

General Services Administration
Federal Supply Service
Authorized Information Technology Price List

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

General Purpose Commercial Information Technology Equipment, Software and Services

SIN 54151S - Information Technology (IT) Professional Services
SIN ANCILLARY - Ancillary Support and/or Services
SIN OLM – Order Level Materials

Contract Number: GS-35F-120DA

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

Contract Period: January 15, 2016 – January 14, 2021



10980 Grantchester Way Suite 300
Columbia, Maryland 21044-6104
443.561.0180
Fax 443.561.0199

Contracts@EdwPS.com
<http://www.edwps.com>

Edwards Performance Solutions is a Woman Owned Small Business (WOSB)

DUNS: 018095799
CAGE Code: 1EMV5

GSA Federal Supply Service IT Schedule 70 Price List

Table of Contents

General Contract Information 3
Labor Category Descriptions for SIN 54151S..... 5
Labor Category Rates for IT Professional Services 54151S 15

General Contract Information

1a. Table of Awarded Special Item Numbers (SINs):
(Please refer to page #4 for a more detailed description)

- 132-51 Information Technology Professional Services

1b. Lowest Priced Model Number and Lowest Price: Refer to our labor category rates on page #9

1c. Labor Category Descriptions: Refer to page #4

2. Maximum Order: \$500,000

3. Minimum Order: None

4. Geographic Coverage: Domestic Only

5. Point (s) of Production: 10980 Grantchester Way, Suite 300
Columbia, MD 21044

6. Discount from List Price: All Prices Herein are Net

7. Quantity Discounts: An additional +1% of quoted hourly rates for orders of \$400,000 or more

8. Prompt Payment Terms: 1% if paid within 10 days, net 30
Information for Ordering Offices: Prompt Payment Terms cannot be negotiated out of the contractual agreement in exchange for other concessions

9a. Government Purchase Card *is* accepted at or below the micro – purchase threshold.

9b. Government Purchase Card *is* accepted above the micro – purchase threshold.

10. Foreign Items: None

11a. Time of Delivery: To Be Negotiated with Ordering Agency

11b. Expedited Delivery: To Be Negotiated with Ordering Agency

11c. Overnight and 2-Day Delivery: To Be Negotiated with Ordering Agency

11d. Urgent Requirement: To Be Negotiated with Ordering Agency

12. F.O.B. Point(s): Destination

13a. Ordering Address: Edwards Performance Solutions
Attn: **Michelle LaRosa**
10980 Grantchester Way, Suite 300
Columbia, MD 21044

13b. For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPAs), are found in Federal Acquisition Regulation (FAR) 8.405-3.

14. Payment Address: Edwards Performance Solutions
Attn: **Michelle LaRosa**
10980 Grantchester Way, Suite 300
Columbia, MD 21044

15. Warranty Provision: Not Applicable

16. Export Packing Charges: Not Applicable

17. Terms & Conditions of Government Purchase Card Acceptance: None

GSA Federal Supply Service IT Schedule 70 Price List

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| 18. Terms and conditions of rental, maintenance, and repair: | Not Applicable |
| 19. Terms and conditions of installation (if applicable): | Not Applicable |
| 20. Terms and conditions of repair parts indicating date of parts, price lists and any discounts from list prices: | Not Applicable |
| 20a. Terms and conditions for any other services (if applicable): | Not Applicable |
| 21. List of service and distribution points (if applicable): | Not Applicable |
| 22. List of participating dealers (if applicable): | Not Applicable |
| 23. Preventative maintenance (if applicable) | Not Applicable |
| 24a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants.): | Not Applicable |
| 24b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at:
www.Section508.gov/ | Contact Contract Administrator for more information. |
| 25. Data Universal Number System (DUNS) Number: | 018095799 |
| 26. Edwards Industries, LLC <i>is</i> registered in the Systems for Acquisition Management database (SAM). | |

Labor Category Descriptions for SIN 54151S

Labor Category	Principal Program Manager
Minimum Experience	20 years
Education	Bachelor's Degree
Functional Responsibility	Manages large or extremely complex IT programs or research efforts. Represents senior level management and takes appropriate responsible actions to ensure program success. Organizes, directs, and coordinates planning and production of all program/effort IT activities. Employs excellent verbal and written communication skills to describe complex IT issues and resolutions to various program stakeholders. Meets with appropriate client management personnel, other program managers, and client agency representatives, to review program status against key performance indicators, identify risks, develop risk mitigation strategies, and resolve complex issues. Formulates and reviews strategic plans, subcontracting, and deliverable items. Reviews all program deliverables to ensure contract compliance and consistency with customer expectations.

