

## **16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING**

a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51 IT Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.

### **Cost Estimating/Analysis Services:**

Program Total Ownership Cost (TOC) Analysis: This area includes the analysis and estimating services to perform complete Total Ownership Cost (TOC) estimates. The total TOC of a program includes the cost of: development, acquisition, support, and, where applicable, disposal. Services include the use of standard life cycle cost estimating techniques and use of parametric cost estimating models.

Technical Descriptions (CARD Development): Includes the services required to develop a Cost Analysis Requirement Document (CARD) that may be used for the purpose of constructing a cost estimate.

What-if-Analyses: Provide those services required to perform cost and schedule excursions around the basic estimate. These what-if analyses include, but are not limited to, acquisition strategy, production rate, concurrency of acquisition phases, changes in production quantity, effect of economic inflation, system configuration options, design parameter trade-offs, technology options, schedule effects, and impacts of system maintenance and availability on Total Ownership Cost (TOC).

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CAIG Estimates/Milestone Review Support: Provide those services necessary to estimate the cost of systems, including Total Ownership Cost (TOC), in accordance with the USAF and DOD Cost Analysis Improvement Groups requirements. Provide the services required to support the Government estimating team during Defense Acquisition Board (DAB) milestone reviews.

MAISRC Support: Includes the services necessary to estimate hardware/software costs for those systems designated to be Management Automated Information Systems Review Council (MAISRC) systems. This also includes all support through the various MAISRC reviews.

Cost as an Independent Variable (CAIV) Studies and Training: Includes the services to train Government personnel in the various facets of CAIV and the methods and tools available to perform CAIV studies. Perform CAIV studies to include: goal development, cost/performance trade studies, and environmental cost trade studies. CAIV Studies include Total Ownership Cost (TOC) analyses.

Cost Model/Methodology/Development: Includes those services required to develop, maintain, and enhance cost/schedule-estimating models. Development may include those operations research tasks such as data gathering, normalization, and analysis, statistical analysis of data and algorithm development, and automation of algorithms. Services also include database and knowledge base development and cost estimating relationship development. Development may include integration of GOTS and COTS equipment and software. These services include the development of algorithms and model development for Total Ownership Cost (TOC)

Risk Analysis: Provide those services required for identification of risk drivers, risk valuation, risk abatement and cost/schedule/technical/configuration assessments.

Economic Analysis: Includes those services to perform cost-benefit trade studies and analysis of alternatives including the use of Commercial Off-the-Shelf (COTS) and Government Off-the-Shelf (GOTS) hardware and software.

Business Process Re-Engineering: Provide those services necessary to perform organizational assessments, strategic planning, A-76 (Privatization) studies, and process modeling.

Litigation Services: Provide those services required to support Government litigation efforts. This includes such tasks as gathering relevant data, automating the data, and creating a database. These databases will have search capabilities as defined by the Government Program Manager and will produce specialized reports as required. Perform independent Government cost estimates of the system(s) being litigated. Provide expert testimony in the areas of cost estimating/analysis and parametric modeling.

Source Selection Services: Provide source selection support to the Government Cost Panel. Evaluate contractor proposals for reasonableness, completeness, and traceability. Provide parametric analyses of contractor proposals for cost and schedules. Provide analysis of contractor submitted cost/design/manufacturing studies. Provide other source selection support as required.

Productivity Measurement: Provide those services required to measure the productivity of software development and hardware development and production. These services may include the use of parametric models and/or other techniques.

### **Information Technology Enterprise Integration Services**

Interface Design / Implementation: This area includes the analysis and programming services for solutions that transfer data between PRICE Systems products and other off-the-shelf and proprietary software. This includes Graphical User Interface (GUI) development and the integration of existing or new databases. This service may also include the modification of existing interface solutions. Training in the use of the solutions and documentation of these solutions is also included in this service area.

Database Design / Implementation: This area includes the analysis and development services for creating databases and designing database tables. This may also include modifications to existing databases.

