GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service

Authorized Federal Supply Schedule FSS Price List

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

Multiple Award Schedule

FSC Group: Information Technology & Professional Services   FSC Class: 7010
Contract number: 47QTCA20D0055

Contract period: January 29, 2020 – January 28, 2025

Competitive Innovations, LLC
200 N Glebe Road, Suite 1025
Arlington, Virginia 22203

Contract Administrator: Michael J. Kennedy
Telephone: (703) 698-5000
Website: www.cillc.com

Business size: **Small & SBA Certified HUBZone Small**

Pricelist current through Modification PS-0019 effective
July 20, 2023

Prices Shown Herein are Net (discount deducted)

For more information on ordering go to the following website: http://www.gsa.gov/schedules

CUSTOMER INFORMATION

1a. Table of awarded special item number(s) with appropriate cross-reference to item descriptions and awarded price(s).

SINs	SIN Title
511210	Software Licenses
518210C	Cloud Computing and Cloud Related IT Professional Services
54151	Software Maintenance Services
541511	Web Based Marketing
54151HACS	Highly Adaptive Cybersecurity Services (HACS)
54151S	Information Technology Professional Services
541611	Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services
611420	Information Technology Training
611430	Professional and Management Development Training
ANCILLARY	Ancillary Supplies and Services
OLM	Order-Level Materials (OLM)

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. See Page 5

1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate "Not applicable" for this item. See Page 5

2. Maximum order: $1,000,000 Or:

SINs	Maximum Order
511210	$500,000
518210C	$500,000
54151	$500,000
541511	$1,000,000
54151HACS	$500,000
54151S	$500,000
541611	$1,000,000

SINs	Maximum Order
611420	$250,000
611430	$1,000,000
ANCILLARY	$250,000
OLM	$250,000

3. Minimum order: $100

4. Geographic coverage (delivery area). Worldwide

5. Point(s) of production (city, county, and State or foreign country). Competitive Innovations, LLC 200 N Glebe Road, Suite 1025, Arlington VA 22203-3750 USA

6. Discount from list prices or statement of net price. Government Net Prices (discounts already deducted.)

7. Quantity discounts. $300,000 + Additional 1% for SINs: 518201C, 54151S, and Ancillary.

8. Prompt payment terms. Net 30 days or other negotiated prompt payment terms. Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. Foreign items (list items by country of origin).
- Kentico Software – Country of Origin: Czech Republic
- All other - Not Applicable / domestic USA items

10a. Time of delivery. (Contractor insert number of days.) To be determined at the Task Order level.

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list. To Be Determined at the Task Order level.,

10c. Overnight and 2-day delivery. To Be Determined at the Task Order level

10d. Urgent Requirements. To Be Determined at the Task Order level

11. F.O.B. point(s). Destination

12a. Ordering address(es). Competitive Innovations, LLC 200 N Glebe Road, Suite 1025, Arlington VA 22203-3750 USA, (703) 698-5000, sales@cillc.com or visit www.cillc.com

12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3.

13. Payment address(es). Competitive Innovations, LLC P.O. Box 2596, Merrifield, VA 22116-2596 USA

14. Warranty provision. Standard Commercial Warranty Terms & Conditions

15. Export packing charges, if applicable. Actual cost plus applicable General and Administrative (G&A) costs.

16. Terms and conditions of rental, maintenance, and repair (if applicable). Not Applicable

17. Terms and conditions of installation (if applicable). Not Applicable

18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable

18b. Terms and conditions for any other services (if applicable). Not Applicable

19. List of service and distribution points (if applicable). Not Applicable

20. List of participating dealers (if applicable). Not Applicable

21. Preventive maintenance (if applicable). Not Applicable

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

22b. If applicable, indicate that Section 508 compliance information is available for the information and communications technology (ICT) products and services and show where full details can be found (e.g. contractor's website or other location.) ICT accessibility standards can be found at: https://www.Section508.gov/ if applicable on a task order basis.

23. Unique Entity Identifier (UEI) number. GCQ7KCPCCEF1

24. Notification regarding registration in System for Award Management (SAM) database. Contractor registered and active in SAM

GSA PRICE LIST IT PROFESSIONAL SERVICES: SIN 54151S

Competitive Innovations approved hourly labor rates for the contract period are provided below.

MAS 47QTCA20D0055 – Rates for Contractor or Government Site

47QTCA20D0055 – Item / Labor Category Title	SIN/Category	Year 4: 01/29/2023-01/28/2024	Year 5: 01/292024-01/28/2025
Senior Technology Advisor	54151S	$228.67	$233.34
Technology Advisor	54151S	$200.08	$204.08
Senior Technology Consultant	54151S	$188.91	$192.66
Senior Project Manager	54151S	$179.88	$183.48
Technology Consultant	54151S	$156.27	$159.40
Associate Technology Consultant	54151S	$100.07	$102.07
Senior Software Coder	54151S	$96.20	$98.12
Software Coder	54151S	$77.52	$79.07
Principal Technical Support Personnel	54151S	$118.97	$121.35
Senior Technical Support Personnel	54151S	$96.75	$98.69
Technical Support Personnel	54151S	$74.50	$75.99
Junior Support Personnel	54151S	$55.61	$56.72

Notes/Assumptions:
- On-site and Off-site rates are the same.
- Software Coder and Senior Software Coder rates are typically only available for remote work performed at contractor facilities.
- Service Contract Act (SCA) labor hours (see SCA Matrix) are only available when purchased withone or more other non-SCA labor category listed above.
- Web/Content Administrative Specialist is available under SIN 1 Ancillary only in support of SIN54151S task orders.

CI offers the following labor categories to complete the services provided under SIN 54151S IT Professional Services.

Senior Technology Advisor

Senior technical or functional information technology professional. Provides expert consultation and direction for complex system development, program and technical service implementation.

Key Responsibilities:
o Primarily be used on an information technology project on an as needed temporary basis
o Specific field of expertise and roll on project

Job Requirements:
o Fifteen (15) years of technical experience with complex systems development and technical service implementation with increasing experience related to a specific area of concentration. The Senior Advisor is considered a resident subject matter expert.
o Bachelor's degree required, Master's degree preferred in Information Technology, Computer Science,Business Administration, Cybersecurity, Engineering or appropriate field of study.
o Information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, CompTIA etc.), Cyber Security (i.e.

Security+, CISSP, C-CISO, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training requiredwith active Certification preferred.

Technology Advisor

Senior technical or functional professional assigned to leadership role on one or more projects. Provides expert consultation and direction for complex system development, program and technical service implementation as needed.

Key Responsibilities:
o Specific field of information technology expertise and roll on project.

Job Requirements:
o Ten (10) years of technical experience with complex systems development and technical service implementation with increasing experience related to a specific area of concentration.
o Bachelor's degree required, Master's degree preferred in Information Technology, Computer Science,Business Administration, Cybersecurity, Engineering or appropriate field of study.
o Information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, CompTIA etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training requiredwith active Certification preferred.

Senior Technology Consultant

Mid-career information technology professional responsible for delivering work and overseeing less experienced professionals on individual tasks.

Key Responsibilities:
o Task leader responsible for delivery of information technology work and providing technical direction to other IT professional team members.
o Typically assigned to one large assignment full-time or manages multiple mid to smaller assignments part time.

Job Requirements:
o Seven (7) years of information technology professional experience with information technology, systems, design, architecture, development, deployment, maintenance and/or technical service implementation with increasing experience related to a specific area of concentration.
o Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
o Advance information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, CompTIA etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Senior Project Manager

Has extensive technical project management expertise. Responsible for the technical specifications and project performance of either a large-scale design/development effort or a series of low to medium scale efforts. Technical background combined with strong communication and customer service skills preferred.

Job Requirements:
o Eight (8) years of experience in complete information technology project development from inception to deployment, with a demonstrated ability to provide guidance and direction in tasks of a technical nature
o Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study, Master's degree preferred.
o Information technology manufacturer/industry (i.e. Microsoft, CISCO, AWS, Network+ etc.), Cyber Security (i.e. Security+, CISSP, CEH, etc.) and/or Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Technology Consultant

Mid-career information technology professional for delivering work and managing assignments either individually or as a part of a larger team. Proficient enough with relevant information technology technical skills to complete assignments on time with limited supervision.

Key Responsibilities:
o Team member / individual contributor responsible for delivery of information technology work and completing specific assignments.
o Typically reports to a senior project manager or senior technology consultant acting as a task leader.

Job Requirements:
o Four (4) years of information technology professional experience with information technology systems, design, architecture, development, maintenance and/or technical service implementation with increasing experience related to a specific area of concentration.
o Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study.
o Mid-career information technology manufacturer/industry (i.e. Microsoft, CISCO, CompTIA A+/Network+ etc.), Cyber Security (i.e. Security+, CEH, etc.) and Project Management (ITIL, PMP, Agile etc.) training required with active Certification preferred.

Associate Technology Consultant

Entry level information technology consulting services professional position. Demonstrated ability through combination of education and work experience in information technology industry.

Key Responsibilities: Under close supervision, writes code and incorporates approved programming techniques in translating design to application.

Job Requirements:
o Two or more years of information technology professional experience. Track record of industry experience through full or part-time employment while in school preferred.
o Bachelor's degree or higher required in Information Technology, Computer Science, Business Administration,

Cybersecurity, Engineering or appropriate field of study.
o Entry level information technology manufacturer/industry (i.e. Microsoft, CISCO, CompTIA A+ etc.), Cyber Security (i.e. Security+ etc.) and/or IT Project Management (ITIL Foundation) training required with active Certification preferred.

Senior Software Coder

Non-managerial position with the ability to implement and code computer software system applications with limited or no supervision.

Key Responsibilities:
o Team member/lead coder responsible for delivery of work using one or more programming languages, software engineering concepts and operating systems necessary for a specific assignment.
o Provides input for software code documentation.
o Typically reports to a Project Manager or Technology Consultant.

Job Requirements:
o Approximately six years of any combination of information technology related education, training and experience in software application design and development.
o Information technology manufacture/industry (i.e. Microsoft, CompTIA) and Cyber Security (i.e. Security+ etc.) training required with active Certification preferred.

Software Coder

Entry level position with a basic ability to code and implement computer software to system and functional specifications under close supervision.

Key Responsibilities:
o Team member responsible for delivery and implementation of software code.
o Typically reports to a Sr. Software Coder.

Job Requirements:
o Approximately three years of any combination of education and experience in software coding.
o Information technology manufacture/industry (i.e. Microsoft, CompTIA) and Cyber Security (i.e. Security+ etc.) training required with active Certification preferred.

Principal Technical Support Personnel / Manager

Task / project leader level technical and/or functional professional experienced and proficient in performing technical support duties with experience supervising and directing other information technology support professionals. Responsible for service level agreements, task leadership, deliverable management, customer interface for and delivery across multiple technical support teams. Activities may include and not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:

o Senior team member, manager and/or task leader responsible for delivery and implementation of information technology support tasks, projects and programs.
o Typically works independently with direct accountability to customers and company management for documented deliverables and project/task activities.

Job Requirements:

o Three or more years of directly applicable (i.e. Cyber Security, Technical Support, CIRT, CERT, AWS, Microsoft, Kentico, Web technologies etc.) professional technical, supervisory and/or managerial experience.
o Master's degree preferred, Bachelor's degree required or coursework toward bachelor's degree plus additional years of applicable experience substituting experience for missing education on a one for onebasis.
o Approximately nine (9) years or more of combined professional experience, post graduate education and/or specialized training and certifications.
o Applicable professional certifications preferred not an absolute requirement.

