



**General Services Administration  
Federal Supply Service  
Authorized Federal Supply Schedule Price List**

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

**Multiple Award Schedule - MAS**

Contract Number: **47QTCA18D00EV**

Current through Mod: PS-A863, effective Oct. 16,2023, Refresh 0017

Period Covered by Contract: **06/25/2023 to 06/24/2028**

Large Category	Subcategory	FSC/PSC	SIN (Legacy IT 70 SIN)
Information Technology	IT Services	DA01	54151S (132-51)
	IT Solutions	DB10	518210C (132-40)
Professional Services	Business Administrative Services	R408	541611

*For more information on ordering from Federal Supply Schedules click on FSS Schedules at GSA.gov.*



BUCHANAN  
& EDWARDS

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Business Size: Other than Small

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## BUCHANAN & EDWARDS – CAPABILITIES OVERVIEW

### *Changing Government Through Transformative Technology*

For over two decades, BE has helped federal agencies do what they couldn't before. While their missions don't change, the way they execute those missions must change in today's demanding world. That's where we come in. We deliver modern technology solutions—and deep federal experience—to help agencies achieve their mission goals efficiently while remaining accountable and transparent. And we don't wait for tomorrow. We do it all with exceptional speed, mindful of the need to solve the problem now. BE. Changing government through transformative technology.

#### **Decision & Data Analytics**

- Data Consolidation
- Charts/Visualization
- Category Management
- Self-Service Reporting
- Dashboarding
- Data Transformation
- Mapping

#### **Digital Services**

- Component-Based Functionality
- Continuous Deployment
- Mobile
- Adaptability
- Encapsulation
- Analytics-Drive Decision Making

#### **Content Intelligence**

- Enterprise Content Management
- Records Management
- Search Systems
- Unstructured Content Analytics
- eDiscovery & Litigation Response Planning

#### **Cloud and Infrastructure Support**

- Strategy, Architecture, & Design
- System Virtualization
- Data Center Consolidation
- Cloud Infrastructure Management
- Legacy System Migration
- Cloud Strategy and Deployment
- Database Planning, Design, and Administration

#### **Service Delivery Optimization**

- Case Management
- Business Process Reengineering
- Process Optimization
- Tracking KPIs
- Resource Scheduling
- Business Dashboards
- Forecasting



**CUSTOMER INFORMATION:**

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

Large Category	Subcategory	SIN	Former IT 70 SIN	SIN TITLE
Information Technology	IT Services	54151S	132-51	Information Technology Professional Services
	IT Solutions	518210C	132-40	Cloud Computing and Cloud Related IT Professional Services
Professional Services	Business Administrative Services	541611		Management and Financial Consulting, Acquisition and Grants Management Support, and Business Program and Project Management Services

1b. Lowest Unit Price.	See Price List	
1c. Labor Category Descriptions.	See Labor Category Descriptions	
2. Maximum order.	\$500,000	SIN 54151S SIN 518210C
	\$1M	SIN 541611
3. Minimum order.	\$100	
4. Geographic coverage (delivery area).	Worldwide	
5. Point(s) of production (city, county, and State or foreign country).	USA	
6. Discount from list prices or statement of net price.	Prices shown are net prices	
7. Quantity discounts.	As negotiated and mutually agreed to per Task Order	
8. Prompt payment terms.	0%- Net 30 Information for Ordering Offices: Prompt payment Terms cannot be negotiated out of the contractual agreement in exchange	
9. Foreign items (list items by country of origin).	N/A	
10a. Time of delivery. (Contractor insert number of days.)	To be determined at time of Task Order	
10b. Expedited Delivery.	Items available for expedited delivery must be discussed at time of order placement and depends on the size and nature of the order.	



10c. Overnight and 2-day delivery.	Contact Contractor on Cover Page
10d. Urgent Requirements.	When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering activity, ordering activities are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerate delivery. BE shall reply to the inquiry within 3 workdays after receipt. (BE shall confirm telephone replies in writing.) If BE offers an accelerated delivery time acceptable to the ordering activity, any order(s) placed pursuant to the agreed upon accelerated delivery timeframe shall be delivered within this shorter delivery time, and in accordance with all the other terms and conditions of the contract.
11. F.O.B. point(s).	Destination
12a. Ordering address(es).	Buchanan & Edwards Inc. 8200 Greensboro Drive Suite 1100 McLean, VA 22102-3892
12b. Ordering procedures:	For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's) are found in Federal Acquisition Regulation (FAR) 8.405-3
13. Payment address(es).	Buchanan & Edwards Inc. 8200 Greensboro Drive Suite 1100 McLean, VA 22102-3892
14. Warranty provision.	Standard Commercial Warranty
15. Export packing charges, if applicable.	N/A
16. Terms and conditions of rental, maintenance, and repair (if applicable).	N/A
17. Terms and conditions of installation (if applicable).	N/A
18a. Terms and conditions of repair parts.	N/A
18b. Terms and conditions for any other services.	N/A
19. List of service and distribution points (if applicable).	N/A
20. List of participating dealers (if applicable).	N/A
21. Preventive maintenance (if applicable).	N/A



22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and or related pollutants)	N/A
22b. Section 508 compliance.	The Electronic and Information Technology (EIT) standard can be found at: <a href="http://www.Section508.gov/">www.Section508.gov/</a>
23. Data Universal Number System (DUNS)	040767357
24. Notification regarding registration in System for Award Management (SAM) database.	Registered
25. SAM Unique Entity ID.	S4S3YCM27KM1



## **SIN 54151S INFORMATION TECHNOLOGY PROFESSIONAL SERVICES DESCRIPTION**

MAS Information Technology's Special Item Number (SIN) 54151S for all IT Professional Services includes:

- Cognitive computing;
- Conversion and implementation support;
- Database planning and design;
- Internet of Things (IoT);
- IT project management;
- Migration services (of all kinds);
- Network services;
- Programming;
- Resources and facilities management;
- Data/records management
- Testing
- Systems analysis, design, and implementation; and
- Other services relevant to 29 CFR 541.400



## SIN 54151S INFORMATION TECHNOLOGY PROFESSIONAL SERVICES LABOR CATEGORY PRICING

### Labor Category Pricing

Labor Category	Year 6	Year 7	Year 8	Year 9	Year 10
	6/25/2023 to 6/24/2024	6/25/2024 to 6/24/2025	6/25/2025 to 6/24/2026	6/25/2026 to 6/24/2027	6/25/2027 to 6/24/2028
.NET/SharePoint Developer/ Subject Matter Expert I	\$165.08	\$170.04	\$175.13	\$180.38	\$185.79
.NET/SharePoint Developer/ Subject Matter Expert II	\$189.00	\$194.67	\$200.51	\$206.53	\$212.73
Business Systems Analyst I	\$91.80	\$94.55	\$97.39	\$100.31	\$103.32
Business Systems Analyst II	\$106.85	\$110.06	\$113.36	\$116.77	\$120.27
Business Systems Analyst III	\$129.69	\$133.58	\$137.59	\$141.72	\$145.97
Business Systems Analyst IV	\$132.04	\$136.00	\$140.08	\$144.28	\$148.61
Consultant I	\$137.90	\$142.05	\$146.31	\$150.70	\$155.22
Consultant II	\$143.48	\$147.78	\$152.21	\$156.78	\$161.48
Consultant IV	\$362.30	\$373.17	\$384.36	\$395.89	\$407.77
Consultant V	\$406.23	\$418.42	\$430.97	\$443.90	\$457.22
Consultant VI	\$417.21	\$429.72	\$442.62	\$455.90	\$469.57
Data Architect	\$160.27	\$165.08	\$170.04	\$175.13	\$180.38
ERP Business Analyst I	\$104.53	\$107.67	\$110.90	\$114.23	\$117.65
ERP Business Analyst II	\$129.81	\$133.71	\$137.72	\$141.85	\$146.11
Information Technology Consultant I	\$150.70	\$155.22	\$159.88	\$164.68	\$169.61
Information Technology Consultant II	\$226.50	\$233.29	\$240.29	\$247.50	\$254.92
Information Technology Consultant III	\$254.81	\$262.46	\$270.33	\$278.44	\$286.79
Information Technology Consultant IV	\$283.12	\$291.62	\$300.36	\$309.37	\$318.65
Information Technology Consultant V	\$311.44	\$320.78	\$330.40	\$340.31	\$350.52
Infrastructure Engineer	\$189.00	\$194.67	\$200.51	\$206.53	\$212.73
LAN Analyst	\$98.37	\$101.32	\$104.36	\$107.50	\$110.72
LAN/WAN Integrator	\$101.69	\$104.75	\$107.89	\$111.12	\$114.46
Network Engineer I	\$114.25	\$117.67	\$121.20	\$124.84	\$128.58
Network Engineer II	\$125.41	\$129.17	\$133.05	\$137.04	\$141.15
Programmer/Analyst I	\$69.17	\$71.24	\$73.38	\$75.58	\$77.84
Programmer/Analyst II	\$126.58	\$130.38	\$134.29	\$138.32	\$142.47
Programmer/Analyst III	\$128.47	\$132.33	\$136.30	\$140.39	\$144.60
Programmer/Analyst IV	\$128.79	\$132.64	\$136.62	\$140.73	\$144.95
Project Manager	\$198.18	\$204.12	\$210.25	\$216.55	\$223.05
Quality Assurance	\$97.52	\$100.44	\$103.46	\$106.56	\$109.75





