



Advantage!TM
www.gsaAdvantage.gov

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 is available through GSA Advantage!TM, a menu-driven database system. The INTERNET address for GSA Advantage!TM is: <http://www.GSAAdvantage.gov>.

Sage Computing, Inc

Schedule for – GSA IT Professional Services

Contract Number: GS-35F-0451N

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

Contract Period: March 26, 2003 through March 25, 2008

Contractor: Sage Computing, Inc
209 Elden Street, Suite 105
Herndon, VA 20170

Business Size:
Small, Disadvantaged, 8(a),
Woman-Owned Business

Telephone: (703) 742-7882
Fax: (703) 742-7889
Web site: www.sagecomputing.com
Email: sbansal@sagecomputing.com

Contract Administration: Swati Bansal

GSA Schedule Advantages

The Sage GSA IT Professional Services Schedule is a streamlined procurement vehicle available to federal agencies and other organizations for obtaining services and products

from pre-qualified vendors. GSA has completed the federally mandated contracting requirements normally required prior to obtaining services.

Sage provides services under *SIN 132-51 IT Professional Services*.

Table of awarded Special Item Numbers (SINs)

Special Item Numbers (SIN)	Page Number
132-51	IT Professional Services Offered (SIN 132-51):
Prices	Error! Reference source not found.
Labor Categories	Labor Category Descriptions

Company Overview

Sage Computing, Inc. (SAGE) is a software development and technology solutions firm, committed to delivering quality products and services to our customers. Quality and value-added customer service are the keystones of SAGE. Customer satisfaction is an integral element of every product we deliver. We work as partners with our clients developing tailored solutions that fit their unique needs. Our solutions are powerful because we recognize that one size does not fit all, and only by working as a team with our clients can we solve the issues most important to them.

SAGE was established in 1994 and is 8(a) woman owned SDB certified by the Small Business Administration. We have established a successful record in the effective delivery of telecommunication and IT services for multiple clients. SAGE can provide the skilled personnel, domain experience, technologies, procedures and methodologies required to assist customers in achieving their business goals.

IT Professional Services Offered (SIN 132-51):

- **Information Systems Development and Integration** – Today's Government organizations face significant challenges to improve the quality, timeliness, and efficiency of their operations. Sage Computing Inc provides services in value-added systems analysis, information systems development and integration to bring real bottom line results to organizations. We help customers develop a cost-effective migration strategy and plan. Our services include requirements analysis, conceptual and logical data modeling, database design and management support, structured and object-oriented design and applications programming, systems development, integration, help desk and training.
- **Network and Telecommunication Infrastructure** - Sage Computing has core expertise in telecommunication and network technology. We help clients analyze their requirements and design a system with the right topology, operating system, network architecture. Some of our projects include development of inventory, monitoring, management and integration of network systems for large carriers. We provide full life cycle networking and telecommunications services and post-implementation support, management and system administration services.

- **Information Security and Assurance** – Our staff has expertise in development of solutions to address strategic goals and performance improvement using information technology and secure infrastructure. Sage Computing helps businesses develop policies for computer and communications security. We provide the experience, expertise and resources to implement a secure infrastructure using Public Key Infrastructure. Our staff can also help organizations set up Virtual Private Network and other secure communication technologies.
- **Program and Project Management**–SAGE has an innovative staff with broad technical and managerial expertise. We have provided services in the area of technology assessment and vendor selection. These services include study and requirement definition, proposal writing, preparing white papers, presentations, and overall program management. We have established a successful record in the effective delivery of program integration and project management tools and services for multiple clients.

Sage Products

Sage Computing has core expertise in IT Services, telecommunication and web development. We have successfully implemented large and complex systems and designed in-house products to provide easier and off the shelf solutions for vertical markets. Here is a brief description of two products developed by Sage.

Insight – Network Configuration and Performance Management Tool is a management tool developed by Sage, that is currently being used by several Fortune 500 companies. This tool provides Network Inventory, Monitoring, Network Planning and Reservation, Performance Management and a consistent view of the network. This tool integrates standard technologies like **JAVA, XML, HTTPS, JSP, JDBC, CORBA and SNMP** to deliver a scalable and vendor neutral management tool.