Senior Technical Support Personnel / Supervisor

Experienced senior level technical and/or functional professional capable of performing technical support duties independently with minimal direct supervision. Responsible for performing complex and routine technical assignments and assisting in training, supervision and development of less experienced personnel. Activities mayinclude and are not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:

o Senior technical team member and contributor capable of assisting with task leadership on an interimbasis as necessary, supervising technical personnel.
o Typically assigned one or more information technology support tasks, projects, programs and responsiblefor supervising less experienced personnel.
o Typically works independently with direct accountability to team leader, customer and other stakeholders.

Job Requirements:

o Approximately two or more years of directly applicable (e.g. Cyber Security, Technical Support, CIRT, CERT, AWS, Microsoft, Kentico, and/or Web technologies etc.) professional technical, supervisory and/or managerial experience.
o Bachelor's required or coursework toward bachelor's degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
o Approximately five (5) years or more of combined professional experience, post graduate education and/or specialized training and certifications.
o Applicable professional certifications preferred not an absolute requirement.

Technical Support Personnel

Experienced mid-level technical and/or functional professional capable of performing technical support duties. Responsible for performing technical assignments and may be assigned more complex tasks and assisting in training and development of less experienced personnel. Activities may include and are not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and/or other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:
o Technical team member and contributor capable of performing and typically assigned one or more information technology support tasks as a part of a project/program.
o Typically works on tasks assignments independently and in a team environment with direct accountability to team leader, customer and other stakeholders.

Job Requirements:
o Meets requirements for Junior Technical Support Personnel plus two (2) or more years of professional experience and/or education
o Bachelor's required or coursework toward bachelor's degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
o Applicable professional certifications preferred not an absolute requirement.

Junior Technical Support Personnel

Entry level professional position with the ability to successfully perform technical duties with under close supervision. Responsible for performing, documenting and communicating results of technical assignments. Activities may include and are not limited to: Computer Incident Response Teams (CIRT); Computer Emergency Response Teams (CERT); Section 508 / Web Accessibility support; Help Desk / Technical Customer Support, Security Vulnerability Scanning and Monitoring; Technical Support; and/or other Cyber Security and web technical support tasks in support of customer operations.

Key Responsibilities:
o Technical team member typically assigned one or more basic typically routine information technology support tasks as a part of a project/program.
o Typically works under close supervision on tasks assignments with direct accountability to team leader, more experienced teammates, customer and other stakeholders.

Job Requirements:
o Entry level professional -- some applicable experience preferred although not an absolute requirement.
o Associate's or Bachelor's degree preferred or coursework toward degree plus additional years of applicable experience substituting experience for missing education on a one for one basis.
o Applicable professional certifications preferred not an absolute requirement.
o Education and/or experience that demonstrates ability to succeed in technical environment (i.e. internships, volunteer and/academic experience in Cyber Security, Technical Support, CIRT, CERT, AWS, Microsoft, Kentico, Web technologies etc.) preferred.

Education and Experience Substitutions for Information Technology (IT) Professional Services Labor Categories:

Minimum Degree	Equivalent Substitutions for Education and Experience
Associates	2 years' experience
Bachelor's	4 years' experience; or Associates degree plus 2 years' experience
Master's	6 years' experience; or Bachelor's degree plus 2 years' experience
PhD/Doctorate	8 years' experience; or Master's degree plus 2 years' experience; or Bachelor's degree plus 4 years' experience

GSA PRICE LIST IT PROFESSIONAL SERVICES: SIN 54151HACS

Competitive Innovations approved hourly labor rates for the contract period are provided below.

MAS 47QTCA20D0055 – 54151HACS IT Professional Services
Rates for Contractor or Government Site

47QTCA20D0055 – Item / Labor Category Title	SIN/Category	Year 4: 4/12/2023 – 01/28/2024	Year 5: 01/29/2024 - 01/28/2025
Subject Matter Expert - Cyber Security III	54151HACS	$385.00	$394.63
Subject Matter Expert - Cyber Security II	54151HACS	$312.00	$319.80
Subject Matter Expert - Cyber Security I	54151HACS	$240.00	$246.00
Cyber Security Program Executive	54151HACS	$312.00	$319.80
Cyber Security Program Manager	54151HACS	$265.00	$271.63
Cyber Security Project Manager	54151HACS	$210.00	$215.25
Cyber Security Task Manager	54151HACS	$162.00	$166.05
Sr. Cyber Security Advisor	54151HACS	$225.00	$230.63
Cyber Security Advisor	54151HACS	$196.00	$200.90
Cyber Security Consultant III	54151HACS	$190.00	$194.75
Cyber Security Consultant II	54151HACS	$155.00	$158.88
Cyber Security Consultant I	54151HACS	$100.00	$102.50
Cyber Security Engineer / Analyst IV	54151HACS	$220.00	$225.50
Cyber Security Engineer / Analyst III	54151HACS	$190.00	$194.75
Cyber Security Engineer / Analyst II	54151HACS	$145.00	$148.63
Cyber Security Engineer / Analyst I	54151HACS	$120.00	$123.00
Security Operations Lead Analyst	54151HACS	$137.00	$140.43
Security Operations Analyst III	54151HACS	$127.00	$130.18
Security Operations Analyst II	54151HACS	$97.00	$99.43
Security Operations Analyst I	54151HACS	$74.50	$76.36

Labor Category Descriptions

Subject Matter Expert – Cyber Security III
Recognized as an authority and provides thought leadership related to current and future customer plans with complex Cybersecurity domains or proficient in high demand emergent cyber tools, processes and/or solutions design required under special circumstances. Duties may include applying subject matter knowledge and authority to specific incident, security application or enterprise environment to improve a security posture, resolve organizational issues and/or lead assists in the development and formulation of appropriate strategies, leads teams and client interaction from solution design to Cybersecurity solution delivery.

Minimum Education: Bachelors
Minimum Years of Experience: 12

Subject Matter Expert – Cyber Security II
Recognized as an authority and provides thought leadership related to current and future customer plans with complex Cybersecurity domains or proficient in high demand emergent cyber tools, processes and/or solutions design required under special circumstances. Duties may include applying subject matter knowledge and authority to specific incident, security application or enterprise environment to improve a security posture, resolve organizational issues and/or lead assists in the development and formulation of

appropriate strategies, leads teams and client interaction from solution design to Cybersecurity solution delivery.

Minimum Education: Bachelors
Minimum Years of Experience: 8

Subject Matter Expert – Cyber Security I
Recognized as an authority and provides thought leadership related to current and future customer plans with complex Cybersecurity domains or proficient in high demand emergent cyber tools, processes and/or solutions design required under special circumstances. Duties may include applying subject matter knowledge and authority to specific incident, security application or enterprise environment to improve a security posture, resolve organizational issues and/or lead assists in the development and formulation of appropriate strategies, leads teams and client interaction from solution design to Cybersecurity solution delivery.

Minimum Education: Bachelors
Minimum Years of Experience: 4

Cyber Security Program Executive
Oversees design, architecture, implementation and delivery of Cyber security engagements, program managers and Cyber security professional teams responsible for: Cyber programs including technically complex programs involving multiple programs and projects including High Value Asset (HVA) Assessments and Vulnerability Assessment (RVA); Cyber Hunt; Computer Incident and/or Emergency Response services; Penetration Testing and/or other specialized cyber threat, investigation, analysis and/or solutions consulting delivery. Coordinates with senior-level management and/or Federal agency/customer executives. Plans, organizes, and oversees work efforts; assigns and allocates resources; supervises personnel, ensures quality management of resources and Cyber Security computing client engagements.

Minimum Education: Masters
Minimum Years of Experience: 15

Cyber Security Program Manager
Manages and has overall accountability for Cyber programs including technically complex programs involving multiple projects. Organizes, directs, and coordinates planning and production of all Cyber security contract support activities. Has demonstrated communications skills at all levels of management. Serves as the contractor's authorized interface with the Contracting Officer's Technical Representative (COTR), government management personnel, and client agency representatives. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicating   policies, purposes, and goals of the organization to subordinate personnel. Responsible for overall contract performance. Under stringent time frames, assembles and recruits as necessary to perform assigned tasks. Demonstrated capability in technical performance plus the overall management of multi-task cyber security contracts of the size, type, and complexity within scope of a particular task order.

Minimum Education: Bachelors
Minimum Years of Experience: 12

Cyber Security Project Manager
The Cyber Security Project Manager manages, plans and coordinates activities of cyber projects. This individual reviews project proposal or plan to determine schedule, funding limitations, procedures for accomplishing projects, staffing requirements and allotment of available resources to various phases of

projects. The Cyber Project Manager establishes work plans and coordinates staffing for each phase of project and arranges for recruitment or assignment of project personnel. The Cyber Project Manager identifies functional and cross-functional requirements and resources required for each task.

Minimum Education: Bachelors
Minimum Years of Experience: 7

Cyber Security Task Manager
Cyber Task Managers apply their broad management skills and specialized functional and technical expertise to guide cyber engineering and process teams in delivering client solutions or to manage the day-to-day operations of cyber projects. The Cyber Task Manager monitors quality across multiple projects. This individual establishes and maintains financial and technical reports to show progress of projects to management and customers, organizes and assigns responsibilities to subordinates, and oversees the assigned tasks.

Minimum Education: Bachelors
Minimum Years of Experience: 3

Sr. Cyber Security Advisor
Senior technical or functional Cybersecurity professional. Provides thought leadership, expert consultation and direction for High Value Asset (HVA) Assessments and Vulnerability Assessment (RVA); Cyber Hunt; Computer Incident and/or Emergency Response services; Penetration Testing and/or other specialized cyber threat, investigation, analysis and/or solutions consulting delivery. Primarily role on a cyber security project on a temporary as needed basis. Sr. Cyber Security Advisor is skilled in a specific field of cyber security related to a senior role providing council and decision support to senior leaders. Sr. Cyber Security Advisor possesses knowledge of the future direction and trends associated with the stated information technology; mission / operational objectives and priorities and is up to date with current cyber threats associated with the customer engagement. This individual has experience in designing and implementing protections for information architecture. Sr. Cyber Security Advisor is skilled at designing and architecting cyber security solutions to include the software, hardware, and communications to support the total requirements.

Minimum Education: Bachelors
Minimum Years of Experience: 15

Cyber Security Advisor
Senior technical or functional Cybersecurity professional assigned to leadership role on one or more projects. Cyber Security Advisor is skilled in a specific field of cyber security related to a senior role providing council and decision support to senior leaders. Cyber Security Advisor possesses knowledge of the future direction and trends associated with the stated information technology; mission / operational objectives and priorities and is up to date with current cyber threats associated with the customer engagement. Provides expert consultation and direction for complex cyber security solutions design, architecture, development and/or implementation as needed.