MOVING THE FUTURE FORWARD

Senior Software Architect	\$373.29	\$384.48	\$396.02	\$407.90	\$420.14
Software Architect	\$146.81	\$151.21	\$155.75	\$160.42	\$165.24
Software Developer I	\$122.72	\$126.40	\$130.19	\$134.10	\$138.12
Software Developer II	\$146.07	\$150.45	\$154.96	\$159.61	\$164.39
Software Developer III	\$191.88	\$197.63	\$203.56	\$209.66	\$215.95
Software Developer IV	\$209.52	\$215.81	\$222.29	\$228.96	\$235.83
Solution Architect	\$439.17	\$452.35	\$465.92	\$479.90	\$494.30
Sr. Project Manager	\$384.26	\$395.79	\$407.66	\$419.89	\$432.48
Systems Administrator I	\$93.26	\$96.06	\$98.94	\$101.91	\$104.97
Systems Administrator II	\$110.32	\$113.62	\$117.03	\$120.53	\$124.15
Systems Administrator III	\$127.14	\$130.96	\$134.89	\$138.94	\$143.11
Technical Writer	\$100.54	\$103.56	\$106.66	\$109.86	\$113.16
Test Engineer I	\$118.67	\$122.23	\$125.89	\$129.67	\$133.56
Test Engineer II	\$170.13	\$175.23	\$180.49	\$185.90	\$191.49



**SIN 54151S INFORMATION TECHNOLOGY PROFESSIONAL SERVICES  
LABOR CATEGORY DESCRIPTION**

**Labor Category Descriptions**

CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
1	<b>Project Manager</b>	Managerial and technical leadership experience directing and supporting a broad range of technical efforts requiring both specialized and diverse knowledge. Advanced knowledge of scientific or engineering principals, theories and concepts to accomplish the objective of a total program, project or system. Develops or directs development of solutions to problems. Responsible to management for effectiveness of final results. Representation as a primary contact with clients and potential clients.	<b>Bachelors</b>	<b>5</b>



2	<b>IT Consultant I</b>	Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and installing to support an organization's application systems. Consults with users to identify current operating procedures and to clarify program objectives. May be expected to write documentation to describe program development, logic, coding, and corrections. Writes manual for users to describe installation and operating procedures. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks to include systems analysis and programming. May lead and direct the work of others. A wide degree of creativity and latitude is expected.	<b>Bachelors</b>	<b>1</b>
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CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
3	IT Consultant II	Provides analytical and program support, and is focused on high performance work. Typically contributes to the functional and technical specifications for development of a discrete project deliverable of moderate complexity. Completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. May also participate in organizational assessments, and performance measures and indicators.	Bachelors	4
4	IT Consultant III	Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Designs, develops, implements and maintains business solutions. Works with main clients and project and business leaders to identify analytical requirements. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	Bachelors	6



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
5	IT Consultant IV	Researches and analyzes basic and complex issues surrounding the processes and systems of an organization. Makes recommendations surrounding improving processes, efficiency and practices. Simulates and tests process improvements. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks to include systems analysis and programming. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management.	Masters	8
6	IT Consultant V	Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and installing to support an organization's application systems. Consults with users to identify current operating procedures and to clarify program objectives. May be expected to write documentation to describe program development, logic, coding, and corrections. Writes manual for users to describe installation and operating procedures. Communicates changes and may provide training to impacted business units. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks to include systems analysis and programming. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to top management.	Masters	10



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
7	<b>Business Systems Analyst I</b>	Under general supervision, formulates and defines system scope and objectives through research and fact-finding to develop or modify moderately complex information systems. Prepares detailed specifications from which programs will be written. Designs, codes, tests, debugs, documents, and maintains those programs.	<b>Bachelors</b>	<b>2</b>
8	<b>Business Systems Analyst II</b>	Reviews, analyzes, and evaluates business systems and user needs. Documents requirements, defines scope and objectives, and formulates systems to parallel overall business strategies. Familiar with relational database concepts, and client-server concepts. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision. A certain degree of creativity and latitude is required. Typically reports to a manager.	<b>Bachelors</b>	<b>4</b>
9	<b>Business Systems Analyst III</b>	Reviews, analyzes, and evaluates business systems and user needs. Documents requirements, defines scope and objectives, and formulates systems to parallel overall business strategies. Familiar with relational database concepts, and client-server concepts. Relies on experience and judgment to plan and accomplish goals. Performs a variety of complicated tasks. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager.	<b>Bachelors</b>	<b>6</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
10	<b>Business Systems Analyst IV</b>	Reviews, analyzes, and evaluates business systems and user needs. Documents requirements, defines scope and objectives, and formulates systems to parallel overall business strategies. Demonstrates expertise in a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May provide consultation on complex projects and is considered to be the top level contributor/specialist. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	<b>Bachelors</b>	<b>8</b>
11	<b>Software Developer I</b>	Codes software applications to adhere to designs supporting internal business requirements or external customers. Standardizes the quality assurance procedure for software. Has knowledge of standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision. A certain degree of creativity and latitude required. Typically reports to a project leader or manager.	<b>Bachelors</b>	<b>1</b>
12	<b>Software Developer II</b>	Codes software applications to adhere to designs supporting internal business requirements or external customers. Standardizes the quality assurance procedure for software. Has knowledge of standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision. A certain degree of creativity and latitude required. Typically reports to a project leader or manager.	<b>Bachelors</b>	<b>3</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
13	<b>Software Developer III</b>	Codes software applications to adhere to designs supporting internal business requirements or external customers. Standardizes the quality assurance procedure for software. Oversees testing and develops fixes. Has knowledge of standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. A wide degree of creativity and latitude required. Typically reports to a project leader or manager.	<b>Bachelors</b>	<b>5</b>
14	<b>Software Developer IV</b>	Codes software applications to adhere to designs supporting internal business requirements or external customers. Standardizes the quality assurance procedure for software. Has knowledge of standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision. A certain degree of creativity and latitude required. Typically reports to a project leader or manager.	<b>Bachelors</b>	<b>8</b>
15	<b>Programmer/Analyst I</b>	Working under supervision to design, develop and implement information systems. Establish program and data parameters and formats. Coordinate and/or modify user requirements with existing and projected computer capacity and capabilities. Convert symbolic statements of problems into appropriate specifications for coding computer systems identifying functions to be programmed, information processing techniques used, and data representation. Prepare documentation, conduct program tests, correct program errors, and analyzes systems capabilities to resolve	<b>AA</b>	<b>1</b>





CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
16	<b>Programmer/Analyst II</b>	Under general direction, designs, implements and maintains complex database with respect to JCL, access methods, access time, device allocation, validation checks, organization, protection and security, documentation and statistical methods. Includes maintenance of database dictionaries, overall monitoring of standards and procedures and integration of systems through database design. Competent to work at the highest level of all phases of database management.	<b>Bachelors</b>	<b>4</b>
17	<b>Programmer/Analyst III</b>	Technical experience participating in systems analysis and design definition. Analyzes, designs, codes and documents software applications. Performs all functions of digital computer programming, using standard design and programming techniques. Analyzes and studies system requirements and develops methods for problem solving by producing data flow diagrams, entity-relationship diagrams and/or associated documents. Advises on computer requirements and limitations to help define automation needs. Providing technical consultation in solving problems of design and reliability, or in maintaining the ability of the system. Writes procedural guidance to be followed by users. Maintains files, records, and	<b>Bachelors</b>	<b>5</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
18	<b>Programmer/Analyst IV</b>	Establish program and data parameters and formats. Coordinate and/or modify user requirements with existing and projected computer capacity and capabilities. Convert symbolic statements of problems into appropriate specifications for coding computer systems identifying functions to be programmed, information processing techniques used, and data representation. Prepare documentation, conduct program tests, correct program errors, and analyze system capabilities to resolve questions of program standards, output requirements, input data acquisition, and programming techniques and controls. Advise on new techniques and estimate costs associated with data programs. Develop procedures and operating instructions. Revise existing programs, systems and procedures to correct deficiencies and maintain more effective data handling, conversion and storage. Develop solutions to a variety of problems of moderate scope and complexity. Work independently, with management review of end results. Has prime accountability for the maintenance and operating efficiency of a major subsystem.	<b>Bachelors</b>	<b>7</b>
19	<b>ERP Business Analyst I</b>	Adapts functional business requirements and processes to technical solutions based upon comprehensive enterprise application solution sets. Enterprise resource planning and management processes, including but not limited to: knowledge management, investment analysis, data warehousing, e-commerce, return on investment analysis, human resource analysis, material management and logistics, supply chain management, procurement, ordering, manufacturing, decision support, and information dissemination	<b>Bachelors</b>	<b>4</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
20	<b>ERP Business Analyst II</b>	Under general direction, serves as senior subject matter expert associated with content, processes, and procedures associated with ERP. Defines detailed requirements, analyzes business needs, and validates solutions with the client. Details requirements through product development and other functions to support the project team. Monitors other business analysts in software development methods and processes and implementation of those methods. Evaluates development projects and assists in tailoring the development process to meet the project needs.	<b>Bachelors</b>	<b>5</b>
21	<b>Network Engineer I</b>	Supervises all personnel engaged in the operation and support of network facilities, including all communications equipment in large scale or multi-shift operations. Supervises complex operations that involve two or more additional functions such as, but not limited to, network operations, systems security, systems software support, and production support activities.	<b>Bachelors</b>	<b>2</b>
22	<b>Network Engineer II</b>	Under general direction, manages the purchase, installation, and support of network communications, including LAN/WAN systems. Responsible for evaluating current systems. Works on complex problems where analysis of situation requires in- depth evaluation of various factors. Plans large-scale systems projects through vendor comparison and cost studies. Provides work leadership and training to lower level network engineers. Requires expert knowledge of LAN/WAN systems, networks, and applications.	<b>Bachelors</b>	<b>4</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
23	<b>Systems Administrator I</b>	Under general direction, responsible for administration and day-to-day operation of organization's local area network (LAN). Provides integrated team support and maintenance of LAN hardware and software. Maintains integrity of the LAN hardware and software. Installs LAN software upgrades, including planning and scheduling, testing and coordination. Studies vendor products to determine those which best meet organization needs; assists in presentation of information to management resulting in purchase, and installation of hardware, software, and telecommunications equipment. Performs LAN security procedures, including implementing login requests. Evaluates new products and technologies to determine impact on existing system configurations. Prepares proposals, cost/benefit analyses, and feasibility studies. Provides liaison support between the PC/LAN team, vendors and internal support group as needed. Typically requires five to seven years of experience. Frequently reports to an information system executive.	<b>Bachelors</b>	<b>5</b>
24	<b>Systems Administrator II</b>	Under general supervision, works in a data warehouse environment, which includes data design, database architecture, metadata, and repository creation. Translates business needs into long-term architecture solutions. Defines, designs, and builds dimensional databases. Responsible for developing data warehousing blueprints, evaluating hardware and software platforms, and integrating systems. Evaluates reusability of current data for additional analyses. Conducts data cleaning to rid the system of old, unused, or duplicate data. Reviews object and data models and the metadata repository to structure the data for better management and quicker access.	<b>Bachelors</b>	<b>7</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
25	<b>Systems Administrator III</b>	Responsible for the installation, configuration, and maintenance of UNIX operating systems. Recognizes and troubleshoots problems with server hardware and applications software. Establishes and documents standards and procedures for management review. Requires extensive knowledge of computer operations and familiarity with shell and kernel programming.	<b>Bachelors</b>	<b>10</b>
26	<b>.NET/SharePoint Developer/Subject Matter Expert I</b>	<p>Experience with Microsoft-based server applications, developing and implementing SharePoint-based solutions, and using service oriented approaches and .NET Frameworks for web-based interactive applications, relational databases and full lifecycle development.</p> <ul style="list-style-type: none"> <li>• Support the implementation of solution architecture by building components and custom designs; prototyping; data migration; maintaining technical integrity and consistency; documenting system.</li> <li>• Participate in peer code reviews.</li> <li>• Conduct and participate in code build and merge processes for system build.</li> <li>• Validate system performance by developing and conducting unit test scripts; completing bug fixes</li> <li>• Enhance overall team accomplishments and competence by planning delivery of solutions; answer technical and procedural</li> </ul>	<b>Bachelors</b>	<b>5</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
27	<b>.NET/SharePoint Developer/Subject Matter Expert II</b>	<p>Experience with developing Microsoft-based server applications, designing, developing, and implementing SharePoint-based solutions, and using service oriented approaches and .NET Frameworks for integration with business partners, transaction processing, web-based interactive applications, relational databases and full lifecycle development.</p> <ul style="list-style-type: none"> <li>• Implement solution architecture by building components and custom designs; prototyping; data migration; maintaining technical integrity and consistency; documenting system.</li> <li>• Conduct and participate in peer code reviews.</li> <li>• Conduct and participate in code build and merge processes for system build</li> <li>• Validate system performance by developing and conducting unit test scripts; completing bug fixes.</li> <li>• Serve as a Team Lead. Enhance overall team accomplishments and competence by planning delivery of solutions; answer technical and procedural questions for less-experienced team members; teach improved processes</li> </ul>	<b>Masters</b>	<b>8</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
28	Test Engineer I	Performs evaluation, recommendation and implementation of testing procedures and strategies for products, systems, components, or modifications. Oversees the identification of functional problems and leads the analysis, and interpretation of test results. Oversees the documentation, definition and maintenance of internal quality control standards and reliability programs. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to	Bachelors	3
29	Test Engineer II	<p>Primary duties include:</p> <ul style="list-style-type: none"> <li>• Develop and implement testing processes, policies, and procedures</li> <li>• Write test plans and test documentation; review documentation produced by other test team members; provide feedback</li> <li>• Conduct manual functional testing</li> <li>• Provide Tier 3/4 Help Desk support on applications developed or maintained by the team</li> <li>• Conduct or schedule security testing (scans)</li> <li>• Make recommendations with respect to performance and load testing and execute them if needed</li> <li>• Provide mentorship to junior team members</li> <li>• Support testing metrics collection and reporting</li> <li>• Obtain, install and configure appropriate automated testing tools</li> <li>• Evaluate testing solutions and make recommendations</li> </ul>	Bachelors	6
30	Consultant I	Responsible for complex systems process analysis, design, and simulation. Focus is on process analysis and re-engineering, with an understanding of technical problems and solutions as they relate to the current and future technical implementations. Recommends and facilitates quality improvement efforts. May lead re-engineering team and act as project manager in some cases.	Bachelors	2



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
31	Consultant II	<ul style="list-style-type: none"><li>Works with user groups to solve IT-related business and technical problems with available technology, specifically in the areas of knowledge management, system life cycle, and telecommunications to include hardware, software, databases, data warehouse (and associated products such as Business Objects, Cognos, and Brio) and peripherals. Keeps abreast of technological developments and applications.</li></ul>	Bachelors	4
32	Software Architect	Works designing and developing new software products or major enhancements to existing software. May lead a large development team in the design of highly complex software systems. Acts as highest-level technical expert, addressing problems of systems integration, compatibility, and multiple platforms. Responsible for project completion. Performs feasibility analysis on potential future projects to management.	Bachelors	6





CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experienc
33	<b>Data Architect</b>	Designs and builds relational databases. Develops strategies for data acquisitions, archive recovery, and implementation of a database. Works in a data warehouse environment, which includes data design, database architecture, metadata and repository creation. Translates business needs into long-term architecture solutions. Defines, designs, and builds dimensional databases. Develops data warehousing blueprints, evaluating hardware and software platforms, and integrating systems. Evaluates reusability of current data for additional analyses. Reviews object and data models and the metadata repository to structure the data for better management and quicker access	<b>Bachelors</b>	<b>5</b>
34	<b>Infrastructure Engineer</b>	Expert knowledge of software development processes and best practices utilizing SharePoint as an engineer, and the Microsoft technology stack. Deep technical and architectural understanding of all aspects of Microsoft SharePoint platform solutions. Responsible for planning and overseeing server installation, deployment models, performance tuning, and enterprise scalability. Hands-on experience and capabilities for developing SharePoint solutions and deploying custom engineered solutions.	<b>Bachelors</b>	<b>5</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
35	LAN Analyst	Under general direction, provides consultation to business area management and staff at the highest technical level for all aspects of PC/LAN design and configuration in a multi-server environment. Plans and coordinates the installation of new or modified Local Area Networks and installs and coordinates the resolution of network problems or malfunctions. Provides technical support and guidelines to client and	Bachelors	5
36	LAN/WAN Integrator	Responsible for the overall integration of the enterprise-wide network including the planning, design, installation, maintenance, management, and coordination of the corporate LAN/WAN (may include local, metropolitan, and wide area networks). Has responsibility for technical architecture and recommendations related to LAN/WAN. Is typically a top-level technical contributor with advanced knowledge and experience in the area of local and wide area networking, communications, and related hardware/software. Maintains high level of technical expertise and studies vendor products to determine those which best meet organization needs. Presents information to management, which may result in the purchase and installation of hardware, software, and telecommunications equipment. Recommends network security procedures and policies. Knowledgeable in a multi-platform operating environment. May work with Voice and/or Data Communications Analysts.	Bachelors	3
37	Quality Assurance	Provides development of project Software Quality Assurance Plan and the implementation of procedures that conforms to the requirements of the contract. Provides an independent assessment of how the project's software development process is being implemented relative to the defined process and recommends methods to optimize the organization's process.	Bachelors	7



