$ 22.93
47	Information Systems Auditor - Associate	\$ 19.11	\$ 19.11
48	Data Security Analyst - Senior	\$ 27.50	\$ 27.50
49	Data Security Analyst - Intermediate	\$ 22.93	\$ 22.93
50	Data Security Analyst - Associate	\$ 19.11	\$ 19.11
51	Disaster Recovery/COOP/Contingency Administrator	\$ 31.89	\$ 37.64
52	Information Security Specialist - Senior	\$ 65.58	\$ 77.38



53	Information Security Specialist - Intermediate	\$ 54.63	\$ 64.46
54	Information Security Specialist - Associate	\$ 22.47	\$ 22.47
55	Systems Administrator - Senior	\$ 59.02	\$ 69.65
56	Systems Administrator - Intermediate	\$ 49.18	\$ 58.04
57	Systems Administrator -Associate	\$ 20.17	\$ 20.17
58	Database Administrator	\$ 54.63	\$ 64.46
59	Database Analyst/Programmer - Senior	\$ 64.15	\$ 75.56
60	Database Analyst/Programmer - Intermediate	\$ 49.18	\$ 58.04
61	Database Analyst/Programmer - Associate	\$ 20.17	\$ 25.27
62	Database Librarian	\$ 16.37	\$ 17.78
63	Data Warehousing Project Manager	\$ 37.87	\$ 47.20
64	Data Architect	\$ 72.09	\$ 85.19
65	Data Warehouse Analyst	\$ 27.50	\$ 27.50
66	Data Warehousing Programmer	\$ 19.11	\$ 31.43
67	Data Warehousing Administrator	\$ 22.93	\$ 22.93
68	Help Desk Coordinator	\$ 22.93	\$ 22.93
69	Help Desk Support Service Specialist - Senior	\$ 49.18	\$ 58.04
70	Help Desk Support Service Specialist - Intermediate	\$ 41.01	\$ 48.40
71	Help Desk Support Service Specialist - Associate	\$ 16.67	\$ 16.67
72	PC Support Manager	\$ 27.73	\$ 33.72
73	PC Systems Specialist	\$ 18.33	\$ 18.33
74	PC Maintenance Technician	\$ 14.50	\$ 14.50
75	Web Project Manager	\$ 70.59	\$ 83.31
76	Web Designer - Senior	\$ 68.44	\$ 80.30
77	Web Designer - Intermediate	\$ 54.63	\$ 64.46
78	Web Designer - Associate	\$ 45.56	\$ 53.77
79	Web Software Developer - Senior	\$ 65.58	\$ 77.38
80	Web Software Developer - Intermediate	\$ 54.63	\$ 64.46
81	Web Software Developer - Associate	\$ 29.39	\$ 35.50
82	Web Technical Administrator	\$ 37.05	\$ 45.06
83	Web Content Administrator	\$ 29.47	\$ 35.84
84	Network Administrator - Senior	\$ 51.32	\$ 62.42
85	Network Administrator - Intermediate	\$ 31.11	\$ 31.11
86	Network Administrator - Associate	\$ 19.11	\$ 19.11
87	Network Support Technician - Senior	\$ 28.81	\$ 34.87
88	Network Support Technician - Intermediate	\$ 21.44	\$ 21.44
89	Network Support Technician - Associate	\$ 13.75	\$ 13.75
90	Documentation Specialist - Senior	\$ 28.37	\$ 31.50
91	Documentation Specialist - Intermediate	\$ 16.88	\$ 21.61



92	Documentation Specialist - Associate	\$ 13.90	\$ 17.78
93	Technical Editor	\$ 36.63	\$ 44.57
94	Graphics Specialist	\$ 16.45	\$ 16.45
95	ERP Business Analyst - Senior	\$ 130.27	\$ 151.44
96	ERP Business Analyst - Intermediate	\$ 36.81	\$ 36.81
97	ERP Business Analyst - Associate	\$ 19.11	\$ 19.11
98	Business Systems Analyst - Senior	\$ 32.36	\$ 32.36
99	Business Systems Analyst - Intermediate	\$ 26.96	\$ 26.96
100	Business Systems Analyst - Associate	\$ 19.11	\$ 19.11
101	Information Systems Training Manager	\$ 70.59	\$ 83.31
102	Information Systems Training Specialist - Senior	\$ 59.02	\$ 69.65
103	Information Systems Training Specialist - Intermediate	\$ 49.18	\$ 58.04
104	Information Systems Training Specialist - Associate	\$ 22.11	\$ 22.11

**Other Direct Costs**

	<b>Rate</b>
ODC-Fixed Price (Estimated)	16.60%
ODC-Time and Material (Estimated)	10.00%
ASCP Contract Source Equipment (Estimated)	4.00%
Travel and Per Diem (Estimated)	10.00%
ESI Source Software (Estimated)	0.00%
<b>Other</b>	
Functional Area Experts (Estimated)	0.00%
Subject Matter Experts (Estimated)	0.00%
Incidental Construction (Estimated)	0.00%