Minimum Education: Bachelors
Minimum Years of Experience: 10

Cyber Security Consultant III

Mid-career Cyber Security professional responsible for delivering work and overseeing less experienced technical and functional professionals on individual tasks. Key responsibilities may include technical or functional leadership responsibility for delivery of cyber security work and providing direction to other professional team members. Typically assigned to one large assignment full-time or manages multiple mid to smaller assignments part time focused on one or more cyber security domains namely: High Value Asset (HVA) Assessments and Vulnerability Assessment (RVA); Cyber Hunt; Computer Incident and/or Emergency Response services; Penetration Testing and/or other specialized cyber threat, investigation, analysis and/or solutions consulting delivery.

Minimum Education: Bachelors
Minimum Years of Experience: 7

Cyber Security Consultant II

Mid-career Cyber Security professional consulting position responsible for delivering work and managing assignments either individually or as a part of a larger team. Proficient enough with one or more cyber skill areas (HVA, RVA, Cyber Hunt, Incident/Emergency Response, Cyber Threat, Investigations etc.) to complete assignments on time with limited supervision. Team member / individual contributor responsible for delivery of cyber security work and completing specific assignments. Typically reports to more senior technical or managerial professional.

Minimum Education: Bachelors
Minimum Years of Experience: 4

Cyber Security Consultant I

Entry-level Cyber Security professional consulting position. Demonstrated ability through combination of education and work experience in the cyber security, information technology or related industry. Key Responsibilities: Under close supervision contributes as a team member on one or more technical and/or functional assignments related to cyber security in HVA, RVA, Cyber Hunt, Computer Incident/Emergency Response, Cyber Threat, Investigations and/or other specialized cyber threat, investigation, analysis and/or solutions consulting delivery.

Minimum Education: Bachelors
Minimum Years of Experience: 2

Cyber Security Engineer / Analyst IV

Principal level professional Cyber Security Engineer / Analyst IV provides technical advice, guidance, engineering, analytical and/or other Cyber Security services and participates in projects or investigations into technology or solution issues, research and piloting of new technologies. Serves as a point of contact for technical, analytical and engineering efforts to support, manage and maintain compliance with customer policies and guidelines. Level IV is proficient in the subject matter and concepts, fully capable and routinely assigned to lead other individuals at all levels on a project team.

Minimum Education: Bachelors
Minimum Years of Experience: 8

Cyber Security Engineer / Analyst III
Senior level professional Cyber Security Engineer / Analyst III provides technical advice, guidance, engineering, analytical and/or other Cyber Security services and participates in projects or investigations into technology or solution issues, research and piloting of new technologies. Serves as a point of contact for technical, analytical and engineering efforts to support, manage and maintain compliance with customer policies and guidelines. Level III is proficient in the subject matter and concepts and capable of leading other individuals on a project team.

Minimum Education: Bachelors
Minimum Years of Experience: 5

Cyber Security / Analyst II
Mid-level professional Cyber Security Engineer / Analyst II provides technical advice, guidance, engineering, analytical and/or other Cyber Security services and participates in projects or investigations into technology or solution issues, research and piloting of new technologies. Serves as a point of contact for technical, analytical and engineering efforts to support, manage and maintain compliance with customer policies and guidelines. Level II performs more varied and difficult tasks compared to Level I yet has less autonomy than higher levels.

Minimum Education: Bachelors
Minimum Years of Experience: 3

Cyber Security / Analyst I
Entry level professional Cyber Security Engineer / Analyst I participates in special projects or investigations into specific technology or solution issues and research and piloting of new technologies. Serve as a point of contact for engineering efforts while assisting in maintaining compliance with the customer's policies and guidelines. Level I performs more routine aspects of the position and is supervised by higher level professionals.

Minimum Education: Associates
Minimum Years of Experience: 1

Security Operations Lead Analyst
Directs and leads one or more Computer Incident/Emergency Response Teams (CIRT or CERT) and/or Security Operations Center (SOC) providing cyber threat analysis, monitoring and reporting to support program / customer situational awareness. Actively monitor security threats and risks, provides incident analysis and threat research, evaluates security incidents, track investigation findings and report on outcomes. Lead Analyst is proficient in the subject matter and concepts, fully capable and routinely assigned to lead other individuals at all levels on a project team.

Minimum Education: Bachelors
Minimum Years of Experience: 6

Security Operations Analyst III
Senior team member on one or more Computer Incident/Emergency Response Teams (CIRT or CERT) and/or Security Operations Center (SOC) providing cyber threat analysis, monitoring and reporting to support program / customer situational awareness. Provide cyber threat analysis and reporting to support security operations center and customer program situational awareness. Actively monitors security threats and risks, tracks investigation results and reports on / documents findings. Level III is proficient in the subject matter and concepts and capable of leading other individuals on a project team.

Minimum Education: Associates
Minimum Years of Experience: 4

Security Operations Analyst II
Mid-level team member on one or more Computer Incident/Emergency Response Teams (CIRT or CERT) and/or Security Operations Center (SOC) providing cyber threat analysis, monitoring and reporting to support program / customer situational awareness. Provide cyber threat analysis and reporting to support security operations center and customer program situational awareness. Actively monitors security threats and risks, tracks investigation results and reports on / documents findings. Level II performs more varied and difficult tasks compared to Level I yet has less autonomy than higher levels.

Minimum Education: Associates
Minimum Years of Experience: 2

Security Operations Analyst II
Entry level team member on one or more Computer Incident/Emergency Response Teams (CIRT or CERT) and/or Security Operations Center (SOC) providing cyber threat analysis, monitoring and reporting to support program / customer situational awareness. Provide cyber threat analysis and reporting to security operations center and customer program situational awareness. Actively monitors security threats and risks, tracks investigation results and reports on / documents findings. Level I performs more routine aspects of the position and is supervised by higher level professionals.

Minimum Education: Associates
Minimum Years of Experience: 0

GSA PRICE LIST PROFESSIONAL SERVICES SCHEDULE (PSS): SIN's 541611, 541511 and 611430

Competitive Innovations' approved rates for the contract period are provided below.

MAS 47QTCA20D0055 - Rates for Contractor or Government Site

47QTCA20D0055 – Item / Labor Category Title	SIN/Category	Year 4: 01/29/2023 - 01/28/2024	Year 5: 01/29/2024 - 01/28/2025
Senior Mentor (Daily Rate)	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$4,675.28	$4,792.16
Faculty (90 minute course)	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$2,337.64	$2,396.08
Executive Education Curriculum Developer	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$288.92	$296.14
Project Assistant	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$59.89	$61.38
Business Process Analyst	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$89.30	$91.54
Associate Management Consultant	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$100.86	$103.38
Management Consultant	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$125.02	$128.15
Project Manager	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$137.63	$141.07
Senior Management Consultant	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$149.19	$152.92
Management Advisor	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$160.75	$164.76
Program Manager	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$178.61	$183.08
Principal Management Executive	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$209.07	$214.30
Client Services Executive	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$238.49	$244.45
Subject Matter Expert – Servant Leader I	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$303.63	$311.22
Subject Matter Expert – Servant Leader II	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$345.00	$353.63
Subject Matter Expert – Mentor	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$379.00	$388.48
Subject Matter Expert – Senior Mentor (Hourly)	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$462.00	$473.55
Subject Matter Expert – Principal Leader & Senior Mentor	541611, 541611RC, 611430, 611430RC, 541511, 541511RC	$547.92	$561.62
1 Day Diversity Training Seminar	611430	$19,995.00	$19,995.00

Labor Category Descriptions

CI recognizes that successful project performance requires staffing each engagement with the right combination of education, specialized knowledge, and experience. The careful combination of these three elements is often unique and dependent upon the particular requirements associated with the work being performed.

SENIOR MENTOR (DAILY RATE)

Senior Mentors include career officers with military rank of O-8 (Officer Level Eight) or SES II (Senior Executive Service Level II) or higher or the civilian / industry equivalent (for example President, Senior Vice President, Chief Executive Officer, Chief Information Officer, Chief Security Officer, Vice President Human Resources or other executive level officer working in industry), who (in the case of former Government leaders) have retired in the past ten years, with specific prior experience in the seminar topics (i.e. Diversity, Leadership etc.) from a career in the Federal or Commercial sectors. The Senior Mentor serves as a team member or alone in one or more tasks, applies wide spectrum of disciplines for planning, analysis, design, implementation and support of assigned tasks. All personnel must comply with all U.S. employment laws and customer security requirements.

Senior Mentor's have command / leadership experience, and specific experience in providing expert advice, assistance, guidance or counseling to mid-level officers / management, in support of organizational improvement, that emphasize their responsibilities with respect to the management of the topics and/or subject matter covered in the seminar and/or engagement.

Minimum Education: Masters degree
Minimum Experience: 15 years
Equivalent Substitutions: Bachelors plus at least two additional years of relevant professional experience for Masters is an equivalent substitution.

FACULTY

Faculty is thought leaders, award-winning curriculum designers and pioneers of case-method and other executive education teaching methods. They are 100% focused on teaching and serve as mentors and friends consistent with industry best practices in lifelong learning. Faculty produces research that advances managerial practice, helping shape executives' business decisions in corporate, nonprofit and government settings throughout the world. Real-world experiences form the basis for highly effective cases and other teaching materials. Faculty is preeminent scholars, in the classroom and out. Case method teaching draws on real-world scenarios and cutting-edge research. Faculty are committed to personal and professional development. They comply with all U.S. employment laws and customer security requirements.

Faculty maintain eligibility to teach at one or more nationally recognized and accredited business schools and *substantially* exceeds the Association to Advance Collegiate Schools of Business (AACSB) qualifying standards:
- 73.5% academically qualified versus 50% minimum standard academically qualified
- 86% permanent faculty delivering content versus 75% minimum permanent faculty standard

Minimum Education: Masters
Minimum Experience: 10 years
Equivalent Substitutions: Doctoral/PhD degree and at least five (5) years of relevant professional experience may be substituted for Masters and ten (10) years experience.

EXECUTIVE EDUCATION: CURRICULUM DEVELOPER

Executive Education Curriculum Developers (EECD) lead, formulate and define training system scope and objectives, training scenarios, approaches, objectives, plans, tools, aids, curriculums, and other state of the art technologies related to executive education and training seminars, classes and consulting engagements. EECD designs, develops, integrates, tests, documents and prepares course and seminar content for executive education, training and other in-person learning events. Work product may also include content and storyboards for computer-based multimedia training, video scripts, audiotape scripts, web-based training and/or information systems supporting classroom and virtual seminars. Executive Education Curriculum Developers comply with all U.S. employment laws and customer security requirements.

Minimum Education: Masters
Minimum Experience: 10 years
Equivalent Substitutions: Doctoral/PhD degree and at least five (5) years of relevant professional experience may be substituted for a Masters degree and ten (10) years experience.

PROJECT ASSISTANT

Experience in providing administrative duties to include team support and project administration. Provides direct support to project team including: word processing and editing support of deliverables, electronic and verbal communication support, and content administration. Project Assistants comply with all U.S. employment laws and customer security requirements.

Minimum Education: High school diploma or GED
Minimum Experience: 4 years
Equivalent Substitutions: Associate's degree plus two (2) years of experience or Bachelor's degree and no professional experience are equivalent substitutions.

BUSINESS PROCESS ANALYST

The Business Process Analyst possesses the skills for applying analytical techniques and tools when diagnosing process performance problems. The analyst is able to identify their causes and appropriate corrective actions and work on a team under the direction of a project manager or senior professional team member to create systems and processes that support client needs for business process improvement. Business Process Analysts comply with all U.S. employment laws and customer security requirements.

