

**AUTHORIZED FEDERAL SUPPLY SERVICE  
INFORMATION TECHNOLOGY SCHEDULE PRICELIST  
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY  
EQUIPMENT, SOFTWARE AND SERVICES**

Special Item No. 132-51 Information Technology Professional Services

**SIN 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES**

FPDS Code D301	IT Facility Operation and Maintenance
FPDS Code D302	IT Systems Development Services
FPDS Code D306	IT Systems Analysis Services
FPDS Code D307	Automated Information Systems Design and Integration Services
FPDS Code D308	Programming Services
FPDS Code D310	IT Backup and Security Services
FPDS Code D311	IT Data Conversion Services
FPDS Code D313	Computer Aided Design/Computer Aided Manufacturing (CAD/CAM) Services
FPDS Code D316	IT Network Management Services
FPDS Code D317	Automated News Services, Data Services, or Other Information Services
FPDS Code D399	Other Information Technology Services, Not Elsewhere Classified

**AlphaInsight Corporation**

3130 Fairview Park Drive  
Suite 600  
Falls Church, VA 22042  
(703) 584-8100  
FAX: (703) 204-2645

**CONTRACT NUMBER:  
GS-35F-4676G**

**PERIOD COVERED BY CONTRACT:  
JULY 2, 1997 THROUGH JULY 1, 2007**

**GENERAL SERVICES ADMINISTRATION, FEDERAL SUPPLY SERVICE**

**Pricelist current through reduction of IFF, effective 1 January 2004.**

**Products and ordering information in this Authorized ADP Schedule Pricelist is also available on the GSA *Advantage!* System. Agencies can browse GSA *Advantage!* By accessing the GSA's Home Page via Internet at [www.gsa.gov](http://www.gsa.gov).**

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## INFORMATION FOR ORDERING OFFICES

### SPECIAL NOTICE TO AGENCIES:

#### **Small Business Participation**

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

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

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

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

1. **Geographic Scope of Contract:** The geographic scope of this contract is the 48 contiguous states, the District of Columbia, Alaska, Hawaii, the Commonwealth of Puerto Rico, and all U.S. Government installations abroad.
  
2. **Contractor's Ordering Address:**

**ALPHAINSIGHT CORPORATION  
3130 FAIRVIEW PARK DRIVE  
SUITE 600  
FALLS CHURCH, VA 22042**

**Contractor's Service Area: All Government locations within the scope of the contract.**

**Contractor's Payment Address:**

**ALPHAINSIGHT CORPORATION  
3130 FAIRVIEW PARK DRIVE  
SUITE 600  
FALLS CHURCH, VA 22042**

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

Listed below are the telephone numbers that may be used by ordering agencies to obtain technical and/or ordering assistance.

**703-584-8100**

**FAX: 703-204-2645**

**3. LIABILITY FOR INJURY OR DAMAGE**

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

**4. Statistical Data for Government Ordering Office Completion of Standard Form 279:**

Block 9: G. Order/Modification Under Federal Schedule

Block 16: Contractor Establishment Code (DUNS): 78-436-9092

Block 30: Type of Contractor: Other Small Business

Block 31: Woman-Owned Small Business: No

Block 36: Contractor's Taxpayer Identification Number (TIN): 54-1504783

**4a. CAGE Code: 0VT30**

**5. FOB: Destination**

**6. DELIVERY SCHEDULE**

- (a) **TIME OF DELIVERY.** The contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below. Offerors shall insert in the "time of Delivery (days ARO)" column in the Schedule of Items a definite number of calendar days within which delivery will be made. In no case shall the offered delivery time exceed the contractor's normal commercial practice.

**ITEMS OR GROUPS  
OF ITEMS (SIN or  
Nomenclature)**

**DELIVERY TIME  
(DAYS ARO)**

132-51

Not Applicable

(b) **URGENT REQUIREMENTS**

When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the contractor for the purpose of obtaining accelerated delivery. The contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the contractor in writing.) If the contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

7. **Discounts:**
- a. Prompt Payment: None; Net 30 days After Receipt of Order
  - b. Quantity: None
  - c. Dollar Volume: None
  - d. Government Educational Institutions: Government Educational Institutions are offered the same discounts as all other Government customers.
  - e. Discount for use of Government Commercial Credit Card: None
8. **TRADE AGREEMENTS ACT OF 1979, AS AMENDED:** All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.
9. **Statement Concerning Availability of Export Packing:** Not Applicable
10. **Small Requirements:** The minimum dollar value of orders to be issued is \$1,000.
11. **Maximum Order:** (All dollar amounts are exclusive of any discount for prompt payment.)
- a. Special Item 132-51 – Information Technology (IT) Professional Services
- The maximum dollar value per order will be \$500,000 for all Services.
12. **USE OF FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE CONTRACTS.** In accordance with FAR 8.404:

Orders placed pursuant to a Multiple Award Schedule (MAS), using the procedures in FAR 8.404, are considered to be issued pursuant to full and open competition. Therefore, when placing orders under Federal Supply Schedules, ordering offices need not seek further competition, synopsise the requirement, make a separate determination of fair and reasonable pricing, or consider small business set-asides in accordance with subpart 19.5. GSA has already determined the prices of items under schedule contracts to be fair and reasonable. By placing an order against a schedule using the procedures outlined below, the ordering office has concluded that the order represents the best value and results in the lowest overall cost alternative (considering price, special features, administrative costs, etc.) to meet the Government's needs.

**a. Orders placed at or below the micro-purchase threshold.** Ordering offices can place orders at or below the micro-purchase threshold with any Federal Supply Schedule Contractor.

**b. Orders exceeding the micro-purchase threshold but not exceeding the maximum order threshold.** Orders should be placed with the Schedule Contractor that can provide the supply or service that represents the best value. Before placing an order, ordering offices should consider reasonably available information about the supply or service offered under MAS contracts by using the "GSA Advantage!" on-line shopping service, or by reviewing the catalogs/pricelists of at least three Schedule Contractors and selecting the delivery and other options available under the schedule that meets the agency's needs. In selecting the supply or service representing the best value, the ordering office may consider--

- (1) Special features of the supply or service that are required in effective program performance and that are not provided by a comparable supply or service;

- (2) Trade-in considerations;
- (3) Probable life of the item selected as compared with that of a comparable item;
- (4) Warranty considerations;
- (5) Maintenance availability;
- (6) Past performance; and
- (7) Environmental and energy efficiency considerations.

**c. Orders exceeding the maximum order threshold.** Each schedule contract has an established maximum order threshold. This threshold represents the point where it is advantageous for the ordering office to seek a price reduction. In addition to following the procedures in paragraph b, above, and before placing an order that exceeds the maximum order threshold, ordering offices shall--

- (1) Review additional Schedule Contractors' catalogs/pricelists or use the "GSA Advantage!" on-line shopping service;
- (2) Based upon the initial evaluation, generally seek price reductions from the Schedule Contractor(s) appearing to provide the best value (considering price and other factors); and
- (3) After price reductions have been sought, place the order with the Schedule Contractor that provides the best value and results in the lowest overall cost alternative. If further price reductions are not offered, an order may still be placed, if the ordering office determines that it is appropriate.

**NOTE:** For orders exceeding the maximum order threshold, the Contractor may:

- (1) Offer a new lower price for this requirement (the Price Reductions clause is not applicable to orders placed over the maximum order in FAR 52.216-19 Order Limitations);
- (2) Offer the lowest price available under the contract; or
- (3) Decline the order (orders must be returned in accordance with FAR 52.216-19).

**d. Blanket purchase agreements (BPAs).** The establishment of Federal Supply Schedule BPAs is permitted when following the ordering procedures in FAR 8.404. All schedule contracts contain BPA provisions. Ordering offices may use BPAs to establish accounts with Contractors to fill recurring requirements. BPAs should address the frequency of ordering and invoicing, discounts, and delivery locations and times.

**e. Price reductions.** In addition to the circumstances outlined in paragraph c, above, there may be instances when ordering offices will find it advantageous to request a price reduction. For example, when the ordering office finds a schedule supply or service elsewhere at a lower

price or when a BPA is being established to fill recurring requirements, requesting a price reduction could be advantageous. The potential volume of orders under these agreements, regardless of the size of the individual order, may offer the ordering office the opportunity to secure greater discounts. Schedule Contractors are not required to pass on to all schedule users a price reduction extended only to an individual agency for a specific order.

**f. Small business.** For orders exceeding the micro-purchase threshold, ordering offices should give preference to the items of small business concerns when two or more items at the same delivered price will satisfy the requirement.

**g. Documentation.** Orders should be documented, at a minimum, by identifying the Contractor the item was purchased from, the item purchased, and the amount paid. If an agency requirement in excess of the micro-purchase threshold is defined so as to require a particular brand name, product, or feature of a product peculiar to one manufacturer, thereby precluding consideration of a product manufactured by another company, the ordering office shall include an explanation in the file as to why the particular brand name, product, or feature is essential to satisfy the agency's needs.