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
38	<b>Technical Writer</b>	Writes a variety of technical articles, reports, brochures, and/or manuals for documentation for a wide range of uses. May be responsible for coordinating the display of graphics and the production of the document. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	<b>Bachelors</b>	<b>4</b>
39	<b>Solution Architect</b>	Responsible for the architectural strategy, design, development, and deployment of the enterprise's overall systems. Defines system solutions based on user/client needs, cost, and required integration with existing applications, systems, or platforms. Researches, identifies, selects, and tests technology products required for solution delivery. Establishes, implements, and documents the technology integration or migration strategies. Responsible for staying current on industry trend and new technologies for the system architecture. Typically reports to the senior management. Works on advanced, complex technical projects or business issues requiring state of the art technical or industry knowledge. Works autonomously. Goals are generally communicated in solution or project goal terms. May provide a leadership role for the working group or team through knowledge in the area of specialization.	<b>Bachelors</b>	<b>10</b>



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
40	Consultant VI	Researches and analyzes complex issues surrounding the systems of an organization. Develops strategies or infrastructure level recommendations surrounding improving processes, efficiencies, and practices of the organization's business systems. Simulates and tests process improvements. Communicates changes and may provide training to impacted business units. Typically reports to a project leader or manager. Principal Considered a specialist on complex technical and business matters. Work is highly independent. May provide a leadership role for the working group or team through knowledge in the area of specialization.	Bachelors	15
41	Consultant V	Works with end user groups to identify technical solutions to business problems or inefficiencies. Evaluates existing systems and/or user needs and makes recommendations. May require certification in specific applications. Typically reports to a head of a unit/department. Considered a specialist on complex technical and business matters. Work is highly independent. May assume a team lead role for a working group or team.	Bachelors	10



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
42	Consultant IV	Researches and analyzes basic and complex issues surrounding the systems of an organization. Makes recommendations surrounding improving processes, efficiencies, and practices of the organization's business systems. Simulates and tests process system improvements. Communicates changes and may provide training to impacted business units. Typical reports to a project leader or manager. Contributes to moderately complex aspects of a project. Work is generally independent and collaborative in nature.	Bachelors	8
43	Sr. Project Manager	Manages and oversees all aspects of a technology project to ensure it is completed on-time and within budget. Has overall responsibility for managing scope, cost, schedule, internal staffing, subcontractors, outside vendors, and contractual deliverable(s). Prepares reports for upper management regarding status of project. Possesses strong knowledge of technology. Typically reports to a Director or senior management. Considered a specialist on complex technical and business matters. Work is highly independent.	Bachelors	10



CLIN	Labor Category Title	Functional Responsibilities	Minimum Education	Minimum Years' Experience
44	Sr. Software Architect	Provides expert consultation in one or more areas for the design, development, and implementation of technical products and systems. Resolves highly complex technical issues and conducts advanced research. Recommends alterations to development and design to improve quality of products and/or procedures. Has extensive software knowledge and is considered an expert in one or more software specialties. Typically reports to a manager or management. Works on advanced, complex technical projects or business issues requiring state of the art technical or industry knowledge. Works autonomously. Goals are generally communicated in solution or project goal terms. May provide a leadership role for a working group or team through knowledge in the area of specialization.	Bachelors	12

Experience may be substituted for education on a year for year basis.



## SIN 518210C CLOUD COMPUTING AND CLOUD RELATED IT PROFESSIONAL SERVICES DESCRIPTION

MAS SIN 518210C includes commercially available cloud computing services such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS), and Software as a Service (SaaS) and emerging cloud computing services. IT professional services that are focused on providing the types of services that support the Government's adoption of, migration to, or governance/management of cloud computing. Specific cloud related IT professional labor categories and/or fixed-price professional services solutions (e.g., migration services) 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, developing cloud native applications, or other cloud oriented activities are within scope of this SIN.

### Service Models:

- **Software as a Service (SaaS)** - Consumer uses provider's applications on cloud infrastructure. Does not manage/control platform or infrastructure. Limited application level configuration may be available.
- **Platform as a Service (PaaS)** - Consumer deploys applications onto cloud platform service using provider-supplied tools. Has control over deployed applications and some limited platform configuration but does not manage the platform or infrastructure.
- **Infrastructure as a Service (IaaS)** - Consumer provisions computing resources. Has control over OS, storage, platform, deployed applications and some limited infrastructure configuration, but does not manage the infrastructure.

### Deployment Models:

- **Private Cloud:** The service is provided exclusively to a defined user; access from outside the consumer is prohibited.
- **Community Cloud:** The service is provided for the exclusive use of a community of consumers with a defined shared boundary, such as a mission or interest.
- **Public Cloud:** The service is provided to the general public and can be used by any consumer.
- **Hybrid Cloud:** The service is composed of two or more deployment models or a combination of on-premises IT (consumer owned and operated IT) and at least one cloud deployment model.

### Essential characteristics:

- **On-Demand Self-Service:** Consumers can directly provision services without requiring provider's intervention.
- **Broad Network Access:** Consumers are able to access the services over standard networks (internet) and devices (browsers, tablets, mobile phones).
- **Resource Pooling:** Consumers are provided services from a common pool of resources maintained by the provider.
- **Rapid Elasticity:** Services are elastically provisioned and de-provisioned based on consumer demand.
- **Measured Service:** Services are *metered*, providing both the consumer and providers transparency in service utilization. *Metered* means that the consumption of services must be measured in periods of one month or less. For example, units of storage per hour, processing per second, or license per day would all be acceptable.





This SIN provides access to cloud (e.g., IaaS, PaaS, SaaS) computing services across public, community, and hybrid **deployment models**. Cloud computing services shall comply with National Institute of Standards and Technology (NIST) Definition of Cloud Computing **Essential Characteristics** (NIST SP 800-145).

The following are out of scope for this SIN:

- a) Ancillary products and services
- b) Cloud “token,” “gift card,” “credit,” or other similar types of prepaid offerings:
  - Cloud computing services (e.g., IaaS, PaaS, SaaS) are sometimes offered commercially as a cloud “token,” “gift card,” “credit,” or require purchase of a prepaid offering; these are out of scope for this SIN.
- c) Credits for cloud computing services (e.g., IaaS, PaaS, SaaS) that are paid for in advance and spent or used at a later time are commonly termed commercially as a cloud “token,” “gift card,” or “credit”, and are out of scope for SIN 518210C. Cloud computing services (e.g., IaaS, PaaS, SaaS) must be paid for in arrears in accordance with 31 U.S.C. 3324.
- d) Any payment for cloud computing services which carry a risk to the Government of a “use or lose” situation where a Government cloud account may forfeit unexpended credits/deposits towards future cloud computing services charges at the end of a vendor-defined period (e.g., 1, 2 or 3 years). Therefore, pre-payment of products or services prior to delivery of SKUs is not allowed. Payment for these SKUs must be in arrears.
- e) Physical hardware, non-cloud software per the NIST definition, and other artifacts acquired to support the physical construction of a private or other cloud are not within the scope of this SIN.

We recommend all cloud customers read and become familiar with the following NIST and MAS guidelines.

*MAS Specific Instructions for SIN 518210C – Cloud Computing and Cloud Related IT Professional Services*

- a) *Cloud computing services (e.g., IaaS, PaaS, SaaS) must adhere to the “pay as you go” pricing model and must be billed in arrears in accordance with 31 U.S.C. 3324.*
- b) *Cloud related IT professional services, specific cloud labor categories and/or fixed-price professional services solutions must also be billed in arrears in accordance with 31 U.S.C. 3324.*
- c) *Acceptance Testing: Acceptance testing shall be performed of the systems for ordering activity approval in accordance with the approved test procedures.*
- d) *If training is provided in accordance with standard commercial practices, the offeror shall provide normal commercial installation, operation, maintenance, and engineering interface training on the system.*
- e) *Information Assurance/Security Requirements: Offerors shall meet information assurance/security requirements in accordance with the ordering activity requirements.*
- f) *Reporting: Offerors shall provide to the ordering activity any general reporting capabilities available to verify performance, cost and availability. In accordance with commercial standard practice, the offeror may furnish the ordering activity with a monthly summary report.*





## OVERVIEW OF CLOUD SERVICES

The dynamic cloud market with increasing competition and rapid advances in technology provides customers to lower their costs while increasing compute power. Increasing capability, adding flexibility, and improving your security posture are all benefits of cloud managed services with service level commitments. Services can be provided for any FISMA level low through high and in both FedRamp and non-FedRamp environments based on the customers mission requirements. Services per NIST can be provided on premise and or in our network of service providers as complete services. Sev1Cloud minimize IT risks and improves mission availability.