Minimum Education: High school diploma or GED
Minimum Experience: 4 years
Equivalent Substitutions: Associate's degree plus two (2) years of experience or Bachelor's degree and one (1) year of experience are equivalent substitutions.

ASSOCIATE MANAGEMENT CONSULTANT

Experience in providing advice, assistance, guidance or counseling in support of management, organizational, and business improvement that may include studies, strategic, business, action planning or advising clients related to information technology strategies and plans. Serves as a team member working under specific direction from senior staff or a project manager supporting one or more tasks, applies wide spectrum of disciplines for planning, analyses, design, implementation and support of assigned tasks. Associate Management Consultants comply with all U.S. employment laws and customer security requirements.

Minimum Education: High school diploma or GED
Minimum Experience: 5 years
Equivalent Substitutions: Associate's degree plus three (3) years of experience or Bachelor's degree and two (2) years of experience are equivalent substitutions.

MANAGEMENT CONSULTANT

Experience in providing advice, assistance, guidance or counseling in support of management, organizational, and business improvement that may include studies, strategic, business, action planning or advising clients related to information technology strategies and plans. Serve as a team member working alone on one or more tasks, applies wide spectrum of disciplines for planning, analyses, design, implementation and support of assigned tasks. Management Consultants comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's
Minimum Experience: 3 years
Equivalent Substitutions: Master's degree and one (1) or more year(s) of relevant professional experience are equivalent substitutions.

PROJECT MANAGER

Experience in the negotiation/delivery of task orders. Experience or formal training in planning, organizing, management, and performing work associated with one or more subtasks relevant to the subject matter domain of the project. Manages and coordinates the implementation of a project's objectives throughout all phases of a system's or project's life cycle. Monitors each task and reports to the program manager, client service executive, and /or principal management executive all problems and accomplishments. Anticipates problems and works to mitigate the anticipated problems. Project Managers comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's
Minimum Experience: 3 years
Equivalent Substitutions: Master's degree and one (1) or more year(s) of relevant professional experience are equivalent substitutions.

SENIOR MANAGEMENT CONSULTANT

Experience in providing expert advice, assistance, guidance or counseling in support of management, organizational, and business improvement that may include studies, strategic, business, action planning or advising clients related to information technology strategies and plans. Serves as a team member or alone in one or more tasks, applies wide spectrum of disciplines for planning, analyses, design, implementation and support of assigned tasks. Senior Management Consultants comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's
Minimum Experience: 5 years
Equivalent Substitutions: Master's degree and two (2) or more years of relevant professional experience are equivalent substitutions.

MANAGEMENT ADVISOR

Experience in providing expert advice, assistance, guidance or counseling in support of management, organizational, and business improvement that may include studies, strategic, business, action planning or advising clients related to information technology strategies and plans. Serves as a team member or alone in one or more tasks, applies wide spectrum of disciplines for planning, analysis, design, implementation and support of assigned tasks. Management Advisors comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's degree

Minimum Experience: 8 years
Equivalent Substitutions: Master's degree and four (4) or more years of relevant professional experience are equivalent substitutions.

PROGRAM MANAGER
Proficient in the negotiation of delivery/task orders and overseeing multiple client projects. Experience or formal training in planning, organizing, management, and performing work associated with multiple subtasks relevant to matter domain of the project. Supervises multiple project managers and team members in the performance of training and technical assistance, problem solving activities, meeting facilitation, formulating recommendations and data analysis, product development, and evaluation and assessment. Provide direct services, as Team Leader responsible for managing multiple customer engagements. Manages and coordinates the implementation of a project's objectives throughout all phases of a system's or project's life cycle. Program Managers comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's degree
Minimum Experience: 10 years
Equivalent Substitutions: Master's degree and five (5) or more years of relevant professional experience are equivalent substitutions.

PRINCIPAL MANAGEMENT EXECUTIVE
Experience in leadership and management expertise providing overall direction for internal operations, long-term planning, and the performance of activities and tasks performed by team members. Oversees negation of delivery and/or task orders. Coordinates with senior level management and/or Federal agency executives. Plans, organizes, and oversees work efforts; assigns and allocates resources; supervises personnel, ensures quality management of resources and client engagement. Principal Management Executives comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's degree
Minimum Experience: 12 years
Equivalent Substitutions: Master's degree and eight (8) or more years of relevant professional experience are equivalent substitutions.

CLIENT SERVICES EXECUTIVE
Experience in leadership and management providing overall direction for internal operations, long-term planning, and the performance of activities and tasks performed by team members. Oversees negotiation of delivery and/or task orders; coordinates with senior level management and/or Federal agency executives. Plans, organizes, and oversees work efforts; assigns and allocates resources; supervises personnel, ensures quality management. Client Services Executives comply with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's degree
Minimum Experience: 15 years
Equivalent Substitutions: Master's degree and ten (10) or more years of relevant professional experience are equivalent substitutions.

SUBJECT MATTER EXPERT - SERVANT LEADER I
Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop strategic plans and concepts. Confers with client management to understand or develop the client's strategic business goals and assists in the formulation of an appropriate

strategy. Has demonstrated relevant experience in one or more areas to include: finance, digital modernization, cyber security, acquisition and/or business process reengineering.

Experienced "agile servant leader" / team member responsible and accountable for development and execution of strategic initiatives that typically featuring scalable cross functional and cross organizational (i.e. public and private sector partners) integrated and scalable solutions related to supply chain, strategic management of functional areas (i.e. Information Technology, Acquisition/Procurement, Finance etc.), cyber security, cloud / digital modernization, data analytics and/or systems engineering.

A Subject Matter Expert – Servant Leader I complies with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's degree
Minimum Experience: 6 years of directly related experience in specific area of knowledge
Equivalent Substitutions: Master's degree in appropriate specialized field of study and four (4) or more years of relevant / directly related experience are equivalent substitutions.

SUBJECT MATTER EXPERT - SERVANT LEADER II
Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop strategic plans and concepts. Confers with client management to understand or develop the client's strategic business goals and assists in the formulation of an appropriate strategy. Has demonstrated relevant experience in one or more areas to include: finance, digital modernization, cyber security, acquisition and/or business process reengineering.

Experienced "agile servant leader" team member fully capable of acting as task leader responsible and accountable for development and execution of strategic initiatives that typically featuring scalable cross functional and cross organizational (i.e. public and private sector partners) integrated and scalable solutions related to supply chain, strategic management of functional areas (i.e. Information Technology, Acquisition/Procurement, Finance etc.), cyber security, cloud / digital modernization, data analytics and/or systems engineering.

A Subject Matter Expert – Servant Leader II complies with all U.S. employment laws and customer security requirements.

Minimum Education: Bachelor's degree
Minimum Experience: 9 years of directly related experience in specific area of knowledge
Equivalent Substitutions: Master's degree in appropriate specialized field of study and seven (7) or more years of relevant / directly related experience are equivalent substitutions.

SUBJECT MATTER EXPERT - MENTOR
Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop strategic plans and concepts. Confers with client management to understand or develop the client's strategic business goals and assists in the formulation of an appropriate strategy. Mentors include mid-career officers typically O-5 / O-6 (Officer Levels Five or Six) or GS 14 or 15 (Federal "General Schedule" / GS grade 14 or 15) or the civilian / industry equivalent (for example Senior Vice President, Vice President, Deputy Chief Information Officer, Security Officer, Information Security Officer, Comptroller, Acquisition Executive, Administrative Officer, Director Human Resources or other leaders providing advisory, mentoring, learning and coaching solutions to executives, directors and managers that are recognized professionals in their field of specialization. The Subject Matter Expert - Mentor serves as "servant leader" and/or team member either alone in one or more tasks, applies wide spectrum of disciplines for planning, analysis, design, implementation and support of assigned tasks.

Subject Matter Expert - Mentor's have demonstrated leadership knowledge and experience in providing expert advice, assistance, guidance or counseling to junior-level officers / management or above, in support of organizational improvement, that emphasize their responsibilities with respect to the management of the topics and/or subject matter covered in the seminar and/or engagement. Experienced mentor, task leader and project manager responsible and accountable for development and execution of strategic initiatives that typically featuring scalable cross functional and cross organizational (i.e. public and private sector partners) integrated and scalable solutions related to supply chain, strategic management of functional areas (i.e. Information Technology, Acquisition/Procurement, Finance etc.), cyber security, cloud / digital modernization, data analytics and/or systems engineering.

A Subject Matter Expert - Mentor complies with all U.S. employment laws and customer security requirements.

Minimum Education: Master's degree
Minimum Experience: 10 years of directly related experience in specific area of knowledge
Equivalent Substitutions: Bachelors degree in appropriate specialized field of study and twelve (12) or more years of relevant / directly related experience are equivalent substitutions.

SUBJECT MATTER EXPERT – SENIOR MENTOR

Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop strategic plans and concepts. Confers with client management to understand or develop the client's strategic business goals and assists in the formulation of an appropriate strategy. Senior Mentors include career officers typically O-8 (Officer Level Eight) or SES II (Senior Executive Service Level II) or the civilian / industry equivalent (for example President, Senior Vice President, Chief Executive Officer, Chief Information Officer, Chief Security Officer, Chief Information Security Officer, Chief Financial Officer, Acquisition Executive, Chief Administrative Officer, Vice President Human Resources or other leaders providing advisory, mentoring, learning and coaching solutions to senior executives that are recognized as experts in their field of specialization. The Subject Matter Expert - Senior Mentor serves as a team member or alone in one or more tasks, applies wide spectrum of disciplines for planning, analysis, design, implementation and support of assigned tasks.

All personnel must comply with all U.S. employment laws and customer security requirements.

Subject Matter Expert - Senior Mentor's have command / leadership experience, and specific experience in providing expert advice, assistance, guidance or counseling to mid-level officers / management, in support of organizational improvement, that emphasize their responsibilities with respect to the management of the topics and/or subject matter covered in the seminar and/or engagement.

Minimum Education: Master's degree
Minimum Experience: 15 years
Equivalent Substitutions: Bachelor's plus at least two additional years of relevant professional experience for Masters is an equivalent substitution.

SUBJECT MATTER EXPERT – Principal Leader & Senior Mentor

Experienced Senior Mentor and Engagement/Organizational Leader responsible and accountable for overall program, personnel and client management of strategic initiatives that typically featuring scalable cross functional and cross organizational (i.e. public and private sector partners) integrated and scalable solutions related to supply chain, strategic management of functional areas (i.e. Information Technology, Acquisition/Procurement, Finance etc.), cyber security, cloud / digital modernization, data analytics and/or systems engineering.

Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop strategic plans and concepts. Confers with client management to understand or develop the client's strategic business goals and assists in the formulation of an appropriate strategy. Senior Mentors include career officers typically O-8 (Officer Level Eight) or SES II (Senior Executive Service Level II) or the civilian / industry equivalent (for example President, Senior Vice President, Chief Executive Officer, Chief Information Officer, Chief Security Officer, Chief Information Security Officer, Chief Financial Officer, Acquisition Executive, Chief Administrative Officer, Vice President Human Resources or other leaders providing advisory, mentoring, learning and coaching solutions to senior executives that are recognized as experts in their field of specialization. Serves as a team member or alone in one or more tasks, applies wide spectrum of disciplines for planning, analysis, design, implementation and support of assigned tasks.

All personnel must comply with all U.S. employment laws and customer security requirements.