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

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

#### **13.1 FEDERAL INFORMATION PROCESSING STANDARDS PUBLICATIONS (FIPS**

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

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

- 14. SECURITY REQUIREMENTS:** In the event security requirements are necessary, the ordering activities may incorporate, in their delivery order(s), a security clause in accordance with current laws, regulations, and individual agency policy; however, the burden of administering the security requirements shall be with the ordering agency. If any costs are incurred as a result of the inclusion of security requirements, such costs will be negotiated with the Schedule Contractor on an open market basis, outside the scope of the contract.
- 15. CONTRACT ADMINISTRATION FOR ORDERING OFFICES:** Any ordering office, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.249-1, 52.249-2, and 52.249-8.
- 16. GSA ADVANTAGE!:** *GSA Advantage!* is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. *GSA Advantage!* Will allow the user to perform various searches across all contracts including, but not limited to:
- (a) Manufacturer
  - (b) Manufacturer's Part Number; and
  - (c) Product category(ies).

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

**17. PURCHASE OF INCIDENTAL, NON-SCHEDULE ITEMS**

For administrative convenience, open market (non-contract) items may be added to a Federal Supply Schedule Blanket Purchase Agreement (BPA) or an individual order, provided that the items are clearly labeled as such on the order, all applicable regulations have been followed, and price reasonableness has been determined by the ordering activity for the open market (non-contract) items.

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

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

- b. The above is not intended to encompass items not currently covered by the GSA Schedule Contract.

**19. OVERSEAS ACTIVITIES:**

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

None

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

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

Federal Acquisition Regulation (FAR) 13.201(a) defines Blanket Purchase Agreements (BPAs) as "...a simplified method of filling anticipated repetitive needs for supplies or services by establishing 'charge accounts' with qualified sources of supply." The use of Blanket Purchase Agreements under the Federal Supply Schedule Program is authorized in accordance with FAR 13.202(c)(3), which reads, in part, as follows:

"BPAs may be established with Federal Supply Schedule Contractors, if not inconsistent with the terms of the applicable schedule contract."

Federal Supply Schedule contracts contain BPA provisions to enable schedule users to maximize their administrative and purchasing savings. This feature permits schedule users to set up "accounts" with Schedule Contractors to fill recurring requirements. These accounts establish a period for the BPA and generally address issues such as the frequency of ordering and invoicing, authorized callers, discounts, delivery locations and times. Agencies may qualify for the best quantity/volume discounts available under the contract, based on the potential volume of business that may be generated through such an agreement, regardless of the size of the individual orders. In addition, agencies may be able to secure a discount higher than that available in the contract based on the aggregate volume of business possible under a BPA. Finally, Contractors may be open to a progressive type of discounting where the discount would increase once the sales accumulated under the BPA reach certain prescribed levels. Use of a BPA may be particularly useful with the new Maximum Order feature. See the Suggested Format, contained in this Schedule Pricelist, for customers to consider when using this purchasing tool.

**21. CONTRACTOR TEAM ARRANGEMENTS**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Contractor's Report of Sales and 552.238-76, Industrial Funding Fee, i.e. each contractor (team member) must report sales and remit the IFF for all products and services provided under its individual contract.

**22. INSTALLATIONS, DEINSTALLATIONS, REINSTALLATION**

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

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

**23. SECTION 508 COMPLIANCE.**

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

<http://www.section508.gov/>

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)  
PROFESSIONAL SERVICES (SPECIAL ITEM 132-51) AND  
ELECTRONIC COMMERCE (EC) SERVICES (SPECIAL ITEM NUMBER 132-52)**

**1. SCOPE**

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services and Special Item Number 132-52 Electronic Commerce Services apply exclusively to IT/EC Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the Government location, as agreed to by the Contractor and the ordering office.

**2. PERFORMANCE INCENTIVES**

- a. When using a performance based statement of work, performance incentives may be agreed upon between the Contractor and the ordering office on individual fixed price orders or Blanket Purchase Agreements, for fixed price tasks, under this contract in accordance with this clause.
- b. The ordering office must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. To the maximum extent practicable, ordering offices shall consider establishing incentives where performance is critical to the agency's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.
- d. The above procedures do not apply to Time and Material or labor hour orders.

**3. ORDERING PROCEDURES FOR SERVICES (REQUIRING A STATEMENT OF WORK)**

FAR 8.402 contemplates that GSA may occasionally find it necessary to establish special ordering procedures for individual Federal Supply Schedules or for some Special Item Numbers (SINs) within a Schedule. GSA has established special ordering procedures for services that require a Statement of Work. These special ordering procedures take precedence over the procedures in FAR 8.404 (b)(2) through (b)(3).

GSA has determined that the prices for services contained in the contractor's price list applicable to this Schedule are fair and reasonable. However, the ordering office using this contract is responsible for considering the level of effort and mix of labor proposed to perform a specific task being ordered and for making a determination that the total firm-fixed price or ceiling price is fair and reasonable.

- a. When ordering services, ordering offices shall—
  - (1) Prepare a Request (Request for Quote or other communication tool):
    - (i) A statement of work (a performance-based statement of work is preferred) that outlines, at a minimum, the work to be performed, location of work, period of performance, deliverable schedule, applicable standards, acceptance criteria, and

any special requirements (i.e., security clearances, travel, special knowledge, etc.) should be prepared.

- (ii) The request should include the statement of work and request the contractors to submit either a firm-fixed price or a ceiling price to provide the services outlined in the statement of work. A firm-fixed price order shall be requested, unless the ordering office makes a determination that it is not possible at the time of placing the order to estimate accurately the extent or duration of the work or to anticipate cost with any reasonable degree of confidence. When such a determination is made, a labor hour or time-and-materials proposal may be requested. The firm-fixed price shall be based on the rates in the schedule contract and shall consider the mix of labor categories and level of effort required to perform the services described in the statement of work. The firm-fixed price of the order should also include any travel costs or other incidental costs related to performance of the services ordered, unless the order provides for reimbursement of travel costs at the rates provided in the Federal Travel or Joint Travel Regulations. A ceiling price must be established for labor-hour and time-and-materials orders.
- (iii) The request may ask the contractors, if necessary or appropriate, to submit a project plan for performing the task, and information on the contractor's experience and/or past performance performing similar tasks.
- (iv) The request shall notify the contractors what basis will be used for selecting the contractor to receive the order. The notice shall include the basis for determining whether the contractors are technically qualified and provide an explanation regarding the intended use of any experience and/or past performance information in determining technical qualification of responses. If consideration will be limited to schedule contractors who are small business concerns as permitted by paragraph (2)(i) below, the request shall notify the contractors that will be the case.

(2) Transmit the Request to Contractors:

- (i) Based upon an initial evaluation of catalogs and price lists, the ordering office should identify the contractors that appear to offer the best value (considering the scope of services offered, pricing and other factors such as contractors' locations, as appropriate). When buying IT professional services under SIN 132—51 ONLY, the ordering office, at its discretion, may limit consideration to those schedule contractors that are small business concerns. This limitation is not applicable when buying supplies and/or services under other SINs as well as SIN 132-51. The limitation may only be used when at least three (3) small businesses that appear to offer services that will meet the agency's needs are available, if the order is estimated to exceed the micro-purchase threshold.
- (ii) The request should be provided to three (3) contractors if the proposed order is estimated to exceed the micro-purchase threshold, but not exceed the maximum order threshold. For proposed orders exceeding the maximum order threshold, the request should be provided to additional contractors that offer services that will meet the agency's needs. Ordering offices should strive to minimize the contractors' costs associated with responding to requests for quotes for specific orders. Requests should be tailored to the minimum level necessary for adequate evaluation and selection for order placement. Oral presentations should be considered, when possible.

(3) Evaluate Responses and Select the Contractor to Receive the Order:

After responses have been evaluated against the factors identified in the request, the order should be placed with the schedule contractor that represents the best value. (See FAR 8.404)

- b. The establishment of Federal Supply Schedule Blanket Purchase Agreements (BPAs) for recurring services is permitted when the procedures outlined herein are followed. All BPAs for services must define the services that may be ordered under the BPA, along with delivery or performance time frames, billing procedures, etc. The potential volume of orders under BPAs, regardless of the size of individual orders, may offer the ordering office the opportunity to secure volume discounts. When establishing BPAs, ordering offices shall—
- (1) Inform contractors in the request (based on the agency's requirement) if a single BPA or multiple BPAs will be established, and indicate the basis that will be used for selecting the contractors to be awarded the BPAs.
    - (i) **SINGLE BPA:** Generally, a single BPA should be established when the ordering office can define the tasks to be ordered under the BPA and establish a firm-fixed price or ceiling price for individual tasks or services to be ordered. When this occurs, authorized users may place the order directly under the established BPA when the need for service arises. The schedule contractor that represents the best value should be awarded the BPA. (See FAR 8.404)
    - (ii) **MULTIPLE BPAs:** When the ordering office determines multiple BPAs are needed to meet its requirements, the ordering office should determine which contractors can meet any technical qualifications before establishing the BPAs. When multiple BPAs are established, the authorized users must follow the procedures in (a)(2)(ii) above and then place the order with the Schedule contractor that represents the best value.
  - (2) **Review BPAs Periodically:** Such reviews shall be conducted at least annually. The purpose of the review is to determine whether the BPA still represents the best value. (See FAR 8.404)
- c. The ordering office should give preference to small business concerns when two or more contractors can provide the services at the same firm-fixed price or ceiling price.
- d. When the ordering office's requirement involves both products as well as executive, administrative and/or professional, services, the ordering office should total the prices for the products and the firm-fixed price for the services and select the contractor that represents the best value. (See FAR 8.404)

The ordering office, at a minimum, should document orders by identifying the contractor from which the services were purchased, the services purchased, and the amount paid. If other than a firm-fixed price order is placed, such documentation should include the basis for the determination to use a labor-hour or time-and-materials order. For agency requirements in excess of the micro-purchase threshold, the order file should document the evaluation of Schedule contractors' quotes that formed the basis for the selection of the contractor that received the order and the rationale for any trade-offs made in making the selection.