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Business Process Re-Engineering: Provide those services necessary to perform organizational assessments, strategic planning, process modeling, and process automation solutions.

Interface Maintenance: Provide those services necessary to keep current solutions relevant and operational in the face of changing business needs and conditions.

b. Pricing for all IT Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices.

The following is an example of the manner in which the description of a commercial job title should be presented:

### JOB TITLE: SUBJECT MATTER EXPERT

**DUTIES/RESPONSIBILITIES:** Duties are to provide expertise in areas related to software valuation, development of cost estimating relationships, statistical analysis, model development, and all facets of enterprise integration or cost estimating and analysis tasks.

**EXPERIENCE:** A minimum of 15 years experience (25 years with Bachelor's degree) in one of the areas of cost estimating/analysis, operations research, cost research, or cost model development is required with at least 10 years (15 years with Bachelor's degree) in a senior management or technical advisor capacity is required.

**EDUCATION:** Individual will have a minimum of a Master's degree in Mathematics, Operations Research, Computer Science, and/or Statistics, or a Bachelor's degree with the equivalent in work experience.

### JOB TITLE: PROGRAM MANAGER

**DUTIES/RESPONSIBILITIES:** Duties are to coordinate project teams. This includes front-end team organization, assistance in providing methodology and general project approach concepts; mid-term and final project reviews, and overall management of multiple projects. Work requires the ability to manage and allocate/prioritize resources for simultaneous projects.

**EXPERIENCE:** 12 years (18 years with Bachelor's degree) of cost, operations research, or engineering experience, at least five of the years (10 with Bachelor's degree) must have been in a management position.

**EDUCATION:** Program Manager shall as a minimum have a Master's degree (or a Bachelor's degree with the equivalent in work experience) in business, engineering, operations research, mathematics, or related fields.

### JOB TITLE: PROJECTS LEADER

**DUTIES/RESPONSIBILITIES:** Duties are to plan, organize, and direct the efforts of a group of analysts. Works requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative strategies. This encompasses a basic knowledge of statistical techniques, applied mathematics, economic, and an engineering discipline.

**EXPERIENCE:** 10 years of cost, operations research, or engineering experience with two of the years in a leadership/management role. An advanced business, operations research, or mathematics degree may substitute for two years of the experience requirement. Conversely, 20 years of related cost, operations research, or engineering experience may substitute for the Bachelor's degree.

**EDUCATION:** A project leader shall as a minimum have a Bachelor's Degree in business, engineering, operations research, mathematics, or related fields.

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### JOB TITLE: EXECUTIVE CONSULTANT

**DUTIES/RESPONSIBILITIES:** Plans, organizes, directs, and tasks in problem areas of extensive scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases, and tools. Makes technical decisions, which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative acquisition strategies. Work is reviewed by the Project Leader or Program Manager to ensure that it satisfies customer needs and complies with the contractor's overall standards.

**EXPERIENCE:** 24 semester hours in quantitative analysis course and at least seven years of cost estimating/analysis or engineering experience, demonstrating progressively more responsible assignments and has provided overall direction and leadership for the project. 15 years of related cost, operations research, or engineering experience may substitute for the academic requirement.

**EDUCATION:** Bachelor's degree

### JOB TITLE: SENIOR CONSULTANT

**DUTIES/RESPONSIBILITIES:** Plans, organizes, directs, and conducts tasks in problem areas of moderate scope and complexity. The problems are difficult to define, and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases, and tools. Makes technical decisions, which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative acquisition strategies. Work is reviewed by the Project Leader, Executive Consultant, or Program Manager to ensure that is satisfies customer needs and complies with the contractor's overall standards.

**EXPERIENCE:** 24 semester hours in quantitative analysis course and at least five years of cost estimating/analysis or engineering experience, demonstrating progressively more responsible assignments and has provided overall direction and leadership for the project. 12 years of related cost, operations research, or engineering experience may substitute for the academic requirement.