IDEAS – Web-based Survey Tool is survey development tool developed by Sage. The *IDEAS* system provides secure user data entry and summary reporting capabilities. The system provides quick implementation for data forms with out any software development and can be accessed from standard web browser or PDA devices. For more information on this product and details on the architecture please visit us at our web site www.sagecomputing.com/products/ideas.html

Ordering Instructions & Terms and Conditions

1. Special Item Numbers

- **[IT Professional Services Offered \(SIN 132-51\):](#)**

(1) Special Item Number (SIN) 132-51, IT Professional Services is awarded with the following labor categories:

Labor Category Descriptions

(in alphabetical order)

Job Title: Computer Security Systems Specialist

Minimum/General Experience: This position requires a minimum of six years' experience, of which at least two years must be specialized experience in defining computer security requirements for network systems, high-level applications, evaluation of approved security product capabilities and developing solutions to computer security problems

Functional Responsibilities: Analyzes and defines security requirements. Designs, develops, engineers and implements solutions to computer security requirements. Must be familiar with industry security solution like Verisign Public Key Infrastructure (PKI), IBM Tivoli risk manager and Intrusion Detection System. Will design secure network infrastructure using hardware platforms like Nortel Alteon and F5 Big IP. Gathers and organizes technical information about an organization's mission goals and needs, existing security products and ongoing programs in the computer security arena. Performs risk analyses that also includes risk assessment.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Database Management Specialist

Minimum/General Experience: This position requires a minimum of four years' experience, including demonstrated experience with database design and system analysis, database administration, current operating systems software internals and data manipulation languages. General experience includes increasing responsibilities in the development and maintenance of database systems

Functional Responsibilities: Manages the development of database projects. Plans database processes, resources and provides technical expertise in the use of DBMS. Evaluates and recommends available DBMS products to support validated user requirements. Must provide in-depth expertise in standard database platforms like SQL Server, Oracle and DB2. Will support system administration functions for Windows, Linux and Unix machines. Defines file organization, indexing methods and security procedures for specific user applications. Prepares and delivers presentations on database management systems (DBMS) concepts. Must demonstrate an ability to work independently or under only general direction.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Junior Software Engineer

Minimum/General Experience: This position requires a minimum of two years experience in design of information systems, database management, use of programming languages. Experience in taking specifications and performing module design, coding, testing and debugging of computer programs to meet the functionality. Good written and oral communications skills. Must demonstrate the ability to work under only general direction.

Functional Responsibilities: Assists with the analysis of information requirements. Participates in the design of subsystems and evaluation of software tools. Translates requirements into solutions employing current state-of-the-art information technology and software. Develops block diagram and logic flow charts. Codes, tests, debugs and refines the computer software to meet the project requirements. Maintain skills in programming languages like C++, Java, PHP, Perl, Vbasic, ASP and HTML. Must be familiar with databases like Access and Oracle. Prepares program-level and user documentation. Provides technical support to other team members and user. Must be able to work under only general direction.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Network Engineer

Minimum/General Experience: This position requires a minimum of four years' experience, in protocol analysis, communication network system design and maintenance, and knowledge of communication protocols such as TCP/IP, ATM. Knowledge of operational systems and procedures. General experience includes all aspects of communication networks analysis, network management system and tools, network design, planning, installation and support.

Functional Responsibilities: Responsible for supporting the delivery of technical solutions based upon established requirements of enterprise wide or large-scale computer network. Provides input for network related software development and operational support systems (OSS). Knowledge of COTS packages like HP Openview and Netcool. Expertise in routing protocols like BGP, OSPF. Must be familiar with industry leading Cisco, Nortel and Lucent switches and routers. Supports designs of computer network architecture. Establish general network administration procedures, and provides technical leadership in the integration and test of complex large-scale computer-integrated networks. Performs technical support in evaluating and resolving network and processor problems. Provides technical input for the design, configuration, and implementation of networks. Schedules conversions and cutovers. Oversees network control center. Supervises maintenance of systems. Coordinates with all responsible users and sites.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Project Manager

Minimum/General Experience: Over eight years of experience on projects requiring extensive and progressive experience in management, resource allocation, or information technology. Candidate must have a strong background in project management. Must have demonstrated ability to provide guidance and direction to staff and possess expertise in the management and control of funds and resources, establishing requirements and procedures for responding to statements of work for task/delivery orders, and preparing deliverables. Must also possess strong facilitation and cross-functional team facilitation skills.

Functional Responsibilities: Responsible for managing and overseeing work performance on one or more projects. Holds primary responsibility for planning, managing, and overseeing work efforts of project team personnel, determining and monitoring project schedules and budgets, and/or ensuring compliance with all contract and project requirements and quality standards. Serves as the primary interface with the customer.