Subject Matter Expert – Principal Leader and Senior Mentor's have command / leadership experience, and specific experience in providing expert advice, assistance, guidance or counseling to mid-level officers / management, in support of organizational improvement, that emphasize their responsibilities with respect to the management of the topics and/or subject matter covered in the seminar and/or engagement.

A Subject Matter Expert – Principal Leader & Senior Mentor complies with all U.S. employment laws and customer security requirements.

Minimum Education: Master's degree
Minimum Experience: 18 years of directly related experience in specific area of knowledge
Equivalent Substitutions: Bachelor's degree in appropriate specialized field of study and twenty (20) or more years of relevant / directly related experience are equivalent substitutions.

CI - ONE DAY DIVERSITY EDUCATION SEMINAR

The "CI - One Day Diversity Education Seminar" curriculum design is based on: Participant-centered, problem solving, case method of interactive discussion and over 12 years of experience working with Public Sector clients. CI's Diversity Education Seminar utilizes a new approach to teaching executive education and diversity, based on leaders overcoming psychological biases, strategic communications, ethical decision-making, and inclusive behavior. These topics have been delivered by instructors for executive education programs for the Senior Executive Service (SES) civilian leaders and general officers. A typical One Day Seminar will include courses from a range of related topics, including Psychological Basis of Leadership Bias, Gender & Leadership, Strategic Leadership Communication, and Diversity Resistance. (Micro-aggression) Customer will be able to select 2-4 such courses, depending on scheduling and other constraints.

CI – ONE DAY DIVERSITY EDUCATION SEMINAR

COURSE TITLE/SERVICE DESCRIPTION	UNIT	UNIT PRICE (incl. IFF)
One Day Diversity Education Seminar – FOB Customer Supplied location in the Greater National Capital Region (Washington, DC Metro: Baltimore, MD – Richmond / Charlottesville, VA).	**Seminar**	**See Price List Above**

COURSE DESCRIPTION

The **CI One-Day Diversity Education Seminar** is available to the government customer seeking to provide education to its executive on a range of Executive Leadership topics. CI's outstanding Executive Education Seminar curriculum is based on the case method of instruction. Classes are a unique experience for the participant with lively, interactive discussion focused on real world problems and potential solutions. The **CI One-Day Diversity Education Seminar** follows a set agenda of classes and events during the day. Seminar participants are energized by classes, not bored by the prospect of another dull presentation. CI Faculty guides Seminar participants as they strengthen communication and leadership skills, persuade and inspire others, reconcile differing viewpoints, prioritize objectives and capitalize on opportunities. This seminar includes up to five Faculty course units, pre-seminar curriculum planning, course logistics, project management and course administration. Follow up surveys indicate that participants who complete the **CI One-Day Diversity Education Seminar** are ready to make a difference in the work place, having had a career changing experience.

CONTENT

CI One-Day Diversity Education Seminar cases and curricula are the result of decades of work with educational, commercial and government clients. **CI One-Day Diversity Education Seminar** topics are available for U.S. government leaders including all branches of the U.S. Government. CI offers turnkey programming for:

- ~ Leadership in Industry
- ~ Executive On-boarding
- ~ Senior Leader Orientation
- ~ Executive Leadership Seminar
- ~ Strategic Thinking
- ~ Diversity/Equal Opportunity

CI plans, develops and conducts the **One-Day Diversity Education Seminar** at a government supplied location in the Greater National Capital Region. Teaching support items like classroom facilities, meeting space, meals are customer supplied items. CI deploys a proven, turnkey seminar solution that includes student evaluations. Evaluations are completed by students at the end of the seminar and results are provided to the government.

CI FACULTY

Faculty is comprised of the top professors, lecturers, authors, strategists, senior mentors, and case developers in today's Executive Education marketplace. Faculty is skilled in case method approach and is evaluated on ability to teach executives including all branches of the U.S. military and the U.S. Department of Defense. Faculty consistently receives teaching scores in the 4.5-5.0 range on a 1-5 Likert scale. Faculty is chosen from the U.S. military, industry, and top universities, colleges, and business schools. Complete faculty qualifications are submitted to the government customer for approval. **CI One-Day Diversity Education Seminar** Faculty qualifications include:

- ~ Behavioral psychologist at top U.S. business school (40+ years)
- ~ Establish Ethics Center at top U.S. business school
- ~ Published Diversity expert
- ~ Strategy and Ethics specialist
- ~ Author of 40 Leadership & Bias cases
- ~ Design and teach DoD executives (10+ years)
- ~ Design and teach private sector executives (22 years)
- ~ 35+ year Navy career
- ~ Senior mentors qualified to train the U.S. military

PRESENTATION AND TRAINING MATERIALS

A **One-Day Diversity Education Seminar** curriculum design details seminar and class learning objectives for participants. Presentation and Training Materials are delivered electronically using our

CI – ONE DAY DIVERSITY EDUCATION SEMINAR

web-based **CI One Day Diversity Education Seminar Portal**, electronic mail and other media to ensure on-going access to the course content.

CUSTOM / CLIENT SERVICE OPERATIONS & PROGRAM MANAGEMENT

Client Service Operational support and program management services are provided for the duration of the **CI One Day Diversity Education Seminar** including Seminar pre-planning and post-Seminar phases.

Audience: Government executives, leaders and managers requiring Diversity Training
Prerequisites: None

GSA PRICE LIST: 51120 SOFTWARE LICENSES, 54151 SOFTWARE MAINTENANCE & 611420 IT TRAINING

CI offers products under the GSA Information Technology Schedule contract, including all areas under Special Item Numbers (SIN's): 511210 Software Licenses, 54151 Maintenance of Software & 611420 IT Training. Pleasereference www.gsaadvantage.gov and the details below for a complete listing of currently available items or contact Competitive Innovations directly for a task order quote. Competitive Innovations also offers Kentico Software SaaS (Software as a Service) running on Microsoft Azure's FedRamp compliant Platform as a Service (PaaS) under SIN 518210C.

Kentico Software The Kentico all-in-one web Content Management System (CMS) also referred to as the "**Xperience** by Kentico" offer rich out-of-the-box functionality, an extensive set of features, and incredible levels of customizability for rapid website development. With Open API, Kentico's ASP.NET CMS is proven to integrate with almost any back-end system, giving you ultimate flexibility across all channels. One of Kentico's key advantages is that it has impressive levels of customizability and numerous options for application security, including multi-factor authentication and permissions, providing a stable, extensible, and scalable platform that is easy to deploy both on premise and in the cloud. Kentico has hundreds of features out-of-the box including robust document management and reporting features, support for MVC, and advanced workflow functionally. CompetitiveInnovations is currently the only GSA Schedule source of supply for Kentico Software. CI has a GSA approved Kentico Software End User license agreement on file with GSA and available on request. Kentico Software solutions are offered and available under SIN 511210, 518210C, 54151, 54151S and 611420 to GSA eligible customers at most favored customer pricing under this GSA MAS Schedule. CI's SmartCIte offering under SIN 518210C Cloud and Cloud Related IT Professional Services includes Kentico Software as a Service (SaaS) and other Microsoft Cloud solutions consulting.

Kentico Software, LLC – SIN 611420 IT Training

- **Manufacturer:** Kentico Software, LLC

- **Special Item Number (SIN):** 611420 IT Training Courses

- **Product Description:** Kentico Training Products in various configurations (Online training seats in various titles for example Advanced Kentico Developer, Content Admin Essentials, Developer Essentials etc. and training packages including Getting Started Consulting / Training Package, Pre-paid Consulting
  / Training, Audit, Customer Success Packages, Training Class titles etc.) as listed and commercially available at: https://www.kentico.com/services/training.

- **GSA Price including Industrial Funding Fee**: From the Kentico commercial price list with the most current commercial prices "configure" an order and contact Competitive Innovations for a GSA quote. Competitive Innovations will discount price by a minimum of 23% then add the 0.75% IFF to arrive at its GSA pricing.

- **Unit**: Each

- **Warranty:** 60 days

- **Country of Origin:** Czech Republic

Kentico Software, LLC – SIN 511210 Software Licenses:

- **Manufacturer:** Kentico Software, LLC

- **Special Item Number (SIN):** 511210 Software Licenses

- **Product Description:** Kentico products in various configurations (1 website, 10 website and unlimited etc.) including the first year of Maintenance as listed and commercially available at: https://www.kentico.com/pricing.

- **GSA Price including Industrial Funding Fee**: From the Kentico commercial price list with the most current commercial prices "configure" an order and contact Competitive Innovations for a GSA quote. Competitive Innovations will discount price by a minimum of 23% then add the 0.75% IFF to arrive at its GSA pricing.

- **Unit**: Each

- **Warranty:** 60 days

- **Country of Origin:** Czech Republic

Kentico Software, LLC – SIN 54151 -- 1 Year Software Maintenance/SaaS Renewal:

- **Manufacturer:** Kentico Software, LLC

- **Special Item Number (SIN):** 54151 Software Maintenance / Software as a Service

- **Product Description:** Kentico Software 12 Month Maintenance Renewal for various configurations as listed and commercially available from the manufacturer's website: https://www.kentico.com/purchase/ or https://www.kentico.com/pricing. Note that Maintenance renewals are based on a percentage of the purchase price on the date of purchase.

- **GSA Price including Industrial Funding Fee**: From the Kentico commercial Maintenance price list select the pricing date applicable to your initial purchase and "configure" an order and contact CompetitiveInnovations for a GSA quote. Competitive Innovations will discount price by a minimum of 23% then addthe 0.75% IFF to arrive at its GSA pricing.

- **Unit**: Each

- **Warranty:** 60 days

- **Country of Origin:** Czech Republic

GSA PRICE LIST: 518210C Cloud and Cloud Related ITProfessional Services

> *Special Item Number 518210C Cloud and Cloud Related IT Professional Services includes commercially available cloud computing services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Softwareas a Service (SaaS) and emerging cloud services.IT professional services that are focused on providing the typesof services that support the Government's adoption of, migration to or governance/management of Cloud computing. Specific labor categories and/or fixed price solutions (e.g. migration services, etc.) that support activities associated with assessing Cloud solutions, refactoring workloads for Cloud solutions, migrating legacy or other systems to Cloud solutions, providing management/governance of Cloud solutions, DevOps, developingcloud native applications or other Cloud oriented activities.*

Competitive Innovations, LLC offers a Cloud based Software as a Service (SaaS) and Cloud Related IT Professional services including as a turn-key offering known as SmartCIte™ to GSA customers within Cloud Special Item Number (SIN) 518210C. The SmartCIte offering meets the five essential cloud computing characteristics as defined in the National Institute of Standards and Technology (NIST) Special Publication 800-145 and subsequent versions of this publication. SmartCIte™ utilizes and is built on Kentico Software's commercial off-the-shelf (COTS) Web Content Management Systems (WCMS) and operates on Microsoft Azure's FedRAMP approved Platform as a Service (PaaS). Kentico Software products and training services are currently awarded and available for purchase under Software Licenses SIN 511210, Software Maintenance SIN 54151, IT Training SIN 611420 and Information Technology (IT) Professional Services SIN 54151S. CI's SmartCIte WCMS is aligned with the Federal Cloud Computing Strategy (see https://cloud.cio.gov/strategy - From Cloud First to Cloud Smart) and the President's Executive Order (EO) related to the modernization of Federal IT (i.e. M-17-06 and others) including citizen-facing services, accessibility and cybersecurity; with this offering we will be able to offer a NIST 800-145 monthly Software as a Service (SaaS) of Kentico Software's commercial off the shelf items running on the Microsoft Azure's FedRamp authorized Platform as a Service (PaaS) from our GSA MAS Schedule under a single SIN namely 518210C versus a piecemeal solution from multiple SIN's that are not specifically aligned with the Federal Cloud Computing Strategy.

