

GENERAL SERVICES ADMINISTRATION

Federal Supply Service *Authorized Federal Supply Schedule Price List*

On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order is available through **GSA Advantage!**TM, a menu-driven database system. The INTERNET address for **GSA Advantage!**TM is: <http://www.GSAAdvantage.gov>.

Multiple Award Schedule (MAS)

Federal Supply Group: Information Technology

Contract Number: GS35F653GA

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at <http://www.gsa.gov/schedules-ordering>

Contract Period: September 7, 2017 – September 6, 2022

Contractor: Aesa Consulting LLC
19875 Evergreen Mills Road
Leesburg, VA 20175

Business Size: Small Disadvantaged Business
Economically Disadvantaged Woman Owned Small Business

Telephone: (703) 309-1750
FAX Number: (703) 443-1964
Web Site: www.aesaconsulting.com
E-mail: aalexander@esaconsulting.com
Contract Administration: Andrea Alexander

CUSTOMER INFORMATION:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	Recovery SIN	SIN Description	Large Category	Subcategory	Page Number
54151S	54151SRC	Information Technology	Information Technology	IT Services	4
OLM	OLMRC	Order Level Materials	Information Technology	As directed	N/A

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See price list on page 4.

- 1c. **If the Contractor is proposing hourly rates a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. See page 4.**
2. **Maximum Order:** \$500,000.00
3. **Minimum Order:** \$100.00
4. **Geographic Coverage (delivery Area): 54151S – Domestic Only
OLM – Domestic Only**
5. **Point(s) of production (city, county, and state or foreign country):** Same as company address
6. **Discount from list prices or statement of net price:** Government net prices (discounts already deducted). See Attachment.
7. **Quantity discounts:** **Tier 1** - 2% on single orders that exceed \$500,000.
Tier 2 – 3% on single orders that exceed \$750,000.
8. **Prompt payment terms:** 1% - 20 days from receipt of invoice or date of acceptance, whichever is greater. Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.
- 9a. **Notification that Government purchase cards are accepted up to the micro-purchase threshold:** Yes
- 9b. **Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold:** Will accept.
10. **Foreign items (list items by country of origin):** None
- 11a. **Time of Delivery (Contractor insert number of days):** Specified on the Task Order
- 11b. **Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery:** Contact Contractor
- 11c. **Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery:** Contact Contractor
- 11d. **Urgent Requirements. The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to affect a faster delivery:** Contact Contractor
12. **F.O.B Points(s):** Destination
- 13a. **Ordering Address(es):** Same as Contractor
- 13b. **Ordering procedures: For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s), and a sample BPA are found in Federal Acquisition Regulation (FAR) 8.405-3.**
14. **Payment address(es):** Same as company address

15. **Warranty provision.:** N/A
16. **Export Packing Charges (if applicable):** N/A
17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
18. **Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
19. **Terms and conditions of installation (if applicable):** N/A
20. **Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. **Terms and conditions for any other services (if applicable):** N/A
21. **List of service and distribution points (if applicable):** N/A
22. **List of participating dealers (if applicable):** N/A
23. **Preventive maintenance (if applicable):** N/A
- 24a. **Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A
- 24b. **If applicable, indicate that Section 508 compliance information is N/A per I-FSS-600.**
25. **Data Universal Numbering System (DUNS) number:** 619559698
26. **Notification regarding registration in System of Award Management (SAM) database:** Aesa Consulting LLC is actively registered in the SAM database.
27. **Final Pricing:** The rates shown below include the Industrial Funding Fee (IFF).

Labor Category Descriptions

1. Commercial Job Title: Program Manager

Minimum/General Experience: Minimum of fifteen years of experience is required, of which ten years must be specialized. Specialized experience required includes: complete engineering project development from inception to deployment, demonstrated ability to provide guidance and direction in multiple tasks across several functional areas and including the use of different technologies. Proven expertise in the management and control of funds and resources, demonstrated capability in managing complex multi-task contracts.

Functional Responsibility: Responsible for the effective management of funds and personnel, and is accountable for the quality and timely delivery of contractual items. Operates within client guidance, contractual limitations, and Company business and policy directives. Serves as focal point of contact with client on program activities. Ensures that all required resources including manpower, production standards, computer time, and facilities are available for program implementation. Manages program consisting of multiple projects including project identification, design, development and delivery. Confers with project manager to provide technical advice and to assist with problem resolution. Participates in contract negotiations.

Minimum Education: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline. A PMP certificate is required.