Possesses a detailed knowledge of concepts, practices, and procedures in several activity, technical and management fields. Provides technical consulting on complex projects and provides detailed guidance and direction to project staff. Provides quality review of all work products. Supports the completion of project-specific tasks within estimated timeframes and budget constraints. Builds and leads effective, energized teams.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Senior Network Engineer

Minimum/General Experience: This position requires a minimum of six years' experience in protocol analysis, communication network system design and maintenance, and knowledge of communication protocols such as TCP/IP, ATM. Knowledge of devices such as bridges, routers and gateways. Specialized experience also includes supervising the operation and maintenance of communication network systems. General experience includes all aspects of communication networks analysis, network management system and tools, OSS, network design, planning, installation and support.

Functional Responsibilities: Plans and performs network engineering research, design development, and other assignments in conformance with network design, engineering and customer specifications. Provide technical leadership and input for network related software development and operational support systems (OSS) modules. Knowledge of COTS packages like HP Openview, Granite and Netcool. Expertise in routing protocols like BGP, OSPF. Must be familiar with industry

leading Cisco, Nortel and Lucent switches and routers. Deep understanding of network protocols including TCP/IP, ATM, MPLS and SNMP. Responsible for requirements, network architecture and design of enterprise wide or large-scale computer network. Establish general network administration procedures, and provides technical leadership in the integration and test of complex large-scale computer-integrated networks. Oversees network control center. Supervises maintenance of systems. Coordinates with all responsible users and sites. Supervises a team of Network Engineers through project completion.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Senior Software Engineer

Minimum/General Experience: This position requires a minimum of five years experience in technical architecture, analysis and design of complex systems for large-scale computers, database management, implementation of information engineering projects, systems planning, system design and programming. Demonstrated experience in managing the implementation of information engineering projects and ability to formulate specifications for computer programmers to use in coding, testing and debugging of computer programs. Proven managerial and supervisory skills, Good written and oral communications skills, including giving formal presentations to different audiences. Must demonstrate the ability to work independently or under only general direction.

Functional Responsibilities: Analyze user needs to determine functional and cross-functional requirements. Designs architecture to include the software, hardware and communications to support the total requirements, as well as provide for present and future cross-functional requirements and interfaces. Maintain expertise in distributed technologies like CORBA, web services and XML. Deep expertise in programming languages like C++, Java, XML, Perl, PHP, and ASP. Must possess understanding and knowledge of databases like SQLServer, Oracle and DB2. Responsible for working on industry standard computational platforms like Windows, UNIX and IBM mainframes. Knowledge of application servers like Websphere, CICS. Develops analytical and computational techniques and methodology for problem solutions. Provides authoritative technical inputs for tasks in the areas of systems design, or software design/development and other related tasks. Identify resources required for each task. Prepares milestone status reports and delivers presentations on the system concept to colleagues, subordinates and end-user representatives. Creates high-level systems design, data flow diagrams and specifications. Participates in all phases of software development projects including definition, design, coding, testing, documenting and over all implementation of information systems. Provide daily supervision and direction to staff.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Software Engineer

Minimum/General Experience: This position requires a minimum of three years experience in analysis and design of complex systems for large-scale computers, database management, use of programming languages. Experience in the implementation of information engineering projects and ability to formulate specifications for junior programmers to use in coding, testing and debugging of computer programs. Good written and oral communications skills. Must demonstrate the ability to work independently or under only general direction.

Functional Responsibilities: Analyze functional requirements and design specifications for functional activities. Develop block diagrams and logic flow charts. Translate detailed design into computer software. Test, debug, and refine the computer software to produce the required product. Maintain expertise in programming languages like C++, Java, XML, Perl, Vbasic and ASP. Must be familiar with popular databases like Access, Oracle and DB2. Prepare required documentation, including both program-level and user-level documentation. Enhance software to reduce operating time or improve efficiency. Must demonstrate an ability to work independently or under only general direction.

Minimum Education: Bachelor's degree in Information Systems, Engineering, Mathematics, Business or Management.

Job Title: Technical Support

Minimum/General Experience: Two year experience required in use of diagnostic software, support, installation of hardware and software. Responds to help desk requests of a routine, non-complex nature. Possesses comprehensive knowledge of computer operating systems and standard software applications. Programming knowledge highly desirable.

Functional Responsibility: Maintains information systems at local or remote sites, and typically provides help desk support. Responds to user help calls, diagnoses end-user problems, and may use diagnostic software to ascertain nature of problem and provide solutions. Responsible for maintenance of systems, system administration of Unix and Windows platform, programming in SQL, Perl, HTML, network and database support. Provides operational documentation and operation instruction.

Minimum Education: Requires an Associates degree.