Ordering procedures for other services available on schedule at fixed prices for specifically defined services or tasks should use the procedures in FAR 8.404. These procedures are listed in the pricelist, under "Information for Ordering Offices," paragraph #12.

#### **4. ORDER**

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR

52.232-19 Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.

- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

## **5. PERFORMANCE OF SERVICES**

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering office.
- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering office.
- c. The Agency should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT/EC Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

## **6. INSPECTION OF SERVICES**

The Inspection of Services–Fixed Price (AUG 1996) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and Labor-Hour (JAN 1986) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

## **7. RESPONSIBILITIES OF THE CONTRACTOR**

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 Rights in Data – General, may apply.

## **8. RESPONSIBILITIES OF THE GOVERNMENT**

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

## **9. INDEPENDENT CONTRACTOR**

All IT/EC Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the Government.

## **10. ORGANIZATIONAL CONFLICTS OF INTEREST**

- a. Definitions.

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An "Organizational conflict of interest" exists when the nature of the work to be performed under a proposed Government contract, without some restriction on activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor's or its affiliates' objectivity in performing contract work.

- b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the Government, ordering offices may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

## **11. INVOICES**

The Contractor, upon completion of the work ordered, shall submit invoices for IT/EC services. Progress payments may be authorized by the ordering office on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

## **12. PAYMENTS**

For firm-fixed price orders the Government shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts (Alternate I (APR 1984)) at FAR 52.232-7 applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts (FEB 1997) (Alternate II (JAN 1986)) at FAR 52.232-7 applies to labor-hour orders placed under this contract.

## **13. RESUMES**

Resumes shall be provided to the GSA Contracting Officer or the user agency upon request.

## **14. INCIDENTAL SUPPORT COSTS**

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering agency in accordance with the guidelines set forth in the FAR.

## **15. APPROVAL OF SUBCONTRACTS**

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

**USA COMMITMENT TO PROMOTE  
SMALL BUSINESS PARTICIPATION  
PROCUREMENT PROGRAMS**

**PREAMBLE**

AlphaInsight Corporation provides commercial products and services to the Federal Government. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

**COMMITMENT**

To actively seek and partner with small businesses.

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

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

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

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

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

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

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

Name: Martin Kearney  
Address: 3130 Fairview Park Drive  
Suite 600  
Falls Church, VA 22042  
Phone: (703) 584-8100  
Fax: (703) 243-8226  
E-mail: BusDev@alphainsight.com



**(CUSTOMER NAME)**  
**BLANKET PURCHASE AGREEMENT**

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH (Ordering Agency):

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

<b>MODEL NUMBER/PART NUMBER</b>	<b>*SPECIAL BPA DISCOUNT/PRICE</b>
_____	_____
_____	_____

(2) Delivery:

<b>DESTINATION</b>	<b>DELIVERY SCHEDULE/DATES</b>
_____	_____
_____	_____

(3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be \_\_\_\_\_.

(4) This BPA does not obligate any funds.

(5) This BPA expires on \_\_\_\_\_ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

<b>OFFICE</b>	<b>POINT OF CONTACT</b>
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), FAX, or paper.

(8) Unless otherwise agreed to, all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;

(g) Quantity, Unit Price, and Extension of Each Item (unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and

(h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10) The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

## **BASIC GUIDELINES FOR USING “CONTRACTOR TEAM ARRANGEMENTS”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

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

Orders under a Team Arrangement are subject to terms and conditions or the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

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

**ALPHAINSIGHT CORPORATION  
SERVICES SKILL CATEGORY DESCRIPTIONS**

# ***I. MANAGEMENT SUPPORT***

## **SENIOR TECHNICAL ADVISOR**

*Experience:* This position requires ten (10) years of automated data processing (ADP) consulting experience involving two or more of the following: 1) at least three years of strong technical experience in document imaging, text retrieval and/or optical character reader technologies or, UNIX, and LAN/PC platforms or RDBMS; 2) computer system development life-cycle processes; 3) software integrity through quality assurance, configuration management, and performance verification and validation; 4) familiarity with software approaches used throughout government and in the private sector to deal with computer system requirements and capabilities; 5) troubleshooting, advising, and problem solving on analysis of user requirements, design and development of software application systems, and database applications and tuning; 6) hardware/operating systems, e.g. virtual storage, timesharing, minicomputer/microcomputer operating systems; and 7) application development using SQL RDBMS on UNIX and PC LAN platforms.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing, etc., or equivalent experience.

## **PROJECT MANAGER**

*Experience:* This position requires ten (10) years of systems analysis and computer programming experience including five years project management experience, both involving: 1) ADP and office automation (OA) including equipment, central and distributed processing configurations, operating and applications software, data acquisition and database management, local/wide area networking and associated telecommunications, and information management security on UNIX, and/or PC LAN environments; 2) system software life-cycle planning and development including requirements analysis, feasibility evaluation, design development, implementation, installation, and maintenance, cost analysis, system integration and testing using such tools as C/C++, SQL RDBMS, and file server RDBMS; 3) analyzing and evaluating major aspects of a project at a high level of abstraction to determine the appropriateness of the mixture and relationships between the operating mode, system software, and equipment configurations; 4) developing alternative approaches in solving application system software problems and the relative cost of each alternative in terms of new software, conversion factors, and training; and 5) modifying existing application software to satisfy new requirements.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, etc., and a Master's degree in the same related fields or in management or business/general administration, or equivalent experience.

## **PROJECT DIRECTOR**

*Experience:* This position requires twelve (12) years of systems analysis and full life-cycle development experience including seven years project management experience, both involving all the requirements for the Project Manager including: 1) managing all aspects of large, complex, multi-task, multi-system ADP software development and support contracts including Plan, design, development, implementation, and maintenance; 2) managing, and planning in a technical, organizational, and systems environment similar or equivalent to the Federal Government Agency; 3) managing the system development process to determine costs, schedules, impacts, and to deliver products on time; 4) managing full life-cycle database development and/or migration projects through requirements analysis, design, development, systems testing, implementation, and maintenance; and 5) managing implementation and/or development of imaging projects through requirements analysis, design, development, systems testing, implementation, and maintenance.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, etc., and a Master's degree in the same related fields or in management or business/general administration, or equivalent experience.

## **2. NETWORKING SUPPORT**

### **ADMINISTRATIVE SUPPORT TECHNICIAN**

*Experience:* The Administrative Support Technician shall possess at least one (1) year experience in general office practices and procedures, including report preparation, files management, suspense tracking, and general schedule maintenance. The Administrative Support Technician shall possess formal training and no less than one year experience in the use of the WordPerfect word processing software in an office environment. The Administrative Support Technician shall possess the knowledge and experience necessary to effectively use such office equipment as a FAX machine, Merlin telephone system, and copying machine in an office environment, without the need for more than one hour of instruction to familiarize them with the unique functions associated with a particular brand name. The Administrative Support Technician shall possess an understanding of PowerPoint graphics software, any project management software that the vendor shall employ in support of the Statement of Work, and office electronic mail. This level of understanding equates to formal training and sufficient expertise in each product to be able to effectively use the product in support of their assigned tasks.

*Education:* High school degree or equivalency.

### **SENIOR OPERATOR/USER SUPPORT**

*Experience:* A minimum of two (2) years computer-related experience operating minicomputers or LAN systems is required. The Senior Operator/User Support must have experience performing backups on a daily basis and assisting users with operational functions and procedures. He/she must have maintained and operated mini computer or PC-based network systems. Experience must include assisting with the installation of computer hardware and software. He/she must also have experience in ensuring proper stock of supplies.

*Education:* High school degree or equivalency.

## **SYSTEMS ADMINISTRATOR**

*Experience:* The Systems Administrator must have a minimum of two (2) years experience operating and administering LAN-based, mini and mainframe computers and peripherals; providing first-level troubleshooting of computer hardware and peripheral equipment; providing periodic maintenance of computer peripheral equipment, such as printers, disk drives, tape drives and workstations; performing daily, weekly and monthly system backups and restores as required; and providing user support.