Competitive Innovations has summarized in the table below how our SmartCIte (Kentico on Azure) SaaS complies with NIST guidance regarding the five Essential Characteristics:

Characteristic	How Requirements Are Addressed
On-Demand Self-service	• Ordering activities can directly provision services without requiring Contractor intervention using the native Kentico Software features and functionality that include workflow and routing. • The Kentico Software backend service console is directly accessible for customers via secure access (i.e. username, password, authentication etc.) that can be integrated with the customer's Activity Directory or LDAP upon request.
Broad Network Access	• SmartCIte WCMS is available to ordering activities through the Microsoft Azure Cloud. Customer organizations are able to access services over standard agency networks. • This service can be accessed and consumed using standard devices such as browsers, tablets and mobile phones.
Resource Pooling	• The SmartCIte WCMS runs Kentico Software in a pool of resources configured in compliance with all applicable Federal, state and local regulations as distinct set of cloud services versus offsite hosting. • Customers / ordering activities draw resources from a common pool maintained by Competitive Innovations using Microsoft Azure's FedRamp authorized PaaS or other cloud resources. • SmartCIte' WCMS is automatically and dynamically allocated by the customer agency as needed.

Characteristic	How Requirements Are Addressed
Rapid Elasticity	• SmartCIte allows for rapid provisioning and deprovisioning through native features of the Kentico WCMS interface.
Measured Service	• Measure service is understood as a reporting requirement that enables customers to control usage in cooperation with self-service. • All relevant metrics are stored online and available in a customer dashboard to facilitate service level reporting, decision support and customer self-service.

Cloud Computing Deployment Model

The deployment model to be used is selected and aligned with customer requirements. SmartCIte is available in the Private, Community Public or Hyrid Cloud Models. Competitive Innovations has summarized available Deployment Model meets that meet the NISP guidance:

Deployment Model	How Requirements Are Addressed
Private Cloud	SmartCIte is available and can be provisioned in a cloud infrastructure exclusively for the benefit of a definable organization and its components. It may be owned, managed, and operated by the organization, a third party, or some combination of them, and it may exist on or off premises within the context of this deployment model.
Community Cloud	SmartCIte is available and can be provisioned in a cloud infrastructure for exclusive use by a specific community of consumers from organizations that have shared concerns (e.g., mission, security requirements, policy, and compliance considerations). It may be owned, managed, and operated by one or more of the organizations in the community, a third party, or some combination of them, and it may exist on or off premises.
Public Cloud	SmartCIte is available and can be provisioned in a cloud infrastructure that is available for open use by the general public. In this deployment model the infrastructure may be owned, managed, and operated by a business, academic, or government organization, or some combination of them. Public Cloud deployments exists on the premises of the cloud provider.
Hybrid Cloud	SmartCIte is available and can be provisioned in an hybrid cloud infrastructure composition of two or more distinct cloud infrastructures (private, community, or public) that remain unique entities, but are bound together by standardized or proprietary technology that enables data and application portability (e.g., cloud bursting for load balancing between clouds).

Cloud Computing Service Model

Competitive Innovations' SmartCIte WCMS solution is aligned with the NIST Software as a Service (SaaS) Service model and described in the table below:

Service Model	How Requirements Are Addressed
Software as a Service (SaaS)	The SaaS model has been selected since the SmartCIte offering is a service based equivalent of Kentico Software's web content management software application running on a FedRamp authorized Microsoft Azure PaaS. • SmartCIte SaaS services will be consumed by business or subject-matter staff who would interact directly with the application in a non-cloud setting

Service Model	How Requirements Are Addressed
	• The principal customer interaction with the SmartCIte SaaS service is actual operation and consumption of the application services the SaaS service provides. Some minor configuration is available, but the scope of the configuration is limited to the scope and then the permissions of the configuring user. Configuration of the SaaS / software for all users – including set up and conversion -- will be limited to Competitive Innovations (the contractor under this contract). The SmartCIte offering includes "wiki's, websites" and is a web "content management system," all examples cited in GSA's response guidance examples of valid SaaS service models.

CI's business model and capabilities are to offer Cloud Services (i.e. SaaS, PaaS etc.) and Cloud Related IT Professional Services as the SmartCIte branded offering; a single integrated monthly fixed price "pay as you go" / "on demand" solution under this SIN. Traditional firm fixed price (FFP) puts the risk on the contractor in that the submitted price is not be exceeded barring extenuating circumstances. In this model, the contractors' responses account for additional risk. This risk manifests itself in higher costs to the government and/or extended schedules that may not meet the customers demand. Time and Material (T&M) puts the risk on the Government. While the independent government cost estimate is a good baseline budgeting tool, it is not without flaws and can expose the government to unnecessary cost overruns.

CI has a unique methodology for pricing, based on Agile Project Management, an iterative and incremental method, for achieving the best of both worlds – predictable budget, but with flexibility often only seen in a T&M model. By using a "points" based system to define a Basis of Effort/Estimate, CI's SmartCIte establishes an "effort based" construct consist with NIST 800-145 and the 2018 Federal Cloud Computing Strategy "Cloud Smart." SmartCIte is monthly FFP with on-demand, agile flexibility designed to drive Cloud adoption, provide a clear path to migrate to a safe and secure cloud infrastructure while achieving additional saving, faster delivery and heightened security) that enables the customer to adjust priorities as needed without material changes to the budget. Regarding IT Professional Services and related items to be sold under GSA's Cloud SIN 518210C, Competitive Innovations offer includes:

• Labor categories, prices, terms and conditions stated under the SIN 518210C Cloud Services and RelatedIT Professional Services apply exclusively to this SIN within the scope of our information technology schedule;

• Cloud Related IT Professional Services provided under this SIN that comply with all certifications and industry standards as applicable pertaining to the type of services as specified by ordering agencies;

• Cloud Related IT Professional Services available at our contractor facilities and/or at the ordering activity location, as agreed to by CI and the ordering activity; and

• Cloud Related IT Professional Services to assess, prepare, refactor, migrate, ingrate, develop new native cloud applications (DevOps), or Govern a cloud implementation.

SmartCIte Delivery Methodology

One failure in traditional projects is their inability to adjust based on new insights, new technology or changes in customer need. These changes are inevitable, so the agile approach is designed to respond to change. Agile removes inflexibility and replaces it with adaptive, consistent delivery that meets your needs.

It starts with proven Agile Project Management assuring that each deliverable, large or small, is documented,

tracked and completed to the customer's satisfaction. Each deliverable is turned into an Agile-Scrum Story. The Story describes what successful delivery is and assigns Points based the deliverable's complexity.

Points Based Pricing

SmartCIte projects are priced via points. For SaaS products, we use a dollar for dollar conversion to purchase at GSA prices. For Services, we leverage an Agile-Scrum point complexity scale initially converted dollar for dollar to our GSA Cloud Labor Categories as a basis of estimate. The scale provides customers a means to exchange SmartCIte credits for points based on the value of the service. Over time this method has proven to deliver more value to the client and accelerate the development process.

The point scale is based on a Fibonacci number scale of 1, 2, 3, 5, 8, 13 etc. This scale represents increasing complexity for any deliverable in a project or as a support item. The completed and approved deliverable is then deducted from the client SmartCIte credits allotment. Points are determined by a combination of experience and Team-based assignment of complexity.

Labor Categories versus Points

Traditional methods of estimation take a guess of how many hours it may take and apply that to individual developers or labor categories. What if a resource changes during a task? This can lead to a myriad of problems including invalidating the original estimate. With points / complexity based estimating we allow labor categories to flex to the deliverable at the time of delivery. We also only bill for successfully delivered items, and there are no charges beyond the initial estimate.

SmartCIte™ applies labor category multipliers to determine the value of points. These calculations give more experienced developers less time to complete a task.

Agile Methodology

Competitive Innovations uses the Agile Scrum Methodology to plan, implement and operate COTS software that meets requirements for a NIST 800-145 compliant solution. The Agile Scrum Method is an approach to project management that is utilized in software implementations and technical solutions delivery. The idea is a counter to traditional approaches of project implementation. Agile projects work much like a product on an assembly line. Each phase of the development is completed before the next phase begins.

The Agile Method assists teams in responding to the unpredictability of technical projects. It uses incremental, iterative work sequences that are known as sprints. A "sprint" is a period of time allocated for a particular phase of a project. Sprints are considered to be complete when the time period expires. There may be disagreements among the members of the team as to whether or not the development is satisfactory; however, there will be no more work on that particular phase of the project. The remaining phases of the project will continue to develop within their respective time frames.

Sprints contain and consist of the Sprint Planning, Daily Scrums, the development work, the Sprint Review/Testing, and the Sprint Retrospective/Approval.

The Agile Method ensures that value and quality are optimized throughout the implementation process. The use of iterative planning and feedback results in teams that can continuously align a delivered product that reflects the desired needs of a client. It easily adapts to changing requirements throughout the process by measuring and evaluating the status of a project.

Competitive Innovations' Cloud and Cloud-Related IT Professional Services

Competitive Innovations' Cloud and Cloud Related Information Technology (IT) Professional Services labor categories are listed below and described in more detail in the descriptions provided immediately after the table.

47QTCA20D0055 – Item / Labor Category Title	SIN/Category	Year 4: 01/29/2023- 01/28/2024	Year 5: 01/292024- 01/28/2025
Subject Matter Expert – Cloud Computing III	518210C	$384.92	$392.62
Subject Matter Expert – Cloud Computing II	518210C	$312.74	$318.99
Subject Matter Expert – Cloud Computing I	518210C	$240.58	$245.39
Microsoft Cloud Principal Consultant	518210C	$360.86	$368.08
Microsoft Cloud Consultant	518210C	$336.79	$343.52
Cloud Solutions Architect III	518210C	$312.74	$318.99
Cloud Solutions Architect II	518210C	$259.82	$265.02
Cloud Solutions Architect I	518210C	$216.52	$220.85
Cloud Program Executive	518210C	$312.74	$318.99
Cloud Program Manager	518210C	$264.64	$269.94
Cloud Project Manager	518210C	$211.72	$215.95
Cloud Task Manager	518210C	$163.59	$166.86
Cloud Engineer III	518210C	$216.52	$220.85
Cloud Engineer II	518210C	$168.40	$171.77
Cloud Engineer I	518210C	$120.29	$122.69
Cloud DevOps Technical Professional IV	518210C	$221.33	$225.75
Cloud DevOps Technical Professional III	518210C	$192.46	$196.31
Cloud DevOps Technical Professional II	518210C	$144.35	$147.23
Cloud DevOps Technical Professional I	518210C	$105.84	$107.96
Cloud DevOps Functional Analyst IV	518210C	$178.04	$181.60
Cloud DevOps Functional Analyst III	518210C	$153.97	$157.05
Cloud DevOps Functional Analyst II	518210C	$115.48	$117.79
Cloud DevOps Functional Analyst I	518210C	$86.61	$88.34
Cloud Support Team Leader	518210C	$139.53	$142.32
Cloud Support Analyst III	518210C	$127.02	$129.56

Labor Category Descriptions - Cloud and Cloud-Related IT Professional Services

Services Subject Matter Expert - Cloud Computing III

Functional Responsibilities: Provides thought leadership related to current and future customer plans with regard to complex Cloud computing solutions. Applies information Cloud computing information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. Confers with client management to understand or develop the client's strategic business goals, assists in the development and formulation of appropriate strategies and leads teams and client interaction from workflow design to Cloud solution delivery.