The scope of this SIN is “as a Service” models as defined by NIST. The prices, terms and conditions stated under Special Item Number (SIN) 518210C Cloud Computing Services apply exclusively to Cloud Computing Services within the scope of this Information Technology Schedule and compliant with NIST 800-154 Cloud Computing. Cloud services must be sold in a NIST approved model and bundled into a service fee. Examples: The contractor under SIN 518210C cannot sell a stand-alone sharepoint software licenses and have the government take title of the license. The license must be used as part of a service. The offeror however can define and offer Sharepoint as a Service based on usage specifications. The contractor cannot sell a physical data center or a physical server as that is not part of a service. Offerors must use multiple schedules (54151S) to address these non-cloud service items.

BE provides all of the three major types of cloud computing solutions **Infrastructure as a Service (IaaS)**, **Platform as a Service (PaaS)**, and **Software as a Service (SaaS)**. Although each has its own significance, your choice of the best option may vary depending upon what products or services you’re dealing in. Most customers use a variety in their solutions. For example a customer may choose SaaS for email so the do not have to manage it and choose basic IaaS services for a mission application where more control is required.

The foundation for defining services in this market space is NIST. BE provides all the NIST 800-145 defined cloud computing services to include Infrastructure as a Service (IaaS), Platform as a Service (PaaS), Software as a Service). Customers can choose more than one model as each application has different requirements and advancing from basic service to a complete managed cloud services is part of the service lifecycle. Flexibility to accommodate all mission requirements is essential to this service. Not all customers within even a single organization will leverage the same services or deployment models. BE’s responsibility as the offeror is to clearly define and document the service model, deployment model, and supporting service level agreements being offered to the customer in all task order responses.

The service models approved by NIST and leveraged by BE are as follows:

NIST Defined Service Models	NIST SP 800-145 Definitions	Benefits To Customers
<b>Infrastructure as a Service (IaaS)</b>	The capability provided to the consumer is to provision processing, storage, networks, and other fundamental computing resources where the consumer is able to deploy and run arbitrary software, which can include operating systems and applications. The consumer does not manage or control the underlying cloud infrastructure but has control over operating systems, storage, and deployed applications; and possibly limited control of select networking components (e.g., host firewalls).	Provides application owners the ability to manage this applications and operating systems. This provides a more resilient and flexible environment to operate mission systems.



<b>Platform as a Service (PaaS)</b>	<p>The capability provided to the consumer is to deploy onto the cloud infrastructure consumer-created or acquired applications created using programming languages, libraries, services, and tools supported by the provider. The consumer does not manage or control the underlying cloud infrastructure including network, servers, operating systems, or storage, but has control over the deployed applications and possibly configuration settings for the application-hosting environment.</p>	<p>Provides the customer a managed compute platform that allows resources to focus on the application layers not the operating layers and infrastructure. This model is a great way to improve security compliance and reduce mission availability risk.</p>
<b>Software as a Service (SaaS)</b>	<p>The capability provided to the consumer is to provision processing, storage, networks, and other fundamental computing resources where the consumer is able to deploy and run arbitrary software, which can include operating systems and applications. The consumer does not manage or control the underlying cloud infrastructure but has control over operating systems, storage, and deployed applications; and possibly limited control of select networking components (e.g., host firewalls).</p>	<p>For customers that want to focus on their mission and not the supporting IT tools this option provides the highest level of service to the end-user.</p>

**IaaS, PaaS, and SaaS SERVICE CHARACTERISTICS OVERVIEW:**

While BE designs custom cloud solutions to your specific requirement, BE complies with all NIST guidelines. For specific details for each service please request our Response Guidance and Checklist for IT70 Schedule 70 Cloud Sin 518210C. Below is an overview of how BE meets the NIST Service Essential Characteristics.

BE’s solutions incorporate all of the 5 essential characteristics: On-demand self-service, broad network access, resource pooling, rapid elasticity, and measured services. However, customers must clearly define who has on-demand direct access permissions to allocate additional capacity. In some cases, at the Contracting Officers discretion, only the COR may have the authority to add more resources. Adding capacity in the cloud equates to adding cost immediately and cannot be uncommitted.

1. **On-Demand Self-Service:** In accordance with the customer’s deployment and service model requirements and authorization from the contracting officer, BE provides on-demand self-service through our web-based customer portals or with direct access to our services. BE provides training on incurring additional costs through on-demand access in the cloud as part of our deployment. However, an individual authorized by the CO has the on-demand ability to significantly increase processing and storage costs without any supervision and the customer is obligated to pay for the additional resources at time of commitment.



2. **Broad Network Access:** BE provides multiple methods for connecting to our environments.
  - Clients internet connection
  - Dedicated internet connection
  - Thin client access
  - Open internet access with no access controls
  - Single, or dual factor authentication
  - Software VPN access to any device, site (building or network) or designated remote/portable users for Microsoft, Linux, Android IoS, Apple, and open source devices.
  - Advanced secure internet connections with integrated endpoint management and protection for Microsoft, Linux, Android IoS, Apple, and open source devices
  - Software Defined Networking and Common Commercial Carrier services
  - Portable hardware encryption keys over internet
  - Private dedicated circuit or fiber services with an architected security solution (appliance based)
  - Access for IoT devices could be provided via low transmission wireless networks

This allows customers to access the environment for as many locations as they require. This broad access also promotes the capability to connect laptops, workstations, mobile devices, and tablets. For non-web based services in the IaaS, PasS, and SaaS model the customer may choose to leverage private connectivity options to provide additional levels of security controls such as dark fiber.

3. **Resource Pooling:** Regardless of the service model BE can offer resource pooling within the solution. This can be accommodated through cloud brokerage within large platform providers or in private clouds through offerings of virtual machines and shared storage alternatives. We can draw from resource pools across multiple providers and environments if required by the customer. We work with each customer to design a process that ensures we govern elasticity and resource allocation based on their authorization model. The building blocks for our resources are:

Building Blocks Based on Customer Requirements	Standard Measure	Units Offered	Usage Reporting Frequency
Software	Per license used or committed	Hourly, Monthly, Yearly	Monthly with Invoice and on-demand self-service or through request anytime
Computer	Per CPU used or committed	Hourly, Monthly, Yearly	Monthly with Invoice and on-demand self-service or through request anytime
Storage	Per Gigabyte used or committed	Hourly, Monthly, Yearly	Monthly with Invoice and on-demand self-service or through request anytime
Network	Per Megabyte used or committed	Hourly, Monthly, Yearly	Monthly with Invoice and on-demand self-service or through request anytime
Facilities Space	Per Rack Unit used or committed	Hourly, Monthly, Yearly	Monthly with Invoice and on-demand self-service or through request anytime
Facilities Power	Per KW used or committed	Hourly, Monthly, Yearly	Monthly with Invoice and on-demand self-service or through request anytime

4. **Rapid elasticity:** Provisioning of compute, storage, and capability using today's technologies are instantaneous. We can design our solutions to meet customer requirements. BE provides all the capacity management so you can focus on your mission. Total capabilities far exceed the requirements (example: no one customer can utilize all of AWSs, Azures, or Raging Wires capacity at one time). By using a software define infrastructure and abstracting the physical layers of the solution we auto-scale the environments manage the performance through monitoring wherever possible. We can draw from resource pools across multiple providers and environments if required by the customer. We work with each customer to design a process that ensures we govern elasticity and resource allocation based on their authorization model.

5. **Measured Service:** BE can provide the transparency across our solutions with measured



services. We can provide as much detailed information to customers as required. For customer who want solutions were costs float based on daily market demands we can provide metering and cost incurred reporting. For customers who prefer firm fixed price arrangements or buying capabilities in defined year increments we can provide reporting to drive costs down each performance period and offer credits.



## SIN 518210C CLOUD COMPUTING AND CLOUD RELATED IT PROFESSIONAL SERVICES PRICING

### BE's CLOUD OPTIMIZATION TRANSPARENT PRICING

With Amazon AWS, Azure, and infrastructure providers changing their technology offering and 100,000s of configuration components on their pricelists every 30-60 days the cloud market remains dynamic and infrastructure is a commodity. With 100,000s of configuration options per provider static pricing becomes very complex and outdated quickly. This is a market driven sector where prices continue to go down and using transparent market time pricing provides additional savings. BE always provides the market prices used to calculate our service fees at the time of the task order, not 12 or even 1 month prior. This saves customer money. As your dedicated services broker you can see those costs using the same configurations we do on Amazon, AWS, and other 3<sup>rd</sup> party providers, every cost is transparent to our customers. For private cloud solutions BE provides simple ceiling prices and tailors each solution to your mission requirements.