2. Commercial Job Title: Project Manager

Minimum/General Experience: Minimum of six years of experience is required, of which four years must be specialized. Specialized experience required includes: complete engineering project development from inception to deployment; proven expertise in the management and control of funds and resources, demonstrated capability in managing multi-task contracts.

Functional Responsibility: Leads the project or multiple tasks and retains overall responsibility for performance including cost, schedule, deliverables and contractual compliance. Provides the interface to the customer and other project leaders. May work under a Program Manager for multiple projects. Identifies, acquires, and utilizes company resources to achieve project technical objectives. Establishes priorities, task assignment and completion. Ensures quality and productivity standards are maintained while meeting project/client deadlines and budget constraints. Serves as the client liaison on all project matters. Performs a quality assurance role and ensures timely delivery of all specified deliverables. Identifies all task responsibilities and reports any changes or suggestions accordingly to a Program Manager or the Client. Supervises the training of new personnel under the project to assure compliance with government regulations, codes, and Company policy and procedures.

Minimum Education: Bachelor's degree in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline. A PMP is highly desired.

3. Commercial Job Title: Business/Systems Analyst I

Minimum/General Experience: Minimum of four years of experience is required, of which three years must be specialized. Specialized experience required includes: developing functional requirements and data elements for complex integrated IT systems. General experience required includes: demonstrated ability to work independently or under only general direction. Where applicable, understanding of telecommunications products and services.

Functional Responsibility: Recommends improvements or modifications in sequence of operations, equipment utilization and related matters. Examines and analyzes current and contemplated operations for developing, defining, and coordinating user requirements which will satisfy the total program need. Translates user requirements into system specifications, data management plans, configuration management plans, life cycle management documentation, integrated logistics support plans and related operational summaries. Assists in the design, development, and analysis, test and maintenance of logical and physical databases.

Writes specification manuals and user documentation for client or user personnel. Gathers information from users, defines work problems, and designs a system and procedures to resolve problems.

Minimum Education: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

4. Commercial Job Title: Business/Systems Analyst II

Minimum/General Experience: Minimum of seven years of experience is required, of which five years must be specialized. Specialized experience required includes: superior functional knowledge of task order specific requirements, or developing functional requirements for complex integrated IT systems. Where applicable, strong understanding of telecommunications products and services.

Functional Responsibility: Performs advanced and complex systematic reviews of selected functions to determine application and design of systems or models. Participates in various testing functions (i.e. string and acceptance tests) to verify that results are correct. Develops and updates functional or operating manuals outlining established methods of performing work in accordance with organizational policy. Trains clients or user personnel in the operation and capabilities of proposed models. Provides functional guidance on more complex projects. May supervise and provide technical direction to lower level Business/Systems Analysts.

Minimum Education: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional, or technical discipline.

5. Commercial Job Title: Business/Systems Analyst III

Minimum/General Experience: Minimum of ten years of experience is required, of which eight years must be specialized. Specialized experience required includes: superior functional knowledge of task order specific requirements, or developing functional requirements for complex integrated IT systems. Where applicable, serve as subject matter expert on telecommunications products and services.

Functional Responsibility: Performs advanced and complex systematic reviews of selected functions to determine application and design of systems or models. Participates in various testing functions (i.e. string and acceptance tests) to verify that results are correct. Develops and updates functional or operating manuals outlining established methods of performing work in accordance with organizational policy. Trains clients or user personnel in the operation and capabilities of proposed models. Provides functional guidance on more complex projects. May supervise and provide technical direction to lower level Business/System Analysts.

Minimum Education: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional, or technical discipline.

6. Commercial Job Title: Software Engineer I

Minimum/General Experience: Minimum of four years of experience, of which at least two years must be specialized in software development.

Functional Responsibility: Assists in performing analysis, design, and development of complex computer systems software. Works with senior engineering staff in evaluating user needs with the maintenance of single-product modules and sub-systems. Designs and develops utility programs and operating systems adjuncts such as executive programs. Participates in the development of test strategies, devices and systems. Researches and develops solutions to the systems problems identified during testing or reported by quality assurance. Assists in the identification and evaluation of software and hardware products.

Minimum Education: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline.

7. Commercial Job Title: Database Administrator

Minimum/General Experience: Five years of experience providing database and associated database systems administration support, similar to that described under functional responsibility, and having knowledge and understanding of applicable technical concepts and practices.

Functional Responsibility: Provides operational support of computer hardware, system software, applications software, and system and user data files as configured within the associated database system. Provides maintenance for the integrity of all user/system data files, data verification following system restoration/recovery procedures, and data format conversion procedures during the import and/or export of data. Provides database reporting/printout support. Supports development of operating procedures and user technical manuals. Support is provided to a variety of database systems (e.g., Oracle, Sybase, and/or Informix).