Job Title: Technical Writer

Minimum/General Experience: 2 to 4 years of experience in writing, designing, editing, and preparing business or technical documentation. Experience with and demonstrated knowledge of government or commercial documentation standards as appropriate to the requirements of the task order. Must demonstrate an ability to work independently or under only general direction

Functional Responsibilities: Responsible for documentation design, technical materials, manuals, and publications. Tasks may include technical writing/editing, editorial consultation, copy design/editing, graphics and illustrations, proofreading, or overall documentation review. Works with management, technical personnel, authors, and subject matter experts to define documentation content, visual design, specifications, and development schedules. Prepares required documentation in an appropriate format. Analyzes the data and user requirements to ensure that documentation is clear, concise, and valid. Performs substantive editing to ensure document organization and quality. Also maintains basic skills and working knowledge of Web development programming tools, including HTML.

Minimum Education: Bachelor's Degree in Computer Science, Communications, Journalism, English, or a related field.

Job Title: Web Developer

Minimum/General Experience: 2 to 4 years of web design or related graphic design experience. Experience of web authoring and development programming tools.

Functional Responsibilities: Plans, designs, develops, and deploys web sites. Prepares and manages content including text, graphics, audio, and videos. May work directly with clients to determine scope, analyze requirements, document design, and produce site specifications. Ensures overall quality of completed tasks and site. Provides high level of understanding of current and emerging web technologies like content management and e-commerce. Maintains skills and knowledge of Web development programming like IIS, Apache, ASP, JSP, Java, HTML and style sheets. Design web site/pages using web authoring tools like Dreamweaver. Provide assistance and consulting to other team members in visual design.

Minimum Education: Bachelor's degree in Information Systems, Graphic Design, Art, Mathematics, Business, Management, or other related discipline.

(2) Other Discounts/Concessions:

Prompt Payment Discount: None

Quantity Discount: None

Dollar Volume Discount: None

Government Educational Institutions: Shall receive the same discounts, terms and conditions as all other Government customers.

Credit Card Discount: None

<i>Warranty/Guarantee:</i>	Labor categories provided under this contract by the offerer shall have the experience, education and expertise as delineated in Sage Computing's Authorized Information Technology Schedule Pricelist.
<i>Maximum Order:</i>	\$500,000.00 per order
<i>Delivery Time:</i>	To be negotiated between individual ordering agency and Sage Computing.
<i>FOB Point:</i>	Destination
<i>Small Requirements:</i>	The minimum dollar value of orders to be issued is \$100.00.
<i>Other:</i>	None

(3) Economic Price Adjustment:

In accordance with the Economic Price Adjustment Clause (GSAR 552.216-70), Paragraph B (b)(1), labor rate price increases will be effective on the 12-month anniversary date of the GSA Group 70 Information Technology Schedule contract effective date, subject to paragraph (f) of the Economic Price Adjustment Clause. Any increases shall be measured by a corporate index that consist of the year-over-year percentage increase of the Department of Labor Employment Cost Index for Professional, Technical and Specialty Workers, with special consideration for the Information Technology industry. If applicable, any proposed labor rate increase can not exceed the commercial rate increase for the same or similar services.

(4) Best Customer:

In accordance with the Price Reduction Clause 522.238-75, Sage Computing agrees that the contract award is predicated upon Commercial End Users as being their best customers. This relationship shall be maintained throughout the contract period. Any change in Sage Computing's pricing arrangements for that customer that disturbs this relationship will constitute a price reduction.

(5) Service Contract Act of 1965:

Sage Computing certifies that none of the skill categories proposed and/or those that become a part of a GSA contract are to be subject to the "Service Contract Act of 1965" (41 U.S.C. 351-357), as amended. Sage Computing understands that they will be fully liable and responsible for wages and fringe benefit

payments, should the Department of Labor make the determination that the Service Contract of 1965 as amended, did in fact apply, and Sage Computing did not provide the required amount of wages and fringe benefits due employee(s).

Sage Computing certifies that the data, as applicable, for “Service Contract Act of 1965”, as amended (FAR 52.222-41) and Evaluation of Compensation for Professional Employees (FAR 52.222-46) has been submitted for SIN 132-51, IT Professional Services.

(6) Travel:

Any travel required by the ordering agency, in the performance of IT Schedule Services under this contract may be reimbursed by the ordering agency. Contractor travel will be in accordance with the Federal Travel Regulation or Joint Travel Regulations, as applicable. Established Federal Government per diem rates will apply to contractor travel. The contractor ***shall not*** add the 1% Industrial Funding Fee onto travel cost. The preceding language will be made part of the Authorized Federal Supply Service IT Schedule Pricelist, under Terms and Conditions Applicable to IT Professional Services.