*Education:* High school degree or equivalency.

## **NETWORK ADMINISTRATOR**

*Experience:* The Network Administrator must have two (2) years of experience and/or class work in the following areas: 1) LAN administration in any of the following environments: Novell Netware; Banyan Vines; TCP/IP; LanMan; LanTastic; UNIX, AppleTalk; or Windows NT; 2) providing daily user support and first-level troubleshooting of hardware and software failures on computer network and workstations; 3) installing, upgrading and configuring various computers and peripheral equipment including PCs, printers, network cards, and other hardware components; 4) performing periodic network hardware equipment maintenance; and 5) assisting in installation and configuration of network operating systems and communication/network protocol software.

*Education:* Bachelor's degree in a related field such as computer science, electrical engineering, etc., or equivalent experience or certification.

## **CUSTOMER SUPPORT TECHNICIAN**

*Experience:* The Customer Support Technician must have five (5) years experience with PCs and LANs. The Customer Support Technician must have experience with customer assistance, both from a help desk and on-site service view. The Customer Support Technician must have good personal interactive skills, and must be capable of teaching hardware and software concepts on subjects for which they have an expert or good level of understanding, to customers who have little or no background in computers. The Customer Support Technician shall possess specific hardware knowledge to include an expert knowledge level of Intel, processor based 386 and 486 desktop and laptop PC systems. This level of expertise shall allow the technician to perform board and/or component level diagnostics and replacement as necessary. The expert knowledge level is defined as 5 years practical hands-on experience with all components. The Customer Support Technician shall possess a good understanding of Windows-based systems and LAN systems and operating server software. The Customer Support Technician shall possess a good understanding of the various types of printers, including Hewlett Packard Laser III and IV+ models, and various models, along with such network components as Print Sharing Devices, Ethernet cards, and LAN printer interface cards. This level of knowledge includes the ability to perform operator level maintenance (e.g. change ribbons/toner cartridges and paper), and connect these devices to their host network or system. The Customer Support Technician shall possess specific client software knowledge, defined as the ability to load, configure, and implement the latest versions of the software.

*Education:* High school degree or equivalency.

## **SENIOR NETWORK ADMINISTRATOR**

*Experience:* The Senior Network Administrator requires two (2) years of network administration experience including the following: 1) administration of a multi-node LAN (more than 40 nodes) in one or more of the following environments: Novell Netware; Banyan Vines; TCP/IP; or Windows NT; 2) installation and configuration of network operating systems and communication/network protocol software; 3) troubleshooting and first-line maintenance of: PCs, printers, connectivity hardware (hubs, concentrators, etc.), servers, and cabling; 4) PC workstations, including DOS/Windows configuration and configuration management, software installation and maintenance, and basic hardware modifications (such as NIC installation, etc.); 5) network applications such as e-mail, groupware, and/or document management software; and 6) responsibility for tracking hardware and software assets.

*Education:* Bachelor's degree in a related field such as computer science, electrical engineering, etc., or equivalent experience or certification.

### **NETWORK SPECIALIST**

*Experience:* The Network Specialist must have at least three (3) years experience in the design and development of telecommunications systems. Experience shall include client/server architecture, Microsoft Windows NT, Windows 95, and the Internet. The Network Specialist must have two (2) years experience with Local Area Networks (LAN). The Network Specialist analyzes network requirements for organizations and information systems and provides network solutions. The Network Specialist troubleshoots existing networks, prepares network designs, installs networks, and assists programmers in software design and development. testing, and implementation on local and wide area networks.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing or equivalent experience.

### **NETWORK ANALYST**

*Experience:* The Network Analyst requires (4) years experience involving: 1) administration of a large, multi-server LAN in more than one of the following environments: Novell Netware; Banyan Vines; UNIX with; TCP/IP; AppleTalk; or Windows NT; 2) designing and implementing connectivity with other LANs/WANs through either direct connection or telephonic hook-up; 3) designing/implementing backup and disaster recovery plans and complete systems administration documentation; and 4) responsibility for coordinating first-line maintenance and repair and warranty hardware work and keeping written repair and maintenance histories.

*Education:* Bachelor's degree in a related field such as computer science, electrical engineering, etc., or equivalent experience or certification.

## **NETWORK SYSTEMS PROGRAMMER**

*Experience:* The Network Systems Programmer must have a minimum of 5 years of recent working experience in the following products: AIX (other UNIX experience is acceptable), IBM or Microsoft Disk Operating Systems, AIX TCP/IP, PC TCP/IP, PC/Server/Mainframe connectivity products.

The Network Systems Programmer must be capable of providing the analysis, design, conversion, testing, implementation and documentation of networks and components for the common support of the agency and its customers. The Network Systems Programmer must have the ability to: analyze requirements and provide evaluation of existing products/services to meet the government strategic plans; develop detailed specifications for system changes to provide enhanced capabilities and correct problems; research and evaluate current state-of-the-art hardware and software technology and products for incorporation into the target architecture; develop or modify network systems to meet government requirements; develop and maintain complete user and operator documentation associated with developed applications; assist users in finding resolutions to problems encountered with existing network or network-based software applications; provide training to customers on developed applications, utilization, operation and implementation of all functionalities.

The Network Systems Programmer must have a minimum of 3 - 4 years experience working with CISCO router systems, and all EtherNet bridging, gateway, routing and cabling schemes (10BaseT, EtherNet Over Fiber Optic Cable, thick-net, thin-net, etc.). A minimum of three (3) years experience is also required with analog telephone systems supporting modems, modems with AT instruction sets, digital and analog line drivers, and terminal servers. Two (2) years experience in network monitoring, load balancing, troubleshooting and performance management is also required. Knowledge of "firewall" methods of isolating networks, and the installation and operation of NetView6000 is also required. A working knowledge of ISDN, ATM, and/or IDNX or other type of digital switching system is also recommended.

*Education:* High school degree or equivalency.

## **SYSTEMS MANAGER**

*Experience:* The Systems Manager must have a minimum of eight (8) years ADP operations experience, including a minimum of four (4) years increasingly responsible supervisory/management responsibility. He/she must have a minimum of two (2) years experience with microcomputers and be familiar with installation and configuration. Must have a minimum of five (5) years experience with minicomputers and LANs and their operation. He/She must be familiar with distributed processing architectures and equipment selection procedures. Must have a minimum of four (4) years experience in installation planning and scheduling. The System Manager must have experience in establishing procedures, policies, internal management controls and operations standards for managing automated systems to ensure systems are in working order.

*Education:* High School degree or equivalency.

## **SENIOR SYSTEMS MANAGER**

*Experience:* This position requires eight (8) years of Information Resource Management consulting experience including at least two (2) years experience in various aspects of Federal Government operations and administration, both involving: 1) automated data processing (ADP) and office automation (OA) including equipment, central and distributed processing configurations, operating and application software, data acquisition and database management, area networking and associated telecommunications, and information management security; 2) planning, designing, and conducting information management studies and projects including: a) threat assessments, risk analyses, and contingency planning; b) feasibility studies and cost benefit analyses; 3) performing management and systems analyses for, and providing advice and assistance to, senior management on all aspects of information system technology support provided to bureaus and offices in the Federal Government; and 4) performing studies of an exploratory nature to identify and define issues and problems in areas where precedents may not exist and the development of new concepts and approaches may be required.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing or equivalent experience.

## **SENIOR NETWORK/HW SPECIALIST**

*Experience:* The Senior Network/HW Specialist must have nine (9) years of experience in ADP and telecommunications environments. The experience must include integration of hardware components including computers, peripherals, and telecommunications. Interfaces and integrates hardware, and analyzes hardware interface/integration assessments of new hardware and provides recommendations. Experience must have been gained in providing written recommendations for hardware purchases, including: research, documented alternatives, costs, and integration benefits and issues. He/She must have experience in configuring and installing servers, connectivity hardware (hubs, routers, bridges, gateways, etc.), storage media devices (disk drive arrays, optical drives, tape, drives, juke boxes, etc.), printers, and other common devices (modems, scanners, etc.). Experience will include designing and implementing back-up and disaster recovery systems.

*Education:* Bachelor's degree in Electronics/Electrical Engineering or related discipline or, equivalent experience or certification is required.

## **SENIOR NETWORK ANALYST**

*Experience:* This Senior Network Analyst must have six (6) years experience involving: 1) supervising and leading activities of a team of network administrators and analysts; 2) planning, designing, implementation, maintenance and documentation of a multi-node LAN in one or more of the following environments: Novell Netware; Banyan Vines; UNIX/ TCP/IP; or Windows NT; 3) providing written recommendations for hardware purchases, including: research, documented alternatives, costs, and integration benefits and issues; 4) configuration and installation of servers, connectivity hardware (hubs, routers, bridges, gateways, etc.), storage media devices (disk drive arrays, optical drives, tape, drives, juke boxes, etc.), printers, and other common devices (modems, scanners, etc.); 5) design and implementation of back-up and disaster recovery systems; 6) responsibility for system documentation both in technical specifications and in procedures; and 7) front-line troubleshooting work, such as help-desk work in the direct support of users.