Minimum Education: Associate's Degree, or a related Technical Certificate from a Technical School or recognized Vocational Program. In lieu of education an additional two years of experience is required.

8. Commercial Job Title: Documentation Specialist

Minimum/General Experience: Minimum of three years of experience is required, of which two years must be specialized. Specialized experience required includes: preparing technical documentation, which is to include research or application of applicable Government and industry documentation standards. General experience required includes: technical writing and documentation experience pertaining to any aspect of automatic data processing and where applicable, telecommunications products and services.

Functional Responsibility: Responsible for documentation including directing the work of others in the accomplishment of assigned documentation work. Collects and analyzes technical literature available. Organizes material and writes descriptive copy according to establish standards regarding order, clarity, conciseness, style, and terminology. Reviews published materials and recommends revisions or changes in scope, format, content, and methods of reproduction and binding. May select photographs, drawings, sketches, diagrams, and charts to illustrate material. May assist in laying out material for publication. Uses automated tools, including computer terminal and word processing or desktop publishing software in performing assigned duties. May coordinate the production and distribution of material.

Minimum Education: Bachelor's Degree in English, Literature, Computer Science, Information Systems, Business, or other related field

9. Commercial Job Title: Systems Architect

Minimum/General Experience: Minimum of ten years of experience is required.

Functional Responsibilities: Designs and implements enterprise infrastructure and platforms required for cloud computing. Analyzes system requirements and ensures that systems will be securely integrated with current applications. Requires a bachelor's degree in area of specialty. Has a deep understanding of system development in cloud environments, including Software as Service (SaaS), Platform as Service (PaaS), or Infrastructure as a Service (IaaS).

Minimum Education and Experience: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

10. Commercial Job Title: DevOps Engineer

Minimum/General Experience: Minimum of ten years of experience is required.

Functional Responsibilities: Deploys and configures services using infrastructure as a service provider (e.g., Amazon Web Services, Microsoft Azure, Google Compute Engine, RackSpace/OpenStack, Red Hat). Configures and manages Linux-based servers. Debug clusterbased computing architectures. Using scripting or basic programming skills to solve problems. Installation and management of open source monitoring tools. Configuration management tools(e.g., Puppet, Chef, Ansible, Salt). Architecture for continuous integration and deployment, and continuous monitoring. Containerization technologies (e.g., LXC, Docker, OpenShift, Rocket).

Minimum Education and Experience: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

11. Commercial Job Title: Consulting Engineer

Minimum/General Experience: Minimum of fifteen years of experience is required.

Functional Responsibilities: Possesses understanding covering the planning, research, development, design, testing, evaluation, production, analysis, and implementation of information systems, programs and equipment. Provides technical assistance to others working on requirements, definition, system requirements analysis, system level design and integration, operations support planning and/or the coordination of the preparation of system development specifications and specialty engineering plans. May be skilled in systems engineering, electrical engineering or industrial engineering activities. Functional Responsibility: Working under close supervision, person provides technical or scientific and project support for multiple large-scale projects that cross-cut multiple specialization and product development areas. Applies advanced business and/or technical expertise to assist others with defining, analyzing, validating and documenting complex customer operating environments, states of technology and current engineering processes. Provides advanced technical support to others involved in applying specialized knowledge to complex customer processes and requirements. Supports complex technical investigations through advanced research techniques, analysis or development phases of engineering projects. Works with other engineering disciplines in the development and application of processes to improve quality, reliability, cost customer appeal, and satisfaction.

Minimum Education and Experience: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

12. Commercial Job Title: Subject Matter Expert I

Minimum/General Experience: Minimum of five years of experience is required.

Functional Responsibilities: Provides specialized scientific and engineering related support required to complete various technical tasks. Consults in a highly specialized functional or technical area, providing specific technical and/or functional guidance that reflects detailed, expert knowledge of evolving technologies, government institutions, service markets, and budgetary demands. Performs complex analyses and studies to establish requirements, define new business processes, and specify the basic architecture for service delivery mechanisms and systems. Evaluates return-on investment, efficiencies, and practicality of new business and information approaches and infusion of new technologies. Develops standards, policies, and guidelines to ensure appropriate application, implementation, and compatibility with government-wide technical standards. Provides expert advice and guidance in developing and documenting data in support of critical mission and business processes that ensure efficiencies in delivery of services and improvement of quality in services delivered. Presents findings through reports and presentations to contractor management and client representatives.