**EDUCATION:** Bachelor's degree

### JOB TITLE: CONSULTANT

**DUTIES/RESPONSIBILITIES:** Applies diversified knowledge of principles and practices in areas of assignments. Work requires the modification and extension of existing methodologies and may require the use of advanced techniques. Plans and conducts work requiring judgment in the evaluation, selection, and adaptation and or consults with Senior/Executive Consultants on unusual or complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as being able to evaluate the impact of new and innovative strategies. Work is reviewed by Senior/Executive Consultants to ensure technical accuracy, and to ensure it satisfies customer needs and complies with the contractor's overall estimating standards.

**EXPERIENCE:** 24 semester hours in quantitative analysis and at least three years of acquisition/life cycle cost analysis or engineering experience. 8 years of related cost, operations research, or engineering experience may substitute for the academic requirement.

**EDUCATION:** Bachelor's degree

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### JOB TITLE: ASSOCIATE CONSULTANT

**DUTIES/RESPONSIBILITIES:** Typically uses prescribed methods, performs specific and limited portions of broader assignments normally under the directions of an experienced analyst.

**EXPERIENCE:** 24 semester hours in quantitative analysis or 5 years of related cost, operations research, or engineering experience as a substitute for the academic requirement.

**EDUCATION:** Bachelor's degree

### JOB TITLE: DATA TECHNICIAN

**DUTIES/RESPONSIBILITIES:** Provides administration support to staff. Responsibilities include filing, maintaining cost estimating/research library, preparation of letters and technical documentation such as working notes, briefings, monthly progress reports, and spreadsheets, etc. Performs database searches.

**EXPERIENCE:** Knowledge of various software applications such as: Excel, Word, PowerPoint, and Access.

**EDUCATION:** High School Diploma

ESTIMATING AND ANALYSIS SERVICES	2009	2010	2011	2012	2013	2014
SUBJECT MATTER EXPERT	\$229.24	\$238.18	\$247.47	\$257.12	\$267.15	\$277.56
PROGRAM MANAGER	\$229.24	\$238.18	\$247.47	\$257.12	\$267.15	\$277.56
PROJECT LEADER	\$201.68	\$209.55	\$217.72	\$226.21	\$235.03	\$244.20
EXECUTIVE CONSULTANT	\$181.37	\$188.44	\$195.79	\$203.43	\$211.36	\$219.60
SENIOR CONSULTANT	\$156.70	\$162.82	\$169.17	\$175.76	\$182.62	\$189.74
CONSULTANT	\$138.01	\$143.40	\$148.99	\$154.80	\$160.84	\$167.11
ASSOCIATE CONSULTANT	\$120.43	\$125.12	\$130.00	\$135.07	\$140.34	\$145.82
DATA TECHNICIAN	\$65.29	\$67.84	\$70.48	\$73.23	\$76.09	\$79.06
ENTERPRISE INTEGRATION SERVICES	2009	2010	2011	2012	2013	2014
SUBJECT MATTER EXPERT	\$229.24	\$238.18	\$247.47	\$257.12	\$267.15	\$277.56
PROGRAM MANAGER	\$229.24	\$238.18	\$247.47	\$257.12	\$267.15	\$277.56
PROJECT LEADER	\$201.68	\$209.55	\$217.72	\$226.21	\$235.03	\$244.20
EXECUTIVE CONSULTANT	\$181.37	\$188.44	\$195.79	\$203.43	\$211.36	\$219.60
SENIOR CONSULTANT	\$156.70	\$162.82	\$169.17	\$175.76	\$182.62	\$189.74
CONSULTANT	\$138.01	\$143.40	\$148.99	\$154.80	\$160.84	\$167.11
ASSOCIATE CONSULTANT	\$120.43	\$125.12	\$130.00	\$135.07	\$140.34	\$145.82
DATA TECHNICIAN	\$65.29	\$67.84	\$70.48	\$73.23	\$76.09	\$79.06

\*NOTE: Annual price increase takes effect on June 18th of each year. 2009 (6.18.09)