BE makes pricing simple and transparent. Our Cloud Access Fee (CAF) structure helps you buy the right resources at today's market prices. BE quotes/purchases the required resources and sets price ceilings based on your required configuration. This allows us to create NIST aligned services based on your security requirements, compute and application service requirements. CAF applies to the infrastructure usage-based building blocks and does not apply to labor based support services such as monitoring, SLA support, security, patching, and application support services.

Application of usage based CAF Fees For All Service and Deployment Models		
IaaS	PaaS	SaaS
Facility/Space Usage	Building Blocks Included in Service Costs, Not Labor	Building Blocks Included in Service Costs, Not Labor
Compute Usage		
Storage/Media Usage		
Network Usage		
Appliance Usage		
Building Block Infrastructure Applications: Operating Systems & Middleware		

BE always clearly defines and differentiates between core building blocks and support as services are tailored to each customer requirements. We offer flexible cost models that are completely transparent and provided at time of submission. We offer a ceiling price for hourly, monthly and on-demand computing resources but you only pay for what you use. BE provides the ability to earn elastic compute credits (ECCs) toward more capacity or compute resource if you don't use all the resources you purchase or we can bill for just what was used, each customer can decide. We optimize your configuration every month to ensure you are using the latest configurations and operating in the cloud at or below your ceiling costs. Examples of CAF savings:

- 1) Elastic Hourly or Monthly Commitments: A customer orders a medium size server with on demand compute and storage. BE charges our CAF to the monthly cost on top of the quoted cost for a specific service configuration. We monitor and optimize your resources reducing usage by 50% of that organizational specified capacity. You then have options to achieve the cost savings:
  - a. On a usage-based contract for hourly or monthly resources BE will only charge you for the actual usage plus CAF saving the customer 40% of the original cost.
  - b. On a fixed price contract BE can provide an ECCs to use when your application peaks and you need more resources or you can use them to build more capacity for other value added environments like test, development, or Dev-Ops without effecting your budget.
- 2) Discounted Year Commitments: Some customers leverage 1-year compute commitments to



obtain upfront additional discounts for dedicated resources. Carriers discount these instances over hourly on-demand usage. This works well for applications where the processing trends are well known. The customer still pays the current market cost plus the CAF. While the compute is fixed, BE still optimizes the storage/media components and other variable costs offering savings or ECCs.

- 3) On-Premise/Off-Premise Private Services: This deployment model is handled the same way as off premise committed compute environments with maximum ceilings. We will optimize our solution with the best market commodity services. We then evaluate the environment for storage, compute, and application usage to make recommendations to lower costs quarterly and pass the saving to the customer through price reduction or ECCs.

### **DISCOUNTS:**

While the amount of discount varies by solution, customers can take advantage of the following market discount strategies:

Commitment Discounts Available in the Market:

- 1) Discounts for 1 year commitments on resources
- 2) Discounts for 3 year commitments on resources
- 3) Discounts for prepaid or partial pre-paid resources
- 4) Upgrading to next generation services with more compute and lower cost as they are offered

BE offers flexible contracting pricing models aligned with the NIST service delivery and deployment models. We will respond based on the customer's requirements but our two most common are as follows:

- 1) Fixed Price Ceiling with Elastic Usage Based Pricing: Clients pay only for the services they use on an elastic basis. We provide market estimates directly from the cloud provider and BE charges a fixed 10% Cloud Access Fee (CAF) to provide cloud access, optimization of services, building block application and infrastructure components, and consolidated billing. The CAF is applied to all building block cloud service costs which are publicly available through each service on-line cloud configuration managers. Additional services may be added to accommodate NIST service and deployment cloud models (monitoring service, security service, operations support, etc.). Any labor requested to support specific IT projects (Migrate a database) are quoted from BE's SIN 54151S professional service schedule.
- 2) Firm Fixed Price: Clients negotiate a firm solution price for a 1-5 year team. This is best for customers on a set budget that do not want to exceed set costs and know their applications processing patterns well enough to size them correctly. Infrastructure components and application building block services are still subject to the CAF. Additional services may be added to accommodate NIST service and deployment cloud models (monitoring service, security service, operations support, etc.). Any task labor requested to support specific IT projects (migrate a database) are modeled from BE's 54151S professional services schedule.





**SIN 518210C PRICING CONTINUED**

SIN	MANUFACTURER NAME	MFR PART NO	PRODUCT NAME	UOI	GSA OFFER PRICE (inclusive of the .75%)
518210C 518210C	BE	BE-IAAS-009999	IAAS Cloud Services	Hourly or Monthly	\$9,985.85
518210C 518210C	BE	BE-IAAS-010000	IAAS Cloud Services	Hourly or Monthly	\$99,741.50
518210C 518210C	BE	BE-IAAS-0100000	IAAS Cloud Services	Hourly or Monthly	\$248,725.57
518210C 518210C	BE	BE-IAAS-0250000	IAAS Cloud Services	Hourly or Monthly	\$987,349.01
518210C 518210C	BE	BE-IAAS-10000001	IAAS Cloud Services	Hourly or Monthly	\$1,477,246.88
518210C 518210C	BE	BE-PAAS-009999	PAAS Cloud Services	Hourly or Monthly	\$9,973.25
518210C 518210C	BE	BE-PAAS-010000	PAAS Cloud Services	Hourly or Monthly	\$99,489.63
518210C 518210C	BE	BE-PAAS-0100000	PAAS Cloud Services	Hourly or Monthly	\$248,095.88
518210C 518210C	BE	BE-PAAS-0250000	PAAS Cloud Services	Hourly or Monthly	\$984,830.27
518210C 518210C	BE	BE-PAAS-10000001	PAAS Cloud Services	Hourly or Monthly	\$1,473,468.75
518210C 518210C	BE	BE-PAAS-009999	PAAS Cloud Services	Hourly or Monthly	\$9,973.25
518210C 518210C	BE	BE-SAAS-010000	SAAS Cloud Services	Hourly or Monthly	\$99,489.63
518210C 518210C	BE	BE-SAAS-0100000	SAAS Cloud Services	Hourly or Monthly	\$248,095.88
518210C 518210C	BE	BE-SAAS-0250000	SAAS Cloud Services	Hourly or Monthly	\$984,830.27
518210C 518210C	BE	BE-SAAS-10000001	SAAS Cloud Services	Hourly or Monthly	\$1,473,468.75
518210C 518210C	BE	BE-I-001	IaaS Cloud Optimization Service	Hourly or Monthly	\$0.99
518210C 518210C	BE	BE-P-001	PaaS Cloud Optimization Service	Hourly or Monthly	\$0.99
518210C 518210C	BE	BE-S-001	SaaS Cloud Optimization Service	Hourly or Monthly	\$0.99



## SIN 518210C CLOUD COMPUTING AND CLOUD RELATED IT PROFESSIONAL SERVICES LABOR CATEGORY PRICING

### SIN 518210C LABOR CATEGORY PRICING

	Year 6	Year 7	Year 8	Year 9	Year 10
Labor Category	6/25/2023 to 6/24/2024	6/25/2024 to 6/24/2025	6/25/2025 to 6/24/2026	6/25/2026 to 6/24/2027	6/25/2027 to 6/24/2028
Cloud Architect	\$226.64	\$233.44	\$240.44	\$247.66	\$255.08
Cloud Business Analyst	\$148.81	\$153.27	\$157.86	\$162.60	\$167.48
Cloud Consultant 1	\$200.31	\$206.32	\$212.50	\$218.88	\$225.45
Cloud Consultant 2	\$228.94	\$235.81	\$242.88	\$250.17	\$257.67
Cloud Developer 1	\$137.34	\$141.46	\$145.70	\$150.08	\$154.58
Cloud Developer 2	\$148.81	\$153.27	\$157.86	\$162.60	\$167.48
Cloud Developer 3	\$171.69	\$176.84	\$182.15	\$187.61	\$193.24
Cloud Developer 4	\$200.31	\$206.32	\$212.50	\$218.88	\$225.45
Cloud Project Manager	\$217.48	\$224.01	\$230.73	\$237.65	\$244.79
Cloud SME 1	\$160.25	\$165.06	\$170.01	\$175.10	\$180.35
Cloud SME 2	\$228.94	\$235.81	\$242.88	\$250.17	\$257.67
Cloud SME 3	\$286.16	\$294.74	\$303.59	\$312.70	\$322.08
Cloud SME 4	\$343.40	\$353.69	\$364.30	\$375.23	\$386.49
Cloud Systems Analyst	\$206.03	\$212.20	\$218.57	\$225.13	\$231.88
Cloud Tester	\$125.90	\$129.68	\$133.57	\$137.58	\$141.71