*Education:* Bachelor's degree in a related field such as computer science, electrical engineering, etc., or equivalent experience or certification.

## **IT SYSTEMS TECHNICIAN II**

The IT Systems Technician II should have 2 years experience in similar positions with some experience and knowledge of installation, operation and maintenance of operating systems. Experience in operating systems, networking or local area networks (LANs), and user support is preferred. Specific knowledge relating to the user environment is usually necessary.

*Education:* High School Degree

## **IT SYSTEMS TECHNICIAN IV**

The IT Systems Technician IV should have 4 or more years experience in similar positions with 2 years specialized experience and knowledge of installation, operation and maintenance of operating systems in a heterogeneous environment. Broad knowledge of operating systems, networking or local area networks (LANs), and user support is preferred. Specific knowledge relating to the user environment is usually necessary.

*Education:* High School Degree

### **3. SOFTWARE SUPPORT**

#### **TECHNICAL WRITER**

*Experience:* The Technical Writer must have two (2) years of experience in: 1) document design and preparation of copy involving automated data processing (ADP) and office automation (OA) including equipment; central and distributed processing configurations; operating and application software; data acquisition and data base management; area networking and associated telecommunications; and information management security; 2) checking source materials for consistency, validity, and completeness, tracing the source of errors in documents and data, as well as procedural errors; and 3) proofreading draft and final copies for grammar, spelling, and for appropriate formatting.

*Education:* A Bachelor's degree with a major in technical writing, English, communications, journalism, or related fields or equivalent experience.

#### **PROGRAMMER/ANALYST**

*Experience:* The Programmer/Analyst must have two (2) years of experience involving: 1) interpreting and preparing coded instructions based on flow charts, program specifications, input-output specifications, and user-provided functional requirements; 2) computer programming, testing, and documentation methods and techniques including job control, utility routines and decision tables; 3) the work process and rules governing file design, computer-related and clerical procedures; 4) applicable ADP standards and procedures; 5) analyzing computer programming problems; identifying relevant

factors and acquiring information pertinent to their solution; 6) testing and documenting computer programs and modifications thereof; 7) assisting in computer program performance verification and user training; 8) structured analysis and design methodologies; 9) analyzing and evaluating system requirements; and IO) translating requirements into detailed systematic flow charts and program design.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing, etc.; or equivalent experience.

## **PROGRAMMER ANALYST II**

*Experience:* This position requires a minimum of three (3) years systems analysis and application software development involving relational database management systems, operating systems, utilities, diagnostics, networking, and telecommunications software employed in a Wang VS and PC environment. The Programmer Analyst II must be experienced in the design and development and modification of databases using a relational database management system. The Programmer Analyst II must have a minimum two (2) years experience with LAN Networks, Banyan Vines, Wang Office, WSN, SNA, WP Plus, and other software.

*Education:* High school degree or equivalency.

## **SENIOR TECHNICAL WRITER**

*Experience:* The Senior Technical Writer must possess five (5) years of experience in: 1) document design and preparation of copy involving automated data processing (ADP) and office automation (OA) including equipment; central and distributed processing configurations; operating and application software; data acquisition and data base management; area networking and associated telecommunications; and information management security; 2) checking source materials for consistency, validity, and completeness, tracing the source of errors in documents and data, as well as procedural errors; and 3) proofreading draft and final copies for grammar, spelling, and for appropriate formatting.

*Education:* A Bachelor's degree with a major in technical writing, English, communications, journalism, or related fields or equivalent experience.

## **SENIOR PROGRAMMER/ANALYST**

*Experience:* The Senior Programmer/Analyst category requires three (3) years of experience involving: 1) computer system and programming methods, techniques, and procedures including approaches used by other Government ADP organizations and in the private sector; 2) advanced computer system and programming methods, techniques, and procedures using GUI programming tools, C/C++, COBOL, SQL, etc.; 3) the development of detailed logic for designing, testing, and debugging programs where specifications set forth interface requirements, input-output sequences, or edit criteria; 4) participation in the evaluation of vendor-supplied software available for well-defined computer applications; and 5) defining the scope of responsibilities, objectives, priorities, and deadlines for programmers and in providing assistance in unusual situations which do not have clear precedents.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing, etc. or equivalent experience.

### **SENIOR ANALYST**

*Experience:* The Senior Analyst must have a minimum of three (3) years full-time experience with JCL on a system similar to the DCRT IBM 370 system and in PL1 and FORTRAN or similar software. PC experience in SYMPHONY, Quattro Pro, dBase and Visual Basic is also required.

*Education:* High school degree or equivalency.

### **SYSTEMS ANALYST**

*Experience:* The Systems Analyst requires three (3) years of experience involving: 1) methods, techniques and procedures necessary to obtain and evaluate user requirements, to design, develop and implement computer application systems; 2) methods, techniques, and procedures for developing application system specifications and associated documentation, including user manuals; 3) feasibility studies, analyzing and validating requirements, designing and developing application system specifications including inputs, outputs, flow and block diagrams, decision logic tables, and linkages with other applications; 4) testing, validating, and documenting the performance of application systems; and 5) training users in the characteristics and capabilities of generalized software such as operating system interface commands and communications software.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, Information resource management, data processing, etc., or, equivalent experience.

### **APPLICATIONS PROGRAMMER**

*Experience:* The Applications Programmer must have a minimum of five (5) years experience in an applications development environment. The Applications Programmers must have two (2) years experience in and extensive knowledge of all aspects of applications development to include requirements definition, structured application design, debug procedures, code development, unit test and system validation. The Applications Programmer must be capable of providing the analysis, design, conversion, computer programming, testing, implementation and documentation of applications, models and data systems for the common support of the client. The Applications Programmer must have the ability to: provide technical expertise and experience in selecting, configuring and installing bar code equipment and related software, optical scanners and related software; analyze requirements and provide evaluation of existing applications to meet the government strategic plans; develop detailed specifications for system changes to provide enhanced capabilities and correct problems; develop or modify applications to meet government requirements; develop and maintain complete user and operator documentation associated with developed applications; assist in training to client on developed applications, utilization, operation and implementation of the capabilities designed and developed; assist in database development and modifications for all assigned applications; assist government personnel in managing complex developmental tasks, and interface with other outside and in house contractor personnel in the performance of those tasks.

The Applications Programmer must have a minimum of 2-3 years working experience in one or more of the following products: Structured Query Language (SQL), Oracle Data Base Management System, "C", "C++", Visual Basic, Delphi, Java, PowerBuilder, Lotus Notes and other GUI programming tools or databases. Experience is also necessary in Microsoft Windows and Microsoft Office. The Applications Programmer must have a minimum of 3 years experience working and developing software in a client/server environment.

*Education:* High school degree or equivalency.

### **SENIOR SYSTEMS ANALYST**

*Experience:* The Senior Systems Analyst requires four (4) years of experience in: 1) planning and conducting the analysis and evaluation of user needs for application system support and determining the feasibility of supplying such support; 2) establishing system requirements in terms of objectives, functions to be served, and the expectations of management; 3) planning and conducting the analysis and evaluation of existing application systems in response to requests for changes and modifications to meet new requirements; 4) providing supervisory, technical and administrative direction to system analysts and programmers performing application system design, development, and programming. 5) ensuring conformance with configuration management and quality assurance throughout application system development; and 6) performing advanced level application system analysis and design, as required.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing, etc. or equivalent experience.

### **DBMS ANALYST/DESIGNER**

*Experience:* The DBMS Analyst/Designer requires five (5) years of experience involving: 1) database management methods, techniques, and procedures for storing, revising, and retrieving data shared by a number of users; 2) the relevant capabilities and capacities of vendor-developed database management system software; 3) designing and maintaining requisite databases and data dictionaries in SQL compliant environments, 4) supporting backup and recovery of data stored in data base management systems; 5) designing distributed data base architectures; 6) monitoring and maintaining integrity and security of data stored in databases; 7) testing and evaluating database management software to ensure that access to data is limited to authorized personnel; and 8) ensuring that databases remain responsive to user needs.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management Information systems, information resource management, data processing, etc., or equivalent experience.

### **SENIOR DBMS ANALYST/DESIGNER**

*Experience:* The Senior DBMS Analyst/Designer requires seven (7) years of experience involving: 1) hierarchical and relational database support for on-line (interactive) data retrieval systems; and database design and programming using structured query language (SQL) in a PC LAN, UNIX and/or minicomputer environments; 2) central and distributed processing configurations, operating and

application system software, data acquisition and database management methods and techniques, local/wide area networking and associated telecommunications, and information management security; and 3) centrally controlling and standardizing the definition of every data element to ensure that none duplicates or conflicts with existing data elements; and 4) formulating data implementation plans that successfully integrate potentially conflicting needs of several application systems.