Labor Category	Program Manager
Minimum Experience	15 years
Education	Bachelor's Degree
Functional Responsibility	Manages complex, cross-organizational IT programs exceeding \$10M in value. Organizes, coordinates, plans, and produces all program/effort activities. Directs the activities of multiple IT project managers simultaneously. Develops and executes complex technical tasks, applying analytical problem solving methodologies and provides technical direction to support staff. Interfaces with Government and prime contractor personnel and effectively allocates resources.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Business Analyst
Minimum Experience	9 years
Education	Bachelor's Degree
Functional Responsibility	Analyzes and designs business processes. Interviews stakeholders at various levels in the organization to gather an understanding of existing business processes, identify areas for improvement, identify business requirements, and designs future business processes. Documents business and systems requirements used to develop and test IT systems. Diagnoses and develops resolutions to identified issues or problems with IT systems.

Labor Category	Senior Project Manager
Minimum Experience	12 years
Education	Bachelor's Degree
Functional Responsibility	Plans and manages cross-organizational IT project(s) valued in excess of \$5M. Develops and manages detailed project plans including tasks, resources, timelines, level of effort, and cost (hours and dollars). Reports project status up, down, and across the organization. Takes action to mitigate IT project risk including but not limited to re-deploying resources, confirming requirements, adjusting schedules, and planned costs. Employs analytical problem solving methodologies to diagnose and resolve reported problems.

Labor Category	Associate Project Manager
Minimum Experience	6 years
Education	Bachelor's Degree
Functional Responsibility	Plans and manages cross-organizational IT project(s) valued up to \$5M. Develops and manages to detailed project plans including tasks, resources, timelines, level of effort, cost (hours and dollars). Reports project status up, down, and across the organization. Takes action to mitigate IT project risk including but not limited to re-deploying resources, confirming requirements, adjusting schedules, and planned costs. Employs analytical problem solving methodologies to diagnose and resolve reported problems..

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Senior Project Controller
Minimum Experience	6 years
Education	Associate's Degree
Functional Responsibility	Collects, organizes, and analyzes the financial condition of IT projects. Monitors actual costs compared to budget. Identifies variances to budgeted costs and hours. Shares financial status of a project with key stakeholders including the IT project manager, program manager, and others. Monitors the status of funds, identifies when additional funds are needed, and when necessary, prepares revised funding requests. Monitors profitability of a project and works with key stakeholders to address related issues.

Labor Category	Senior Project Management Consultant
Minimum Experience	8 years
Education	Bachelor's Degree
Functional Responsibility	Improves performance of other IT project managers by reviewing existing project plans, status against plans, metrics regarding cost and schedule and issue logs; works with project managers to incorporate industry best practices employed to manage IT projects. Employs well developed written and verbal communication skills to communicate issues and corresponding resolution.

Labor Category	Project Server Consultant
Minimum Experience	5 years
Education	Bachelor's Degree
Functional Responsibility	Manages the successful implementation of Microsoft Project Server edition. Interviews key client stakeholders to understand customer requirements. Configures or assists client in setting configuration options necessary to meet requirements. Where necessary, develops tools, techniques, and/or processes outside the system to meet requirements. Assists client in exploiting software features to manage client's portfolio of IT projects.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Senior Enterprise Portfolio Management (EPM) Specialist
Minimum Experience	5 years
Education	Bachelor's Degree
Functional Responsibility	Implements systems, technologies and solutions in support of organizational project management needs. Interviews key stakeholders of the organization to understand the scope, size, importance, priorities, and inter-dependencies of key IT projects. Applies Enterprise Project Management industry best practices to architect, develop, and implement solutions which collect, analyze, and report on an enterprise's portfolio of IT Projects. Employs knowledge and experience with multiple System Development Life Cycle (SDLC) and project management methodologies (such as Agile) to help organizations effectively manage IT resources and project risks.

Labor Category	Junior Scheduler
Minimum Experience	1 year
Education	Associate's Degree
Functional Responsibility	Uses tools, industry best practices, and customer knowledge to create, manage, update, and report on IT related project schedules. Uses scheduling tool(s) such as Microsoft Project, Primavera or others to track project scope, time, and cost. Provides detailed reports and dashboard on project progress. Applies understanding of IT development and operational methodologies including System Development Life Cycle (SDLC) to capture and summarize detailed schedule and cost information needed to successfully manage IT projects.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Senior Scheduler
Minimum Experience	3 years
Minimum Education	Associate's Degree
Functional Responsibility	Creates, manages, updates, and reports on large and complex IT project schedules. Tracks and monitors cost, time, and scope for multiple concurrent projects. Creates and maintains Integrated Master Schedules (IMS) containing statistics on multiple inter-related projects. Uses Microsoft Project, Microsoft Project Server, Primavera, or other scheduling and Enterprise Project Management (EPM) tools. Applies understanding of IT development and operational methodologies including System Development Life Cycle (SDLC) to capture and summarize detailed schedule and cost information needed to successfully manage IT projects. Employs Earned Value Management (EVM) techniques and metrics to identify and report on schedule and cost variances. Uses tools such as MS Project, Cobra, MPM, and others to capture, track and report EVM metrics.