## SIN 518210C CLOUD COMPUTING AND CLOUD RELATED IT PROFESSIONAL SERVICES LABOR CATEGORY DESCRIPTION

### Labor Category Descriptions

Labor Category	Functional Requirements	Education	Experience
Cloud Business Analyst	Reviews, analyzes, and evaluates user needs to create systems solutions that support overall business strategies. Documents system requirements, defines scope and objectives, and creates system specifications that drive system development and implementation. Incumbents function as a liaison between IT and users and have both business and technical expertise. Typically reports to a manager. Contributes to moderately complex aspects of a project. Work is generally independent and collaborative in nature.	Bachelors	4
Cloud Developer 1	Responsible for developing, testing, implementing, and maintaining cloud-based application systems, such as user interface, e-commerce applications, site animation. Troubleshoots and solves the software issues. Researches technical problems and suggests improvements for cloud applications. Knowledge about commonly-used cloud developing language (e.g., HTML, Java, PHP, JSP, ASP.Net, Python, AJAX) is necessary. Typically reports to a manager. Works on projects/matters of limited complexity in a support role. Work is closely managed.	Bachelors	1
Cloud Developer 2	Responsible for designing, developing, testing, implementing, and maintaining cloud-based application systems, such as user interface, e-commerce applications, site animation. Troubleshoots and solves the software issues. Researches technical problems and suggests improvements for cloud applications. Analyzes and integrates new cloud products/technologies with existing cloud applications to improve the cloud design and application functionality. Knowledge about one or multiple commonly-used cloud developing languages (e.g., HTML, Java, PHP, JSP, ASP.Net, Python, AJAX) is necessary. Typically requires a bachelor's degree of Computer Science or a related field. Typically reports to a manager. Gaining exposure to some of the complex tasks within the job function. Occasionally directed in several aspects of the work.	Bachelors	3



Labor Category	Functional Requirements	Education	Experience
Cloud Developer 3	Responsible for designing, developing, testing, implementing, and maintaining cloud-based application systems, such as user interface, e-commerce applications, site animation. Troubleshoots and solves the complicated software issues. Researches technical problems and suggests improvements for cloud applications. Analyzes and integrates new cloud products/technologies with existing cloud applications to improve the cloud design and application functionality. Knowledge about one or multiple commonly-used cloud developing languages (e.g., HTML, Java, PHP, JSP, ASP.Net, Python, AJAX) is necessary. Typically reports to a manager. Contributes to moderately complex aspects of a project. Work is generally independent and collaborative in nature.	Bachelors	5
Cloud Developer 4	Consults with clients and other project team members to design, build and manage cloud applications. Develops installation programs for cloud applications. May negotiate contracts/agreements with software vendors and other internet companies. Familiar with a variety of the field's concepts, practices, and procedures (i.e., SQL, C++, HTML, CGI and JavaScript). Typically reports to a project leader or manager. Contributes to moderately complex aspects of a project. Work is generally independent and collaborative in nature.	Bachelors	7
Project Manager	<p>Manages and oversees all aspects of a technology project to ensure it is completed on-time and within budget. Has overall responsibility for managing scope, cost, schedule, internal staffing and outside vendors, and contractual deliverable. Prepares reports for upper management regarding status of project. Possesses strong knowledge of technology. Typically reports to a manager.</p> <p>Contributes to moderately complex aspects of a project. Work is generally independent and collaborative in nature.</p>	Bachelors	8
Sys Analyst	Researches, analyzes, and modifies programming systems including encoding, testing, debugging, and installing to support an organization's application systems. Consults with users to identify current operating procedures and to clarify program objectives. Writes documentation to describe program development, logic, coding, and corrections. Works on complex projects and problems. Typically reports to a manager or head of a unit/department. A specialist on complex technical and business matters. Work is highly independent. May assume a team lead role for the work group.	Bachelors	5



Labor Category	Functional Requirements	Education	Experience
Cloud Tester	Tests moderately complex features of new software releases using pre-defined test plans and scripts to identify defects. Follows uniform testing procedures. Documents results and uses designated systems and tools to track outcomes. Performs follow-up rounds of testing as needed. Typically reports to a supervisor. Works under moderate supervision. Gaining or has attained full proficiency in a specific area of discipline.	High School	2
Cloud SME 1	Recognized as an authority in a given domain of Cloud applications, or proficient in highly demanded emergent Cloud tools or processes required under special circumstances. Duties may include: Apply subject matter authority to a specific incident, application or enterprise environment to improve application posture or resolve organizational issues	Bachelors	4
Cloud SME 2	Recognized as an authority in a given domain of Cloud applications, or proficient in highly demanded emergent Cloud tools or processes required under special circumstances. Duties may include: 1. Apply subject matter authority to a specific incident, application or enterprise environment to improve application posture or resolve organizational issues; 2. Generate issue papers and reporting.	Bachelors	6
Cloud SME 3	Recognized as an authority in a given domain of Cloud applications, or proficient in highly demanded emergent Cloud tools or processes required under special circumstances. Duties may include: 1. Apply subject matter authority to a specific incident, application or enterprise environment to improve application posture or resolve organizational issues; 2. Generate issue papers and reporting.	Masters	10
Cloud SME 4	Recognized as an authority in a given domain of Cloud applications, or proficient in highly demanded emergent Cloud tools or processes required under special circumstances. Duties may include: 1. Apply subject matter authority to a specific incident, application or enterprise environment to improve processing or resolve organizational issues; 2. Generate issue papers and reporting; and 3. Advise senior leadership on cloud issues	Masters	15



## **SIN 541611 MANAGEMENT AND FINANCIAL CONSULTING, ACQUISITION AND GRANTS MANAGEMENT SUPPORT, AND BUSINESS PROGRAM AND PROJECT MANAGEMENT SERVICES DESCRIPTION**

SIN 541611 Provide operating advice and assistance on administrative and management issues. Examples include: strategic and organizational planning, business process improvement, acquisition and grants management support, facilitation, surveys, assessment and improvement of financial management systems, financial reporting and analysis, due diligence in validating an agency's portfolio of assets and related support services, strategic financial planning, financial policy formulation and development, special cost studies, actuarial services, economic and regulatory analysis, benchmarking and program metrics, and business program and project management.

Inherently Governmental services as identified in FAR 7.503 or by the ordering agency are prohibited. It is the responsibility of the Contracting Officer placing the order to make this determination. Ordering activities must require prospective contractors to identify potential conflicts of interest and address those, prior to task order award. Personal services as defined in FAR 37.104 are prohibited.



# SIN 541611 MANAGEMENT AND FINANCIAL CONSULTING, ACQUISITION AND GRANTS MANAGEMENT SUPPORT, AND BUSINESS PROGRAM AND PROJECT MANAGEMENT SERVICES LABOR CATEGORY PRICING

## SIN 541611 LABOR CATEGORY PRICING

Labor Category	Year 6	Year 7	Year 8	Year 9	Year 10
	6/25/2023 to 6/24/2024	6/25/2024 to 6/24/2025	6/25/2025 to 6/24/2026	6/25/2026 to 6/24/2027	6/25/2027 to 6/24/2028
Business Analyst I	\$105.55	\$108.72	\$111.98	\$115.34	\$118.79
Business Analyst II	\$122.86	\$126.55	\$130.35	\$134.26	\$138.29
Business Analyst III	\$135.00	\$139.05	\$143.22	\$147.52	\$151.94
Business Analyst IV	\$149.60	\$154.09	\$158.71	\$163.48	\$168.38
Business Analyst V	\$164.10	\$169.03	\$174.10	\$179.31	\$184.70
Management Consultant I	\$138.73	\$142.89	\$147.17	\$151.59	\$156.13
Management Consultant II	\$161.30	\$166.14	\$171.12	\$176.26	\$181.55
Management Consultant III	\$191.51	\$197.25	\$203.16	\$209.26	\$215.54
Management Consultant IV	\$208.37	\$214.62	\$221.06	\$227.69	\$234.52
Management Consultant V	\$226.63	\$233.43	\$240.43	\$247.65	\$255.07
Management Consultant VI	\$253.47	\$261.08	\$268.91	\$276.98	\$285.29
Management Consultant VII	\$354.86	\$365.51	\$376.47	\$387.77	\$399.41
Manager I	\$149.97	\$154.48	\$159.11	\$163.89	\$168.81
Manager II	\$162.46	\$167.34	\$172.35	\$177.52	\$182.85
Manager III	\$201.34	\$207.38	\$213.59	\$220.00	\$226.60
Manager IV	\$248.34	\$255.79	\$263.47	\$271.37	\$279.51