Minimum Education/Experience: Bachelor's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus twelve (12) or more years of directly related experience. Industry experience in the relevant subject matter. Highly experienced in the industry with regard to Cloud Computing Topics across manufacturers' (Microsoft Azure, Amazon Web Services, Google Cloud etc.) and technical disciplines (Cyber Security including FedRAMP and FISMA, Cloud Architecture, DevOps, Enterprise Architecture etc.). Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop, implement and operate strategic plans and concepts. Demonstrated relevant functional experience in one or more areas applicable to the assignment.

Subject Matter Expert - Cloud Computing II

Functional Responsibilities: Provides thought leadership related to current and future customer plans with regard to complex Cloud computing solutions. Applies information Cloud computing information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification.   Confers with client management to understand or develop the client's strategic business goals, assists in the development and formulation of appropriate strategies and leads teams and client interaction from workflow design to Cloud solution delivery.

Minimum Education/Experience: Bachelor's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus eight (8) or more years of directly related experience. Industry experience in the relevant subject matter. Highly experienced in the industry with regard to Cloud Computing Topics across manufacturers' (Microsoft Azure, Amazon Web Services, Google Cloud etc.) and technical disciplines (Cyber Security including FedRAMP and FISMA, Cloud Architecture, DevOps, Enterprise Architecture etc.). Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in assisting clients to develop, implement and operate strategic plans and concepts. Demonstrated relevant functional experience in one or more areas applicable to the assignment.

Subject Matter Expert - Cloud Computing I

Functional Responsibilities: Provides thought leadership related to current and future customer plans with regard to complex Cloud computing solutions. Applies information Cloud computing information technology expertise and/or industry focus expertise in fulfilling the interpreted customer specification. Confers with client management to understand or develop the client's strategic business goals, assists in the development and formulation of appropriate strategies and leads teams and client interaction from workflow design to Cloud solution delivery.

Minimum Education/Experience: Bachelor's Degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study, plus four (4) or more years of directly related experience. Information technology industry experience in the relevant subject matter. Highly experienced in the industry with regard to Cloud Computing Topics across manufacturers' (Microsoft Azure, Amazon Web Services, Google Cloud etc.) and technical disciplines (Cyber Security including FedRAMP and FISMA, Cloud Architecture, DevOps, Enterprise Architecture etc.). Recognized in the professional community as an "expert" in the specialty area being addressed. Substantial experience in

assisting clients to develop, implement and operate strategic plans and concepts. Demonstrated relevant functional experience in one or more areas applicable to the assignment.

Microsoft Cloud Principal Consultant

Functional Responsibilities: Proficient with Microsoft Cloud-based products using the Microsoft Solutions framework to lead technical teams in planning, modernizing and either migrating complex technical environments from legacy to Cloud platforms or architecting and deploying new enterprise Cloud implementations. Experience delivering Microsoft consulting services for business solutions for either professional services companies or Microsoft directly. Expert level technical skills and experience with Microsoft Cloud products including Microsoft Azure, Microsoft Office 365, Microsoft Dynamics, Microsoft Data Analytics / PowerBI, Azure Active Directory, Teams and others.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and 10 years of information technology experience.

Microsoft Cloud Consultant

Functional Responsibilities: Proficient with Microsoft Cloud-based products using the Microsoft Solutions framework to support (as a senior technical resource) technical teams in planning, modernizing and either migrating complex technical environments from legacy to Cloud platforms or architecting and deploying new enterprise Cloud implementations. Experience delivering Microsoft consulting services for business solutions for either professional services companies or Microsoft directly. Expert level technical skills and experience with Microsoft Cloud products including Microsoft Azure, Microsoft Office 365, Microsoft Dynamics, Microsoft Data Analytics / PowerBI, Azure Active Directory, Teams and others.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and seven (7) plus years of information technology experience.

Cloud Solutions Architect III

Functional Responsibilities: Guides users in formulating requirements, advises alternative approaches, conductsfeasibility studies. Architects Cloud solution(s) with a focus on current technologies including, but not limited to Platform as a Service (PaaS): Microsoft Azure or Amazon Web Services (AWS) and Kentico web content management system as Software as a Service (SaaS) on PaaS. Demonstrate Cloud technical knowledge necessary to play a vital role in the architecture, design, configuration and implementation of production, staging, testing, quality assurance and development of Cloud Infrastructures running in 24x7 environments. Capable of analyzing, evaluating and synthesizing Cloud solutions. As requested, performs enterprise architecture and engineering analysis of web-based front-end and downstream backend applications. Recommends, implements and delivers Cloud strategies and solutions, aligned with business objectives, with a focus on Cloud migrations, operations and support. Designs, implements and optimizes Cloud modernization plans using methodologies and techniques to modernize mass application movements into the Cloud including implementation of Azure, AWS Kentico within large regulated enterprise environments in compliance with applicable regulations (i.e. FedRamp, FISMA etc.). Engages with customers as a part of a team and/or in a leadership role to identify needs,provide recommendations, implement recommendations and monitor and refine on-going operations.

Minimum Education/Experience: Cloud manufacturer (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security industry (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred. Five years of relevant information technology industry experience plus Associates degree or applicableCertifications.

Cloud Solutions Architect II

Functional Responsibilities: Guides and supports users in formulating requirements, advises alternative approaches, and conducts feasibility studies. Architects Cloud solution(s) with a focus on current technologies including, but not limited to Platform as a Service (PaaS): Microsoft Azure or Amazon Web Services (AWS) and Kentico web content management system as Software as a Service (SaaS) on PaaS. Demonstrate Cloud technical knowledge necessary to play a vital role in the architecture, design, configuration and implementation ofproduction, staging, testing, quality assurance and development of Cloud Infrastructures running in 24x7 environments. Capable of analyzing, evaluating and synthesizing Cloud solutions. As requested, performs enterprise architecture and engineering analysis of web-based front-end and downstream backend applications. Recommends, implements and delivers Cloud strategies and solutions, aligned with business objectives with a focus on Cloud migrations, operations and support. Designs, implements and optimizes Cloud modernization plans using methodologies and techniques to modernize mass application movements into the Cloud including implementation of Azure, AWS Kentico within large regulated enterprise environments in compliance with applicable regulations (i.e. FedRamp, FISMA etc.). Engages with customers as part of a team and/or in a leadership role to identify needs, provide recommendations, implement recommendations and monitor and refineon-going operations.

Minimum Education/Experience: Cloud manufacturer (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security industry (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred. Four years of relevant information technology industry experience plus Associates degree or applicable Certifications.

Cloud Solutions Architect I

Functional Responsibilities: Supports users in formulating requirements, advises alternative approaches, conducts feasibility studies. Architects Cloud solution(s) with a focus on current technologies including, but not limited to Platform as a Service (PaaS): Microsoft Azure or Amazon Web Services (AWS) and Kentico web content management system as Software as a Service (SaaS) on PaaS. Demonstrate Cloud technical knowledge necessary to play a vital role in the architecture, design, configuration and implementation of production, staging,testing, quality assurance and development of Cloud Infrastructures running in 24x7 environments. Capable of analyzing, evaluating and synthesizing Cloud solutions. As requested, performs enterprise architecture and engineering analysis of web-based front-end and downstream backend applications. Recommends, implements and delivers Cloud strategies and solutions, aligned with business objectives with a focus on Cloud migrations, operations and support. Designs, implements and optimizes Cloud modernization plans using methodologies and techniques to modernize mass application movements into the Cloud including implementation of Azure, AWS Kentico within large regulated enterprise environments in compliance with applicable regulations (i.e. FedRamp, FISMA etc.). Engages with customers as part of a team to identify needs, provide recommendations, implement recommendations and monitor and refine on-going operations.

Minimum Education/Experience: Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and CyberSecurity (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred. Fiveyears of relevant information technology experience plus Associates degree or applicable Certifications.

Cloud Program Executive

Functional Responsibilities: Oversees design, architecture, implementation and delivery of Cloud engagements,program managers and Cloud professional teams responsible for: assessing Cloud solutions, preparing for Cloudsolutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management/governancefor Cloud solutions. Coordinates with senior-level management and/or Federal agency/customer executives. Plans, organizes, and oversees work efforts; assigns and allocates resources; supervises personnel, ensures quality management of resources and Cloud computing client engagements.

<u>Minimum Education/Experience</u>: Master's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus 15 years of relevant information technology industry professional experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico,Cloud+ etc.), Cyber Security (i.e. Security+, CISSP, CEH, FedRamp etc.) and Project Management (ITIL, PMP, Agile etc.) training required with Certification preferred.

Cloud Program Manager

<u>Functional Responsibilities</u>: Manages technically complex Cloud computing programs involving multiple projects.Cloud computing programs typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management/governance for Cloud solutionsor related activities. Organizes, directs, and coordinates planning and production of all contract support activities.Has demonstrated communications skills at all levels of management. Serves as the contractor's authorized interface with the Contracting Officer's Technical Representative (COTR), government management personnel, and client agency representatives. Responsible for formulating and enforcing work standards, assigning contractor schedules, reviewing work discrepancies, supervising contractor personnel, and communicatingpolicies, purposes, and goals of the organization to subordinate personnel. Responsible for overall contract performance. Under stringent time frames, assembles and recruits as necessary to perform assigned tasks. Demonstrated capability in technical performance plus the overall management of multi-task contracts of the size,type, and complexity within scope of a particular task order.

<u>Minimum Education/Experience</u>: Bachelor's Degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus twelve 12 years of information technology industry professional experience. Cloud computing (i.e. Microsoft, AWS, Google, Kenticoetc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) and Project Management (ITIL, PMPetc.) training required with Certification preferred.

Cloud Project Manager

<u>Functional Responsibilities</u>: Manages, leads and coordinates the implementation of Cloud project strategies andCloud computing tasks using Agile Development practices in order to accomplish the stated objectives on schedule. Severs as the coach / technical leader responsible for implementing and managing agile Cloud computing projects. The Project Manager is responsible for providing feedback, advice and guidance to agile project teams to ensure high performance and consistent success. Supervises one or more and/or acts a "Scrum Master" that brings experience in the management of "user stories", the prioritization of stories in the Cloud project backlog, management of Sprint Planning, Sprint Review and Sprint Retrospective activities and facilitates daily standup meetings of the Cloud team, technology experts and product owners to implement successful strategies.Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Collaborates with teams members for each assigned tasks/stories, assists with functional and technical assignments and reports to management. Anticipates problems and works to mitigate theanticipated problems.

<u>Minimum Education/Experience</u>: Bachelor's degree or higher in Engineering, Computer Science, Business Administration, Cybersecurity, Information Technology or appropriate field of study, plus seven (7) years of information technology industry professional experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.), Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) and Project Management (ITIL, PMP, Agile etc.) training required with Certification preferred.