Labor Category	Senior Instructional Designer
Minimum Experience	5 years
Minimum Education	Bachelor's Degree
Functional Responsibility	Creates and uses storyboards and/or instructional outlines to design and develop IT training courses. Participates in all phases of the Instructional Design process. Analyzes input of internal Subject Matter Experts (SMEs) to develop and modify training course material including: software documentation, participant guides, facilitator guides, presentation materials, learning evaluations, and additional resources. Models existing COTs material to ensure alignment with industry standards.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Testing Engineer
Minimum Experience	5 years
Minimum Education	Bachelor's Degree
Functional Responsibility	Develops detailed test plans including function to be tested, steps to be taken, and expected results. Executes tests as described in detailed test plans. Documents and records test results for review and acceptance. Assists program developers and other stakeholders in diagnosing and resolving variances to expected results. Participates in Root Cause Analysis when failure occurs.

Labor Category	SharePoint Developer
Minimum Experience	3 years
Minimum Education	Bachelor's Degree
Functional Responsibility	Interviews key stakeholders to understand customer requirements. Employs best industry practices and strong knowledge of Microsoft SharePoint to develop SharePoint applications. Designs Microsoft SharePoint forms. Administers Microsoft SharePoint design, forms, and business automation workflows.

Labor Category	Project Management Specialist I
Minimum Experience	3 years
Minimum Education	Bachelor's Degree
Functional Responsibility	Plans and manages cross-organizational IT project(s) valued up to \$1M. Develops and manages to detailed project plans including tasks, resources, timelines, level of effort, and cost (hours and dollars). Report project status up, down, and across the organization. Takes action to mitigate IT project risk including, but not limited to, re-deploying resources, confirming requirements, adjusting schedules, and planned costs. Employs analytical problem solving methodologies to diagnose and resolve reported problems.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Systems Engineer I
Minimum Experience	5 years
Minimum Education	Bachelors Degree
Functional Responsibility	Provides analysis related to the design, development, and integration of hardware, software, man machine interfaces and all system level requirements to provide an integrated IT Solution. Develops integrated system test requirements, strategies, devices and systems. Directs overall system level testing.

Labor Category	Training Specialist
Minimum Experience	5 years
Minimum Education	Bachelors Degree
Functional Responsibility	Assesses, designs, and conceptualizes training scenarios, approaches, objectives, plans, tools, aids, curriculums and other state of the art technologies related to training and behavioral studies. Identifies the best approach training requirements to include, but not limited to hardware, software simulations, course assessment and refreshment, assessment centers, oral examinations, interviews, computer assisted and adaptive testing, behavior-based assessment and performance and team and unit assessment and measurement. Develops and revises training courses. Prepares training catalogs and course materials. Trains personnel by conducting formal classroom courses, workshops and seminars.

Labor Category	Trainer
Minimum Experience	8 years
Minimum Education	Bachelors Degree
Functional Responsibility	Assesses, designs, and conceptualizes training scenarios, approaches, objectives, plans, tools, aids, curriculums and in the area of program and project management, software/system engineering. Identifies the best approach training requirements to develop and revise training courses. Prepares course materials including but not limited to training manuals, hands-on workbooks, and interactive activities/exercises. Trains personnel by conducting formal classroom courses, workshops and seminars. Facilitates instructor led training (ILT). Ensures training helps the individual/organization improve in their

GSA Federal Supply Service IT Schedule 70 Price List

	quality of performance and productivity. Evaluate training effectiveness, assess quality and success of programs, and share feedback to validate effectiveness and suggest improvements
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Labor Category	Senior Risk Manager
Minimum Experience	10 years
Minimum Education	Bachelors Degree
Functional Responsibility	Understands the importance by Identifying and quantifying the risk exposures to your organization. Maintains open communication channels between operational and executive management; raises the profile of risk management across the organization. Determines requirements for a scalable risk implementation to support organizational risk identification, qualification and quantification of risk, as well as effectively provide reasonable risk mitigation and response strategies to manage the probability and minimize impact for the client and helps define organizational risk appetite. Strong with reporting organizational risk and updates as risks are effectively managed, tracked, and reported.