*Education:* A Bachelor's degree in related fields such as computer science, computer information systems, management information systems, information resource management, data processing, etc., or equivalent experience.

### **SYSTEMS SOFTWARE PROGRAMMER**

The Systems Software Programmer should have a of 5 years experience as a systems programmer or similar position with 2 years experience and knowledge of installation, operation and maintenance of operating systems. Additional qualifications may include the knowledge of SQL, Oracle, SMIT, HP Open-mail, NetView6000, C Programming Language, Unix Shell programming, TCP/IP. The Systems Software Programmer should be adept at writing, testing and documenting in house programs to meet specialized needs.

*Education:* High School Degree

## **4. INFORMATION SECURITY**

### **COMSEC AUDITOR**

*Experience:* The COMSEC Auditor must have a minimum of three (3) years experience in communications security operations. He/she must have a minimum of three (3) years experience in the use of communications security equipment and material utilized by the Federal Government Agency. The COMSEC Auditor must be knowledgeable of national level and Federal Government Agency policies and procedures governing the handling, storing, using and disposing of cryptographic materials. The COMSEC Auditor must be familiar with the Federal Government Agency's mail and pouch regulations. He/she must have experience in conducting independent audits of COMSEC accounts and procedures at all Federal Government Agency offices domestically and overseas as prescribed by the Federal Government Agency and national COMSEC policy. He/she must have developed and revised audit questionnaires. Experience must include: 1) tracking discrepancies found during audits to ensure their resolution. 2) maintaining data entry to audit database and keep current for COMSEC accounts; 3) reviewing audits for accuracy and compliance and Federal Government Agency action; and 4) developing correspondence relative to COMSEC audits in various forms such as memoranda, telegrams and letters.

*Education:* High school degree or equivalency.

### **SYSTEMS SECURITY ADMINISTRATOR**

The Systems Security Administrator should have a minimum of 2 years experience as a systems administrator on a heterogeneous. This experience should also reflect the employment of TCP/IP as a transport protocol either in stand-alone manner or as part of a network operating system (e.g. Novell and NT).

The Systems Security Administrator should possess specific knowledge to include an expert knowledge on LAN components such as Hubs, Routers, Modems, and Terminals Servers, along with a general knowledge of Ethernet cabling alternatives. The expert knowledge level is defined as 5 years practical hands on experience with all aforementioned components. The general knowledge level is the ability to understand and employ the various cabling components (e.g. Fiber and/or twisted pair).

The Systems Security Administrator should possess a minimum of 2 years experience in the area of Systems Security charged with adding, changing, and deleting users on Unix based or NT based network servers. The Systems Security Administrator should possess the same level of expertise in the establishment of Proxy domain name services, and electronic mail systems.

*Education:* High school degree or equivalency.

## **5. OPERATIONAL SUPPORT**

### **DATA ENTRY CLERK**

*Experience:* The position requires at least one (1) year experience involving the following: 1) hands-on data entry of a textual or data nature in a production environment; 2) at least one PC Windows-based or other GUI data entry system; and 3) responsibility for identifying and communicating errors or anomalies in the data to preclude the entry of invalid date. The individual must be able to key at the speed and accuracy of at least 6,000 keystrokes per hour with less than 2% error rate.

*Education:* High school degree or equivalency.

### **SENIOR DATA ENTRY CLERK**

*Experience:* This position requires three (3) years experience of the Data Entry Clerk and additional experience as follows: 1) two years of supervisory experience, involving data entry and quality assurance staff, including work delegation, worker job assignment, and disciplinary responsibilities; 2) responsibility for meeting productivity standards and deadlines; and 3) standard procedures development and implementation.

*Education:* High school degree or equivalency.

### **TRAINING SPECIALIST**

*Experience:* The Training Specialist must have at least three (3) years experience as an ADP class instructor. The Training Specialist shall develop and conduct courses with prepared or developed instructional materials to educate technical and non-technical personnel. The courses may pertain to any aspect of data processing including modifications to existing systems. The Training Specialist shall gather and assimilate information on subject matter, organize and condense material, and prepare course outline, handouts, and visual aid materials. The Training Specialist shall coordinate with subject matter experts to ensure that prepared courses meet stated objectives. The Training Specialist may be required to instruct or to prepare/arrange for the preparation of automated training materials (such as video recorded training sessions, computer-aided tutorials, etc.).

*Education:* High school degree or equivalency.

### **ADMINISTRATIVE ASSISTANT**

*Experience:* The Administrative Assistant must have two (2) years experience in general office practices and procedures including assisting management in office administration, contract administration and facility operation activities. The Administrative Assistant must have no less than one (1) year experience in word processing, graphics and spreadsheet software, in addition to electronic mail.

*Education:* High school degree or equivalency.

### **DOCUMENTATION SPECIALIST**

*Experience:* The Documentation Specialist must have at least five (5) years of systems analysis and programming experience. The Documentation Specialist must have three (3) years of experience with automated tools relevant to the client environment. The Documentation Specialist shall be responsible for organizing and tracking all program-related documentation and records. This individual shall be responsible for developing, promulgating, and enforcing documentation standards.

*Education:* High school degree or equivalency.

### **SUPPORT ANALYST**

*Experience:* This position requires three (3) years of experience involving one or more of the following: 1) the design, implementation and support of large-scale support systems; 2) supervision of large-scale data entry projects, preferably in a PC-based environment; 3) the formulation and implementation of standard procedures for document control and tracking, evidentiary screening and preparation, document indexing/abstracting, and quality control; 4) domain experience relevant to the office requiring support, such as paralegal, security, financial records, and accounting; 5) document analysis, document management, and document flow control systems; 6) support of standard applications such as word processing (WordPerfect, Word, etc.), spreadsheets (Excel, Lotus 1-2-3, etc.), e-mail (MS Exchange, MS Mail, CC-Mail, BeyondMail, etc.); 7) experience in applications instruction, including both one-on one instruction as well as more formalized classroom training; 8) writing of procedures in support of custom macros and/or office procedures, such as logging in, naming conventions, re-routing printer output, etc.; 9) importation of multiple file format data into formats usable by the office standard applications; and 10) direct client interaction from clerical to upper management, requiring communications at all levels of the organization.

*Education:* Bachelor's degree or equivalent experience.

### **SENIOR SUPPORT ANALYST**

*Experience:* The Senior Support Analyst requires five (5) years of experience in two or more of the following: 1) large-scale records/document management, and/or litigation support projects; 2) three (3) years of management responsibilities, including data entry, physical document handling and reproduction, microfilm/imaging, and/or document control staff-, 3) complete document management life-

cycle development, including requirements definition, system design, development, implementation, and operation; 4) implementation and maintenance of a large-scale computerized reference system; 5) systems involving on-line access to either microfilmed or scanned documents; 6) PC-based solutions for records management or litigation support; 7) teaching in a formalized classroom setting involving technical subject matter such as applications software (WordPerfect, Excel, e-mail, etc.), programming, mathematics, computer science, or electrical engineering; 8) experience with applications software such as WordPerfect, Excel, e-mail, FoxPro, etc.; 9) developing course design, including student level evaluation, course outline, textbook selection or creation (if a suitable text doesn't exist), test design and testing, and grading, and 10) developing aids, such as help screens, user guides, study guides, self-taught programs, training class notes, etc.

*Education:* A Bachelor's degree in related fields such as computer information systems, management information systems, information resource management, library sciences, or equivalent experience.

### **DATABASE ADMINISTRATOR**

*Experience:* The Database Administrator must have at least five (5) years of general experience and two (2) years of experience in RDBMS design, systems analysis, and programming. The Database Administrator shall have at least two (2) years of experience in application design using various RDBMS. He/she shall also have specialized experience with a database in a client/server environment and Structured Query Language (SQL) in a multi-site corporate data management and administration environment. The Database Administrator must have two (2) years of specific experience in designing, building, and maintaining databases using RDBMS tools.

*Education:* High School degree or equivalency.

### **SYSTEMS PROGRAMMER**

*Experience:* The position requires five (5) years of general systems engineering experience including two (2) years of systems programming experience. The Systems Programmer shall have experience developing and modifying systems software programs for the operating system. He/she shall develop logic for and encode, test, modify and debug software packages to suit the operating environment. He/she shall have assisted in the design, coding, testing, and implementation of systems related routine modifications. He/she shall have installed and maintained software products on the computer system. The Systems Programmer shall have analyzed and fixed problems associated with the software packages and forwarded them to appropriate vendor for problem resolution. He/she shall have monitored systems and corrected errors or inconsistencies.

*Education:* High School degree or equivalency.

### **STAFF CONSULTANT**

*Experience:* The Staff Consultant serves as a computer scientist and expert responsible for providing technical leadership and direction in supporting the application of sound software engineering concepts and practices to the development of information processing systems. The Staff Consultant advises, participates and supports projects and teams in the technical analysis of mission critical and highly specialized applications and systems for which his expertise is recognized. The Staff Consultant uses experience and knowledge in object oriented methodology, COTS/NDI, and software engineering tools

and techniques to assist client projects in testing and evaluation, software aspects of certification, and other software engineering subjects as well as rendering expert direct software assistance to client projects. The Staff Consultant must have from four to ten years of experience in the design, development and support of mission critical systems in areas such as: testing and evaluation, software aspects of certification, and other software engineering subjects.