## SIN 541611 MANAGEMENT AND FINANCIAL CONSULTING, ACQUISITION AND GRANTS MANAGEMENT SUPPORT, AND BUSINESS PROGRAM AND PROJECT MANAGEMENT SERVICES LABOR CATEGORY DESCRIPTIONS

### Labor Category Descriptions

Labor Category	Functional Responsibilities	Minimum Education	Minimum Years' Experience
Manager IV	Extensive managerial and technical leadership experience directing and supporting a broad range of large projects and programs. Extensive knowledge of business principals, theories and concepts to accomplish the objective of numerous project or program. Responsible to client and company management for effectiveness of final results. Manages activities related to large projects (multiple tasks, schedule, budget, resources, etc.). Develops and executes numerous interdependent project or unit work plans. Identifies, manages, and monitors project or unit dependencies and critical path. Extensive knowledge of the detail within the function, with the ability to manage numerous projects or programs simultaneously. Oversees numerous teams or task leads, but can be involved in the day-to-day issues that impact critical deadlines and deliverables. Ability to identify, manage, and mitigate project or program risk.	Bachelors Degree	11 Years
Manager III	Strong managerial and technical leadership experience directing and supporting a broad range of projects and programs. Extensive knowledge of business principals, theories and concepts to accomplish the objective of a project or program. Responsible to client and company management for effectiveness of final results. Manages activities related to large projects (multiple tasks, schedule, budget, resources, etc.). Develops and executes project or unit work plans. Identifies, manages, and monitors project or unit dependencies and critical path. Maintains a strong and growing knowledge of the detail within the function, with the ability to manage numerous task areas or projects simultaneously. Involved in day-to-day issues that impact critical deadlines and deliverables, with the ability to identify, manage, and mitigate project or program risk.	Bachelors Degree	7 Years



Labor Category	Functional Responsibilities	Minimum Education	Minimum Years' Experience
Manager II	Managerial and technical leadership experience directing and supporting a broad range of tasks and projects. Strong knowledge of business principals, theories and concepts to accomplish the objective of a project. Responsible to client and company management for effectiveness of final results. Manages activities related to projects (tasks, schedule, budget, resources, etc.). Develops and executes project or unit work plans. Identifies, manages, and monitors project or unit dependencies and critical path. Maintains a strong and growing knowledge of the detail within the function. Will become involved in day-to-day issues that impact critical deadlines and deliverables.	Bachelors Degree	5 Years
Manager I	Managerial and technical leadership experience directing and supporting a broad range of tasks. Knowledge of business principals, theories and concepts to accomplish the objective of a project. Responsible to client and company management for effectiveness of final results. Manages activities related to projects (tasks, schedule, budget, resources, etc.). Develops and executes project or unit work plans. Identifies, manages, and monitors project or unit dependencies and critical path. Maintains a strong knowledge of the detail within the function. Will become involved in day-to-day issues that impact critical deadlines and deliverables.	Bachelors Degree	3 Years
Management Consultant VII	Provides expert-level subject matter proficiency and technical knowledge of highly specialized environments. Provides high-level consultation, analysis and advice on complex programs or functional areas that require extensive knowledge of and expertise in the subject matter for effective implementation. Provides expertise in methodology, management, context, and/or a specialized area. Maintains detailed and extensive technical or functional knowledge of subject matter. In-depth understanding of theories, practices, concepts and principles in own function of professional field. Considered "expert" in a particular field. Applies and/or develops highly developed technologies, principles and theories. Defines, develops, and implements new theories and methods. May have published article(s) or served as an expert on industry panels or events.	Masters Degree	12 Years





Labor Category	Functional Responsibilities	Minimum Education	Minimum Years' Experience
Management Consultant VI	Provides advanced subject matter proficiency and technical knowledge of highly specialized environments. Provides high-level consultation, analysis and advice on complex programs or broad functional areas that require extensive knowledge of and expertise in the subject matter for effective implementation. Provides expertise in methodology, management, context, and/or a specialized area. Maintains detailed and extensive technical or functional knowledge of subject matter. In-depth understanding of theories, practices, concepts and principles in own function of professional field. Applies and/or develops highly developed principles and theories. Develops and implements new theories and methods.	Masters Degree	10 Years
Management Consultant V	Provides advanced subject matter proficiency and technical knowledge of highly specialized environments. Provides high-level consultation, analysis, and advice on complex programs or numerous functional areas that require substantial knowledge of the subject matter for effective implementation. Provides expertise in methodology, management, context, and/or a specialized area(s). Cogent understanding and application of concepts and procedures in own technical area or function. Develops and implements new theories and methods.	Masters Degree	8 Years
Management Consultant IV	Provides advanced subject matter proficiency and technical knowledge of highly specialized environments. Provides high-level consultation, analysis, and advice on programs or functional areas that require substantial knowledge of the subject matter for effective implementation. Provides expertise in methodology, management, context, and/or a specialized area. Cogent understanding and application of concepts and procedures in own technical area or function. Develops new theories and methods.	Masters Degree	5 Years





Labor Category	Functional Responsibilities	Minimum Education	Minimum Years' Experience
Management Consultant III	Provides strong proficiency and technical knowledge of specialized environments. Provides consultation, analysis, and advice on programs or functional areas that require strong knowledge of the subject matter for effective implementation. Provides guidance and expertise on methodology, management, context, and/or a specialized area. Strong contributor to the development of new theories and methods. Employs expertise as a specialist.	Bachelors Degree	7 Years
Management Consultant II	Provides proficiency and technical knowledge of specialized environments. Provides consultation, analysis, and advice on programs or functional areas that require strong knowledge of the subject matter for effective implementation. Provides guidance on methodology, management, context, and/or a specialized area. Contributes to the development of new theories and methods. Employs expertise as a generalist or specialist.	Bachelors Degree	5 Years
Management Consultant I	Provides technical knowledge of specialized environment(s). Provides analysis and advice on programs or functional areas that require knowledge of the subject matter for effective implementation. May provide guidance on methodology, management, context, and/or a specialized area. Contributes to the development of new theories and methods. Employs expertise as a generalist or specialist.	Bachelors Degree	2 Years
Business Analyst V	Reviews, analyzes, and evaluates business/program and user needs. Documents requirements, defines scope and objectives, and formulates/implements plans to meet overall business goals and strategies. Demonstrates considerable knowledge of a variety of the field's concepts, practices, and procedures. Relies on experience and judgment to plan and accomplish goals or solve problems. Performs a variety of tasks. Serves as a key member of a project or functional team, providing guidance on projects, tasks, and/or issues. Innovation, creativity, and latitude is expected. Broad application of principles, theories, and concepts in applicable discipline, plus working knowledge of other related fields.	Bachelors Degree	4 Years



Labor Category	Functional Responsibilities	Minimum Education	Minimum Years' Experience
Business Analyst IV	Reviews, analyzes, and evaluates business/program and user needs. Documents requirements, defines scope and objectives, and formulates/implements plans to meet overall business goals and strategies. Demonstrates solid knowledge of a variety of the field's concepts, practices, and procedures. Relies on experience and judgment to plan and accomplish goals or solve problems. Performs a variety of tasks. Serves as a key member of a project or functional team, providing guidance on projects, tasks, and/or issues. Some innovation, creativity, and latitude is expected.	Bachelors Degree	2 Years
Business Analyst III	Documents requirements and implements plans to meet overall business goals and strategies. Demonstrates a solid understanding of the field's main concepts, practices, and procedures. Performs a variety of tasks. Serves as a valued member of a project or functional team, providing support for projects, tasks, and/or issues. Understands and applies standards, procedures, and concepts in own subject matter.	Bachelors Degree	0 Years
Business Analyst II	Documents requirements and implements plans to meet overall business goals and strategies. Demonstrates fundamental understanding of the field's main concepts, practices, and procedures. Performs a variety of tasks. Serves as a valued member of a project or functional team, providing support for projects, tasks, and/or issues. Understands and applies standards, procedures, and concepts in own subject matter.	Associates Degree	2 Years
Business Analyst I	Demonstrates a basic understanding of the field's main concepts, practices, and procedures. Performs a variety of tasks based on standard policies and procedures. Requires regular decision-making on ordinary tasks. Actions may sometimes have an impact on the business unit, but rarely have any effect on the organization as a whole.	Associates Degree	0 Years

**Education/Experience Trade-offs:**

Master's Degree - A Bachelor's Degree + additional two (2) years related experience OR Associate's Degree + additional five (5) years related experience

Bachelor's Degree - An Associate's Degree + additional three (3) years related experience OR a High School Diploma + additional eight (8) years related experience

Associate's Degree - A High School Diploma + additional five (5) years experience