Labor Category	Subject Matter Expert I
Minimum Experience	5 years
Minimum Education	Bachelors Degree
Functional Responsibility	Performs tasks of a moderate degree of difficulty with minimal supervision. Knowledge of specific tasks, processes, or functions to meet organization's best practice standards. Analyzes technical and performance risk and cost impacts of approaches and solutions to meet clients needs. Develop and recommend organization process changes to include new solutions and technologies. May establish performance and technical standards. Generates and approves project and testing specifications. Provides technical guidance for other project team members.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Service Desk Technician I
Minimum Experience	1 year
Minimum Education	High School Diploma
Functional Responsibility	Responds to and diagnoses problems through discussion with users. Ensures a timely process through which problems are controlled. Includes problem recognition, research, isolation and follow up steps. Provides support to end users on a variety of issues. Identifies, researches and resolves technical problems. Responds to telephone call, email and personnel requests for technical support. Documents, tracks and monitors the problem to ensure a timely resolution. Provides second-tier support to end users for either PC, server or mainframe applications or hardware. Interact with network services, software systems engineering and/or applications development to restore service and/or identify and correct the core problem. Simulates or recreates user problems to resolve operating difficulties. Recommends systems modifications to reduce user problems.

Labor Category	Service Desk Technician II
Minimum Experience	2 years
Minimum Education	High School Diploma
Functional Responsibility	Responds to and diagnoses problems through discussion with users. Ensures a timely process through which problems are controlled. Includes problem recognition, research, isolation and follow up steps. Provides support to end users on a variety of issues. Identifies, researches and resolves technical problems. Responds to telephone call, email and personnel requests for technical support. Documents, tracks and monitors the problem to ensure a timely resolution. Provides second-tier support to end users for either PC, server or mainframe applications or hardware. Interact with network services, software systems engineering and/or applications development to restore service and/or identify and correct the core problem. Simulates or recreates user problems to resolve operating difficulties. Recommends systems modifications to reduce user problems.

GSA Federal Supply Service IT Schedule 70 Price List

Labor Category	Service Desk Technician III
Minimum Experience	3 years
Minimum Education	High School Diploma
Functional Responsibility	Responds to and diagnoses problems through discussion with users. Ensures a timely process through which problems are controlled. Includes problem recognition, research, isolation and follow up steps. Identifies, researches and resolves technical problems. Responds to telephone call, email and personnel requests for technical support. Documents, tracks and monitors the problem to ensure a timely resolution. Provides second-tier support to end users for either PC, server or mainframe applications or hardware. Interact with network services, software systems engineering and/or applications development to restore service and/or identify and correct the core problem. Simulates or recreates user problems to resolve operating difficulties. Recommends systems modifications to reduce user problems.

Labor Category	Service Desk Technician IV
Minimum Experience	4 years
Minimum Education	High School Diploma
Functional Responsibility	Responds to and diagnoses problems through discussion with users. Ensures a timely process through which problems are controlled. Includes problem recognition, research, isolation and follow up steps. Provides second-tier support to end users for either PC, server or mainframe applications or hardware. Interact with network services, software systems engineering and/or applications development to restore service and/or identify and correct the core problem. Simulates or recreates user problems to resolve operating difficulties. Recommends systems modifications to reduce user problems.

Labor Category Rates for IT Professional Services SIN 54151S

Labor Category	Hourly Rate
Principle Program Manager	\$ 211.58
Program Manager	\$ 162.16
Business Analyst	\$ 160.22
Senior Project Manager	\$ 138.31
Associate Project Manager	\$ 120.50
Senior Project Controller	\$ 100.16
Senior Project Management Consultant	\$ 139.29
Project Server Consultant	\$ 184.53
Senior EPM Specialist	\$ 179.55
Junior Scheduler	\$ 64.09
Senior Scheduler	\$ 114.71
Senior Instructional Designer	\$ 149.62
Testing Engineer	\$ 156.43
Sharepoint Developer	\$ 124.69
Project Management Specialist I	\$ 94.99
Systems Engineer I	\$ 88.38
Training Specialist	\$ 115.79
Trainer	\$ 147.62
Senior Risk Manager	\$ 164.49
Subject Matter Expert I	\$ 73.36

Labor Category	Hourly Rate
Service Desk Technician I	\$ 56.49
Service Desk Technician II	\$ 61.87
Service Desk Technician III	\$ 63.25
Service Desk Technician IV	\$ 73.37

Quoted rates net of discount from our most favored customer and include industrial funding fee.