*Education:* A bachelor's degree in computer science, engineering or related discipline. Two years of additional related experience may be substituted for a bachelor's degree.

### **SENIOR CONSULTANT**

*Experience:* The Senior Consultant serves as a computer systems expert on assignments that typically involve the establishment of a framework for new automated systems where concern is with overall structure including life cycle considerations ranging from the conduct of feasibility studies to post-implementation evaluation. Duties require a broad knowledge of data sources, data flow, system interactions, advanced computer equipment and software applications, and advanced systems design techniques to develop solutions to unyielding complex problems and to advise policy making officials on systems design and ADP forecasts. The Senior Consultant must have from five to twelve years experience in systems analysis and design of business applications on complex systems for large scale computers, data base management, use of programming languages such as ADA, COBOL, 4GL, and/or DBMS, and knowledge of current storage and retrieval methods. Must have demonstrated program, deliverables and staff management experience.

*Education:* A bachelor's degree in computer science, engineering or related discipline. Two years of additional related experience may be substituted for a bachelor's degree.

**AlphaInsight Corporation**  
**GSA Schedule GS-35F-4676G**

<b>Series</b>	<b>Labor Category</b>	<b>10/01/03 12/31/03 Rate</b>
<b>Government Site</b>		
CLIN 6001	Senior Technical Advisor	\$111.03
CLIN 6002	Project Manager	\$104.65
CLIN 6003	Project Director	\$112.24
CLIN 6005	*Administrative Support Technician	\$40.42
CLIN 6006	Senior Operator/User Support	\$48.61
CLIN 6007	Systems Administrator	\$48.83
CLIN 6008	Network Administrator	\$52.97
CLIN 6009	Customer Support Technician	\$54.63
CLIN 6010	Senior Network Administrator	\$59.42
CLIN 6012	Network Analyst	\$67.17
CLIN 6013	Network Systems Programmer	\$68.12
CLIN 6014	Systems Manager	\$74.59
CLIN 6015	Senior Systems Manager	\$100.93
CLIN 6016	Sr. Network/HW Specialist	\$75.50
CLIN 6018	Senior Network Analyst	\$76.25
CLIN 6019	Technical Writer	\$42.84
CLIN 6020	Programmer/Analyst	\$52.80
CLIN 6022	Programmer/Analyst II	\$59.67
CLIN 6023	Sr. Technical Writer	\$52.97
CLIN 6024	Sr. Programmer/Analyst	\$62.15
CLIN 6027	Systems Analyst	\$72.27
CLIN 6028	Applications Programmer	\$77.53
CLIN 6029	Senior Systems Analyst	\$79.30
CLIN 6031	DBMS Analyst/Designer	\$83.73
CLIN 6032	Senior DBMS Analyst/Designer	\$93.08
CLIN 6033	COMSEC Auditor	\$49.16
CLIN 6034	*Data Entry Clerk	\$28.45
CLIN 6035	*Senior Data Entry Clerk	\$32.29
CLIN 6039	Support Analyst	\$59.90
CLIN 6040	Senior Support Analyst	\$68.47
CLIN 6041	Database Administrator	\$87.27
CLIN 6043	Systems Programmer	\$88.76
CLIN 6044	Staff Consultant	\$135.08
CLIN 6045	Sr. Consultant	\$155.87
CLIN 6048	System Software Programmer	\$90.21
CLIN 6049	Systems Security Administrator	\$86.92

**AlphaInsight Corporation  
GSA Schedule GS-35F-4676G**

<b>Series</b>	<b>Labor Category</b>	<b>10/01/03 12/31/03 Rate</b>
<b>AlphaInsight Site</b>		
CLIN 6004	Project Director	\$131.50
CLIN 6011	Network Specialist	\$60.59
CLIN 6017	Sr. Network/HW Specialist	\$88.42
CLIN 6021	Programmer/Analyst	\$74.19
CLIN 6025	Sr. Programmer/Analyst	\$89.99
CLIN 6026	Senior Analyst	\$63.57
CLIN 6030	Senior Systems Analyst	\$87.94
CLIN 6036	Training Specialist	\$45.72
CLIN 6037	Administrative Assistant	\$49.85
CLIN 6038	Documentation Specialist	\$60.21
CLIN 6042	Database Administrator	\$98.29
CLIN 6046	IT Systems Technician II	\$80.05
CLIN 6047	IT Systems Technician IV	\$108.30

\*In support of the other professional services listed herein only, cannot be ordered separately.

**AlphaInsight Corporation**  
**GSA Schedule GS-35F-4676G**

<b>Series</b>	<b>Labor Category</b>	<b>01/01/04 09/30/04 Rate</b>
<b>Government Site</b>		
CLIN 6001	Senior Technical Advisor	\$110.76
CLIN 6002	Project Manager	\$104.39
CLIN 6003	Project Director	\$111.96
CLIN 6005	*Administrative Support Technician	\$40.32
CLIN 6006	Senior Operator/User Support	\$48.49
CLIN 6007	Systems Administrator	\$48.71
CLIN 6008	Network Administrator	\$52.84
CLIN 6009	Customer Support Technician	\$54.49
CLIN 6010	Senior Network Administrator	\$59.27
CLIN 6012	Network Analyst	\$67.00
CLIN 6013	Network Systems Programmer	\$67.95
CLIN 6014	Systems Manager	\$74.41
CLIN 6015	Senior Systems Manager	\$100.68
CLIN 6016	Sr. Network/HW Specialist	\$75.31
CLIN 6018	Senior Network Analyst	\$76.06
CLIN 6019	Technical Writer	\$42.73
CLIN 6020	Programmer/Analyst	\$52.67
CLIN 6022	Programmer/Analyst II	\$59.52
CLIN 6023	Sr. Technical Writer	\$52.84
CLIN 6024	Sr. Programmer/Analyst	\$62.00
CLIN 6027	Systems Analyst	\$72.09
CLIN 6028	Applications Programmer	\$77.34
CLIN 6029	Senior Systems Analyst	\$79.10
CLIN 6031	DBMS Analyst/Designer	\$83.52
CLIN 6032	Senior DBMS Analyst/Designer	\$92.85
CLIN 6033	COMSEC Auditor	\$49.04
CLIN 6034	*Data Entry Clerk	\$28.38
CLIN 6035	*Senior Data Entry Clerk	\$32.21
CLIN 6039	Support Analyst	\$59.75
CLIN 6040	Senior Support Analyst	\$68.30
CLIN 6041	Database Administrator	\$87.05
CLIN 6043	Systems Programmer	\$88.54
CLIN 6044	Staff Consultant	\$134.75
CLIN 6045	Sr. Consultant	\$155.48
CLIN 6048	System Software Programmer	\$93.23
CLIN 6049	Systems Security Administrator	\$89.83

**AlphaInsight Corporation  
GSA Schedule GS-35F-4676G**

<b>Series</b>	<b>Labor Category</b>	<b>01/01/04 09/30/04 Rate</b>
<b>AlphaInsight Site</b>		
CLIN 6004	Project Director	\$131.17
CLIN 6011	Network Specialist	\$60.44
CLIN 6017	Sr. Network/HW Specialist	\$88.20
CLIN 6021	Programmer/Analyst	\$74.01
CLIN 6025	Sr. Programmer/Analyst	\$89.77
CLIN 6026	Senior Analyst	\$63.41
CLIN 6030	Senior Systems Analyst	\$87.72
CLIN 6036	Training Specialist	\$45.61
CLIN 6037	Administrative Assistant	\$49.73
CLIN 6038	Documentation Specialist	\$60.06
CLIN 6042	Database Administrator	\$98.05
CLIN 6046	IT Systems Technician II	\$79.85
CLIN 6047	IT Systems Technician IV	\$108.03

\*In support of the other professional services listed herein only, cannot be ordered separately.