Minimum Education and Experience: Bachelor's Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

13. Commercial Job Title: Subject Matter Expert II

Minimum/General Experience: Minimum of fifteen years of experience is required.

Functional Responsibilities: Provides specialized scientific and engineering related support required to complete various technical tasks. Consults in a highly specialized functional or technical area, providing specific technical and/or functional guidance that reflects detailed, expert knowledge of evolving technologies, government institutions, service markets, and budgetary demands. Performs complex analyses and studies to establish requirements, define new business processes, and specify the basic architecture for service delivery mechanisms and systems. Evaluates return-on investment, efficiencies, and practicality of new business and information approaches and infusion of new technologies. Develops standards, policies, and guidelines to ensure appropriate application, implementation, and compatibility with government-wide technical standards. Provides expert advice and guidance in developing and documenting data in support of critical mission and business processes that ensure efficiencies in delivery of services and improvement of quality in services delivered.

Minimum Education and Experience: Bachelor’s Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

14. Commercial Job Title: Subject Matter Expert III

Minimum/General Experience: Minimum of twenty years of experience is required.

Functional Responsibilities: The SME III category is reserved for distinguished IT experts. These experts bring industry recognized authority and status and thus are compensated at higher levels than counterparts with equivalent educational achievements and experience. Provides specialized scientific and engineering related support required to complete various technical tasks. Consults in a highly specialized functional or technical area, providing specific technical and/or functional guidance that reflects detailed, expert knowledge of evolving technologies, government institutions, service markets, and budgetary demands. Performs complex analyses and studies to establish requirements, define new business processes, and specify the basic architecture for service delivery mechanisms and systems. Evaluates return-on-investment, efficiencies, and practicality of new business and information approaches and infusion of new technologies. Develops standards, policies, and guidelines to ensure appropriate application, implementation, and compatibility with government-wide technical standards. Provides expert advice and guidance in supporting critical mission and business processes. Through knowledge of evolving scientific methods and technical standards, incorporates best practices into work processes and measurement approaches.

Minimum Education and Experience: Master’s Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline.

15. Commercial Job Title: IT Trainer

Minimum/General Experience: Minimum of seven years of experience is required.

Functional Responsibilities: Serves as the primary interface and point of contact with customer program authorities. Works with internal resources to efficiently articulate training materials. Plans, directs, and supports the execution of instruction. Depending on the individual’s specialty and task requirement, may be required to utilize analytical skills in a training environment.

Minimum Education and Experience: Bachelor’s Degree in Computer Science, Information Systems, Engineering, Business, or other related scientific, functional or technical discipline; or Industry Certificate

Labor Category Price List

Item	SIN	Labor Category	Site	Year 1	Year 2	Year 3	Year 4	Year 5
1	54161S	Program Manager	Both	\$172.36	\$175.81	\$179.32	\$182.91	\$186.57
2	54161S	Project Manager	Both	\$132.97	\$135.63	\$138.34	\$141.11	\$143.93
3	54161S	Business/Systems Analyst I	Both	\$106.15	\$108.27	\$110.44	\$112.64	\$114.89
4	54161S	Business/Systems Analyst II	Both	\$130.28	\$132.89	\$135.54	\$138.25	\$141.02
5	54161S	Business/Systems Analyst III	Both	\$144.76	\$147.65	\$150.60	\$153.61	\$156.69
6	54161S	Software Engineer	Both	\$135.10	\$137.80	\$140.56	\$143.38	\$146.24
7	54161S	Database Administrator	Both	\$127.60	\$130.15	\$132.76	\$135.41	\$138.12
8	54161S	Documentation Specialist	Both	\$80.58	\$82.20	\$83.84	\$85.52	\$87.22
9	54161S	Systems Architect	Both	\$180.81	\$185.33	\$189.96	\$194.71	\$199.58
10	54161S	DevOps Engineer	Both	\$190.58	\$195.34	\$200.23	\$205.23	\$210.36
11	54161S	Consulting Engineer	Both	\$205.24	\$210.37	\$215.63	\$221.02	\$226.55
12	54161S	Subject Matter Expert I	Both	\$144.63	\$148.25	\$151.96	\$155.76	\$159.65
13	54161S	Subject Matter Expert II	Both	\$174.56	\$178.92	\$183.40	\$187.98	\$192.68
14	54161S	Subject Matter Expert III	Both	\$199.50	\$204.48	\$209.60	\$214.84	\$220.21
15	54161S	IT Trainer	Both	\$141.71	\$145.26	\$148.89	\$152.61	\$156.42