Cloud Task Manager

Functional Responsibilities: Leads and coordinates the implementation of Cloud project strategies and computingtasks using Agile Cloud Development practices in order to accomplish the stated objectives on schedule. In the role of Scrum Master brings experience in the management of "user stories", the prioritization of stories in the Cloud project backlog, management of Sprint Planning, Sprint Review and Sprint Retrospective activities and facilitate daily standup meetings of the Cloud team, technology experts and product owners to implement successful strategies. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governancefor Cloud solutions or related activities. Collaborates with team members for each assigned tasks/stories, assistswith functional and technical assignments and reports to management. Anticipates problems and works to mitigatethe anticipated problems.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and three (3) years of information technology industry experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.),Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) and Project Management (ITIL, PMP, Agileetc.) training required with Certification preferred.

Cloud Engineer III

Functional Responsibilities: Provides knowledge in design, architecture, development and administration of Cloud computing technologies and information systems. Monitors existing Cloud configurations and operations for structural and process integrity. Oversees the development, deployment and system administration of Cloud technologies. Designs, implements and maintains Cloud information/cyber security, disaster recovery and othersystems to ensure data security, integrity and compliance. Develops custom scripts and processes to reduce theneed for human intervention in routine tasks (i.e. data migration etc.), code / integration testing and process improvement. Provide technical direction and assistance to functional and support staff. Evaluates and resolvescomplex Cloud network related problems. Level III is proficient in the subject matter and concepts and capable of leading other individuals on a project team.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) years of informationtechnology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud Engineer II

Functional Responsibilities: Provides knowledge in design, architecture, development and administration of Cloud computing technologies and information systems. Monitors existing Cloud configurations and operations for structural and process integrity. Oversees the development, deployment and system administration of Cloud technologies. Designs, implements and maintains Cloud information/cyber security, disaster recovery and othersystems to ensure data security, integrity and compliance. Develops custom scripts and processes to reduce theneed for human intervention in routine tasks (i.e. data migration etc.), code / integration testing and process improvement. Provides technical direction and assistance to functional and support staff. Level II performs morevaried and difficult tasks compared to Level I yet has less autonomy than higher levels.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and two (2) years of informationtechnology industry experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud Engineer I

<u>Functional Responsibilities</u>: Provides knowledge in design, architecture, development and administration of Cloud computing technologies and information systems. Monitors existing Cloud configurations and operations for structural and process integrity. Oversees the development, deployment and system administration of Cloud technologies. Designs, implements and maintains Cloud information/cyber security, disaster recovery and othersystems to ensure data security, integrity and compliance. Develops custom scripts and processes to reduce theneed for human intervention in routine tasks (i.e. data migration etc.), code / integration testing and process improvement. Provides technical direction and assistance to functional and support staff. Level I performs moreroutine aspects of the position and is supervised by higher level professionals.

<u>Minimum Education/Experience</u>: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and one (1) year of informationtechnology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico etc.) and Cyber Security industry(i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional IV

<u>Functional Responsibilities</u>: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, upgrades of Cloud-based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud-based products and/or related tools and technical services such as: Kentico Software (SmartCIte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or other Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud-based information technology solutions to meet business requirements.

<u>Minimum Education/Experience</u>: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and eight (8) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.)and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional III

<u>Functional Responsibilities</u>: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, and upgrades of Cloud- based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud based products and/or related tools and technical services such as: Kentico Software (SmartCIte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or others Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud-based information technology solutions to meet business requirements.

<u>Minimum Education/Experience</u>: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certificationpreferred.

Cloud DevOps Technical Professional II

Functional Responsibilities: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, and upgrades of Cloud- based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud based products and/or related tools and technical services such as: Kentico Software (SmartCIte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or others Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud- based information technology solutions to meet business requirements.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and three (3) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.)and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Technical Professional I

Functional Responsibilities: Provides technical advice, guidance, services and solutions as a member of the Cloud Computing products, services and solutions delivery team. Assignments typically include: development (programming, scripting etc.), selection, configuration/operation, integration, implementation, development, system administration, maintenance, and upgrades of Cloud- based platforms. Background includes training, specialized knowledge, expertise and/or certifications with one or several Cloud based products and/or related tools and technical services such as: Kentico Software (SmartCIte web CMS / SaaS), Microsoft Azure (PaaS), Microsoft Office 365, Microsoft Teams, Data Analytics using PowerBI, Cloud databases or others Cloud technologies specific to client requirements. Develops and applies advanced methods in the configuration, customization and maintenance of Cloud- based information technology solutions to meet business requirements.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and one (1) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.)and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst IV

Functional Responsibilities: Directs and participates as a team member and capable of leading others in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration,migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Directs others and produces Cloud computing deliverables in areas such as quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignmentsas a part of a team.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and eight (8) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.)and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst III

Functional Responsibilities: Participates as a team member and occasional leader in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud based applications and/or providing management / governance for Cloud solutions or related activities. Produces, as part of Cloud computing deliverables related to quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst II

Functional Responsibilities: Participates as a team member in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Within the context of an agile team, supports and produces Cloud computing related deliverables related to quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and three (3) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud DevOps Functional Analyst I

Functional Responsibilities: Under direction, participates as a team member in the creation and implementation of appropriate Cloud computing project strategies, plans, Agile stories and other deliverables. Applies process improvement and reengineering methodologies and principles to process modernization projects. Provides group facilitation, interviewing and training. Cloud computing tasks typically include: assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, delivering Cloud DevOps, developing new Cloud-based applications and/or providing management / governance for Cloud solutions or related activities. Assists with and produces Cloud computing related deliverables related to quality assurance, technical writing, requirements documentation, usability testing, data migration, content strategy, data analytics and other functional assignments as a part of a team.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and one (1) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security (i.e. Security+, CISSP, Network+, C-CISO, CEH, FedRamp etc.) training required with Certification preferred.

Cloud Support Team Leader

Functional Responsibilities: Directs and leads one or more Cloud support teams that provide technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and communication, quality assurance and testing, configuration management, content administration, data migration, program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Has experience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: Bachelor's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and five (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

Cloud Support Analyst III

Functional Responsibilities: Provides technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and communication, quality assurance and testing, configuration management, content administration, data migration,program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Hasexperience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: Associate's degree or higher in Information Technology, Computer Science, Business Administration, Cybersecurity, Engineering or appropriate field of study and four (5) plus years of relevant information technology experience. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.)and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

Education and Experience Substitutions for Cloud Related Professional Services Labor Categories:

Minimum Degree	Equivalent Substitutions for Education and Experience
Associates	2 years' experience
Bachelor's	4 years' experience; or Associates degree plus 2 years' experience
Master's	6 years' experience; or Bachelor's degree plus 2 years' experience
PhD/Doctorate	8 years' experience; or Master's degree plus 2 years' experience; or Bachelor's degree plus 4 years' experience

GSA Price List: Ancillary Supplies and/or Services

Competitive Innovations has labor categories associated with SIN 518210C and SIN 54151S under this schedulethat are not the primary purpose of the work ordered but an integral part of the total solution offered. The labor categories noted below are available under special item number "Ancillary" with orders placed under SIN 518210C:

Ancillary Supplies and/or Service in support of SIN 518210C Cloud and Cloud Related IT Professional Services (Available under SIN "Ancillary" in support of SIN 518210C task orders)

47QTCA20D0055 – Item / Labor Category Title	SIN/Category	Year 4: 01/29/2023-01/28/2024	Year 5: 01/292024-01/28/2025
Cloud Support Analyst II	Ancillary 518210C	$98.16	$100.12
Cloud Support Analyst I	Ancillary 518210C	$69.29	$70.68

Cloud Support Analyst II (Available under SIN "Ancillary" in support of SIN 518210C task orders)

Functional Responsibilities: Provides technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery, customer support and communication, quality assurance and testing, configuration management, content administration, data migration,program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Hasexperience and understanding of Cloud computing technical team environment, technologies and industry standard tools.

Minimum Education/Experience: High School diploma and at least two (2) year of relevant information technologyindustry experience required. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certificationpreferred.

Cloud Support Analyst I (Available under SIN "Ancillary" in support of SIN 518210C task orders)

Functional Responsibilities: Under supervision and direction provides technical and administrative support for customers and technical teams assessing Cloud solutions, preparing for Cloud solutions, refactoring legacy solutions for Cloud migration, migrating legacy or other systems to Cloud solutions, DevOps, developing and/or maintaining new Cloud-based applications and/or providing management / governance for Cloud solutions. Typical assignments may include: the review of work products for correctness, training development and delivery,customer support and communication, quality assurance and testing, configuration management, content administration, data migration, program reporting, monitoring and documentation support. Communicates with team members and customers, diagnoses problems, documents findings, recommends and/or implements solutions, and provides follow-up. Has experience and understanding of Cloud computing technical teamenvironment, technologies and industry standard tools.

Minimum Education/Experience: High School diploma and information technology industry experience preferred. Cloud computing (i.e. Microsoft, AWS, Google, Kentico, Cloud+ etc.) and Cyber Security / information technology (i.e. Security+, Network+, A+, FedRamp etc.) training required with Certification preferred.

"Ancillary" Supplies and/or Service in support of SIN 54151S IT Professional Services

47QTCA20D0055 – Item / Labor Category Title	SIN/Category	Year 4: 01/29/2023- 01/28/2024	Year 5: 01/292024- 01/28/2025
Web/Content Administrative Specialist	Ancillary 54151S	$67.24	$68.58

Web/Content Administrative Specialist (Available under SIN "Ancillary" in support of SIN 54151S task orders)

Provides administrative support, content administration and web data entry in support of teams and individual professionals. This includes, but is not limited to: documentation planning and support, project administration, web site data administration, content entry, general office support, executive secretarial support, human resource planning, event planning and administration, office relocation planning, etc.

Key Responsibilities:
- Specializes in coordinating, planning, administration and support related to technology and web relateddevelopment teams
- Reports to project manager and task leaders working on under specific supervision
- Understands and provides documentation planning and support, project administration, general office support, executive secretarial support, human resource planning, event planning and administration, office relocationplanning, etc. required

Job Requirements:
- High School degree and at least one year of professional experience in clerical and administrative roles.
- Working knowledge of internet browsers and software suites.

Note that the Web/Content Administrative Specialist is a supporting labor category (SIN Ancillary), and therefore cannot be sold separately without at least one other professional labor category currently awarded.

Service Contract Labor Standards

SCLS MATRIX

Project Assistant	01112 - General Clerk II	2015-4281
Software Coder	14041 - Computer Operator I	2015-4281
Senior Software Coder	14071 Computer Programmer I	2015-4281
Web/Content Management Administrative Specialist	01052 – Data Entry Operator II	2015-4281
Junior Technical Support Personnel	01041 – Customer Service Representative	2015-4281

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract and it includes SCLS applicable labor categories. The prices for the cited SCLS labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCLS matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).

Competitive Innovations, LLC certifies the GSA awarded rate meets or exceeds the minimum wage rate as identified in Wage Determination 2015-4281, Revision 18, dated April 6,2021, currently incorporated into the Multiple Award Schedule (MAS) Solicitation for the SCLS non-exempt labor categories identified in the matrix below.