**AlphaInsight Corporation**  
**GSA Schedule GS-35F-4676G**

<b>Series</b>	<b>Labor Category</b>	<b>10/01/04 09/30/05 Rate</b>
<b>Government Site</b>		
CLIN 7001	Senior Technical Advisor	\$114.75
CLIN 7002	Project Manager	\$108.15
CLIN 7003	Project Director	\$115.99
CLIN 7005	*Administrative Support Technician	\$41.78
CLIN 7006	Senior Operator/User Support	\$50.24
CLIN 7007	Systems Administrator	\$50.46
CLIN 7008	Network Administrator	\$54.74
CLIN 7009	Customer Support Technician	\$56.46
CLIN 7010	Senior Network Administrator	\$61.41
CLIN 7012	Network Analyst	\$69.42
CLIN 7013	Network Systems Programmer	\$70.40
CLIN 7014	Systems Manager	\$77.09
CLIN 7015	Senior Systems Manager	\$104.30
CLIN 7016	Sr. Network/HW Specialist	\$78.03
CLIN 7018	Senior Network Analyst	\$78.80
CLIN 7019	Technical Writer	\$44.27
CLIN 7020	Programmer/Analyst	\$54.56
CLIN 7022	Programmer/Analyst II	\$61.67
CLIN 7023	Sr. Technical Writer	\$54.74
CLIN 7024	Sr. Programmer/Analyst	\$64.23
CLIN 7027	Systems Analyst	\$74.68
CLIN 7028	Applications Programmer	\$80.12
CLIN 7029	Senior Systems Analyst	\$81.95
CLIN 7031	DBMS Analyst/Designer	\$86.53
CLIN 7032	Senior DBMS Analyst/Designer	\$96.19
CLIN 7033	COMSEC Auditor	\$50.80
CLIN 7034	*Data Entry Clerk	\$29.40
CLIN 7035	*Senior Data Entry Clerk	\$33.37
CLIN 7039	Support Analyst	\$61.91
CLIN 7040	Senior Support Analyst	\$70.75
CLIN 7041	Database Administrator	\$90.19
CLIN 7043	Systems Programmer	\$91.73
CLIN 7044	Staff Consultant	\$139.59
CLIN 7045	Sr. Consultant	\$161.08
CLIN 7048	System Software Programmer	\$96.58
CLIN 7049	Systems Security Administrator	\$93.06

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<b>Series</b>	<b>Labor Category</b>	<b>10/01/04 09/30/05 Rate</b>
<b>AlphaInsight Site</b>		
CLIN 7004	Project Director	\$135.89
CLIN 7011	Network Specialist	\$62.61
CLIN 7017	Sr. Network/HW Specialist	\$91.37
CLIN 7021	Programmer/Analyst	\$76.67
CLIN 7025	Sr. Programmer/Analyst	\$93.00
CLIN 7026	Senior Analyst	\$65.70
CLIN 7030	Senior Systems Analyst	\$90.88
CLIN 7036	Training Specialist	\$47.25
CLIN 7037	Administrative Assistant	\$51.51
CLIN 7038	Documentation Specialist	\$62.23
CLIN 7042	Database Administrator	\$101.58
CLIN 7046	IT Systems Technician II	\$82.72
CLIN 7047	IT Systems Technician IV	\$111.92

\*In support of the other professional services listed herein only, cannot be ordered separately.

**AlphaInsight Corporation**  
**GSA Schedule GS-35F-4676G**

<b>Series</b>	<b>Labor Category</b>	<b>10/01/05 09/30/06 Rate</b>
<b>Government Site</b>		
CLIN 8001	Senior Technical Advisor	\$118.88
CLIN 8002	Project Manager	\$112.04
CLIN 8003	Project Director	\$120.17
CLIN 8005	*Administrative Support Technician	\$43.28
CLIN 8006	Senior Operator/User Support	\$52.04
CLIN 8007	Systems Administrator	\$52.28
CLIN 8008	Network Administrator	\$56.72
CLIN 8009	Customer Support Technician	\$58.49
CLIN 8010	Senior Network Administrator	\$63.62
CLIN 8012	Network Analyst	\$71.92
CLIN 8013	Network Systems Programmer	\$72.93
CLIN 8014	Systems Manager	\$79.86
CLIN 8015	Senior Systems Manager	\$108.05
CLIN 8016	Sr. Network/HW Specialist	\$80.84
CLIN 8018	Senior Network Analyst	\$81.64
CLIN 8019	Technical Writer	\$45.87
CLIN 8020	Programmer/Analyst	\$56.53
CLIN 8022	Programmer/Analyst II	\$63.89
CLIN 8023	Sr. Technical Writer	\$56.72
CLIN 8024	Sr. Programmer/Analyst	\$66.54
CLIN 8027	Systems Analyst	\$77.38
CLIN 8028	Applications Programmer	\$83.00
CLIN 8029	Senior Systems Analyst	\$84.90
CLIN 8031	DBMS Analyst/Designer	\$89.64
CLIN 8032	Senior DBMS Analyst/Designer	\$99.65
CLIN 8033	COMSEC Auditor	\$52.63
CLIN 8034	*Data Entry Clerk	\$30.45
CLIN 8035	*Senior Data Entry Clerk	\$34.56
CLIN 8039	Support Analyst	\$64.13
CLIN 8040	Senior Support Analyst	\$73.30
CLIN 8041	Database Administrator	\$93.43
CLIN 8043	Systems Programmer	\$95.03
CLIN 8044	Staff Consultant	\$144.62
CLIN 8045	Sr. Consultant	\$166.88
CLIN 8048	System Software Programmer	\$100.05
CLIN 8049	Systems Security Administrator	\$96.41

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<b>Series</b>	<b>Labor Category</b>	<b>10/01/05 09/30/06 Rate</b>
<b>AlphaInsight Site</b>		
CLIN 8004	Project Director	\$140.78
CLIN 8011	Network Specialist	\$64.87
CLIN 8017	Sr. Network/HW Specialist	\$94.67
CLIN 8021	Programmer/Analyst	\$79.43
CLIN 8025	Sr. Programmer/Analyst	\$96.35
CLIN 8026	Senior Analyst	\$68.06
CLIN 8030	Senior Systems Analyst	\$94.16
CLIN 8036	Training Specialist	\$48.96
CLIN 8037	Administrative Assistant	\$53.37
CLIN 8038	Documentation Specialist	\$64.47
CLIN 8042	Database Administrator	\$105.24
CLIN 8046	IT Systems Technician II	\$85.71
CLIN 8047	IT Systems Technician IV	\$115.95

\*In support of the other professional services listed herein only, cannot be ordered separately.

**AlphaInsight Corporation**  
**GSA Schedule GS-35F-4676G**

**10/01/06**  
**07/01/07**  
**Rate**

<b>Series</b>	<b>Labor Category</b>	
<b>Government Site</b>		
CLIN 9001	Senior Technical Advisor	\$123.15
CLIN 9002	Project Manager	\$116.07
CLIN 9003	Project Director	\$124.50
CLIN 9005	*Administrative Support Technician	\$44.84
CLIN 9006	Senior Operator/User Support	\$53.92
CLIN 9007	Systems Administrator	\$54.17
CLIN 9008	Network Administrator	\$58.76
CLIN 9009	Customer Support Technician	\$60.60
CLIN 9010	Senior Network Administrator	\$65.92
CLIN 9012	Network Analyst	\$74.52
CLIN 9013	Network Systems Programmer	\$75.55
CLIN 9014	Systems Manager	\$82.73
CLIN 9015	Senior Systems Manager	\$111.94
CLIN 9016	Sr. Network/HW Specialist	\$83.75
CLIN 9018	Senior Network Analyst	\$84.58
CLIN 9019	Technical Writer	\$47.52
CLIN 9020	Programmer/Analyst	\$58.56
CLIN 9022	Programmer/Analyst II	\$66.20
CLIN 9023	Sr. Technical Writer	\$58.76
CLIN 9024	Sr. Programmer/Analyst	\$68.94
CLIN 9027	Systems Analyst	\$80.16
CLIN 9028	Applications Programmer	\$86.00
CLIN 9029	Senior Systems Analyst	\$87.95
CLIN 9031	DBMS Analyst/Designer	\$92.86
CLIN 9032	Senior DBMS Analyst/Designer	\$103.24
CLIN 9033	COMSEC Auditor	\$54.52
CLIN 9034	*Data Entry Clerk	\$31.55
CLIN 9035	*Senior Data Entry Clerk	\$35.81
CLIN 9039	Support Analyst	\$66.44
CLIN 9040	Senior Support Analyst	\$75.94
CLIN 9041	Database Administrator	\$96.79
CLIN 9043	Systems Programmer	\$98.46
CLIN 9044	Staff Consultant	\$149.83
CLIN 9045	Sr. Consultant	\$172.88
CLIN 9048	System Software Programmer	\$100.06
CLIN 9049	Systems Security Administrator	\$96.41

**AlphaInsight Corporation**  
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<b>Series</b>	<b>Labor Category</b>	<b>10/01/06 07/01/07 Rate</b>
<b>AlphaInsight Site</b>		
CLIN 9004	Project Director	\$145.85
CLIN 9011	Network Specialist	\$67.20
CLIN 9017	Sr. Network/HW Specialist	\$98.08
CLIN 9021	Programmer/Analyst	\$82.30
CLIN 9025	Sr. Programmer/Analyst	\$99.82
CLIN 9026	Senior Analyst	\$70.52
CLIN 9030	Senior Systems Analyst	\$97.55
CLIN 9036	Training Specialist	\$50.72
CLIN 9037	Administrative Assistant	\$55.29
CLIN 9038	Documentation Specialist	\$66.79
CLIN 9042	Database Administrator	\$109.03
CLIN 9046	IT Systems Technician II	\$88.79
CLIN 9047	IT Systems Technician IV	\$120.12

\*In support of the other professional services listed herein only, cannot be ordered separately.