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

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

Multiple Award Schedule

Large Category	Subcategory	SIN	SIN Title	FSC/PSC Code
Information Technology	IT Services	54151S	Information Technology Professional Services	DA01
Information Technology	IT Training	611420	Information Technology Training	U012
Miscellaneous	Complementary Special Item Numbers (SINs)	OLM	Order-Level Materials (OLM)	0000

Contract # GS-35F-497AA

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov

Contract Period: August 14, 2013 through August 13, 2023

(Pricelist current through Mod #PO-0014, dated 08/14/2018)

(Contract Current through Mass Modification A826, dated 12/17/21)

Applications Software Technology, LLC
4343 Commerce Court, Suite 701
Lisle, IL 60532
888-278-0002
sales@astcorporation.com
www.astcorporation.com
Ordering Contact: Scott Lavoie

Customer Information:

1a. **Table of Awarded Special Item Numbers (SINs):**

Large Category	Subcategory	SIN	SIN Title	FSC/PSC Code
Information Technology	IT Services	54151S	Information Technology Professional Services	DA01
Information Technology	IT Training	611420	Information Technology Training	U012
Miscellaneous	Complementary Special Item Numbers (SINs)	OLM	Order-Level Materials (OLM)	0000

1b. **Lowest Price Item and Model:** Not Applicable

1c. **Hourly Rates and Titles:** See Section Labor Category Descriptions

2. **Maximum Order:** $500,000/Order

3. **Minimum Order:** $500

4. **Geographic Coverage (delivery area):** 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories

5. **Point(s) of Production (city, county, state):** Not Applicable

6. **Discount from list prices or statement of net price:** Prices shown are NET Prices; Basic Discounts have been deducted.

7. **Quantity/Volume Discount:** None

8. **Prompt Payment Terms:** 1% Net 20 days

9a. **Government P-Cards accepted at or below micro-purchase threshold:** Yes

9b. **Government P-Cards accepted or not accepted above micro-purchase threshold:** Yes

10. **Foreign Items (list by country of origin):** None

11a. **Time of Delivery:** 30 Days

11b. **Expedited Delivery:** Not Applicable

11c. **Overnight and 2-day Delivery:** Not Applicable.

11d. **Urgent Requirements:** Not Applicable.

12. **F.O.B. Points:** Destination

13a. **Ordering Address(es):**

Applications Software Technology, LLC
4343 Commerce Court, Suite 701
Lisle, IL 60532

13b. **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.

14. **Payment Address(es):**

> Applications Software Technology, LLC
> 4343 Commerce Court, Suite 701
> Lisle, IL 60532

15. **Warranty Provision:** N/A - Services

16. **Export Packaging Charges (if applicable):** Not Applicable

17. **Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level)**: Per contract current through Mass Modification A826, dated 12/17/21

18. **Terms and conditions of rental, maintenance, and repair (if applicable):** Not Applicable

19. **Terms and conditions of installation, (if applicable):** Not Applicable

20. **Terms and conditions of repair parts (if applicable):** Not Applicable

20a. **Terms and conditions of for any other services (if applicable):** Not Applicable

21. **List of service and distribution points (if applicable):** Not Applicable

22. **List of participating dealers (if applicable):** Not Applicable

23. **Preventive maintenance (if applicable):** Not Applicable

24a. **Special Environmental Attributes:** None

24b. **Section 508 Compliance:** Not Applicable

25. **DUNS Number:** 036370914

26. **System for Award Management (SAM) Completed:** Yes

27. **CAGE Code:** 3KRH9

28. **Tax Payer ID:** 36-4038140

Applications Software Technology, LLC

AST is an award-winning, full-service enterprise solutions provider, guiding digital transformation for clients in the Government and Commercial Sectors for more than two decades. Clients look to AST for leadership and assistance in transforming their organizations via software solutions, process engineering, and change management. From cloud technology to legacy on-premises applications, AST's services encompass all aspects of SaaS, PaaS and IaaS. AST also offers flexible Managed Services, supporting the needs of over 200 customers around the globe. www.astcorporation.com

Labor Category Descriptions

Project Executive

Minimum Experience: At least 10 years' experience with demonstrated success managing complex industry projects. Ability to manage complex systems requirements, understanding of IT industry and various third-party software products.

Responsibilities: Responsible for leading team members to develop critical relationships by demonstrating and promoting effective relationship building throughout the company, with subcontractor, vendors and throughout the industry. Formulate and develop contract terms with clients. Maintains awareness of the client's needs and project parameters so that project management and ongoing project activities that do not interfere with the client's business operations. Identify potential risks to the clients' on-going operations. Develop plans and measures to minimize and mitigate the potential risks. Mentor and coach Practice Director, Project Manager, and project team to ensure their skills and capabilities are being developed.

Minimum Education: Master's degree in business, Science, Arts, Management or equivalent experience. Certification in Project Management and/or Personnel Management.

Practice Director

Minimum Experience: Minimum of 7 (seven) years in project management with overall 10 or more years of industry experience. Has strong knowledge of project management methodologies and techniques. Highly developed verbal and written communications skills. Ability to manage complex systems requirements, understanding of IT industry and various third-party software products.

Responsibilities: Manage client relationships, consults with and provides advice to project teams. Effectively work with the full spectrum of project personnel to facilitate problem resolution and to ensure client satisfaction.

Minimum Education: Master's degree in business, Science, Arts, Management or equivalent experience. Certification in Project Management and/or Personnel Management.

Project Manager

Minimum Experience: Minimum of 5 (five) years of experience in project or program management. Experience with Oracle E-Business (ERP) systems implementation methodology. Successful experience with Time and Materials and Fixed Price Projects. Experience managing projects with diverse teams, including client personnel. Ability to manage complex systems requirements, understanding of IT industry and various third-party software products.

Responsibilities: Serve as client focal point for project communications and direct all day-to-day activities of the project team. Duties include risk and scope management, building and maintaining project plans, monitoring project progress and compliance with budget and time constraints, assigning tasks to resources, monitoring staff performance and participating in quality assurance of the deliverables.

Minimum Education: Bachelor's degree of equivalent. Certification in Project Management (PMI or similar).

Functional Lead

Minimum Experience: Minimum of 5 (five) years of business analysis and full life cycle ERP implementation/upgrade experience. Has functioned in a managerial or lead role, possesses an expert level of application knowledge for applications related to a project suite and is qualified in all phases of the project development life cycle, from planning and design through configuration and all testing phases.

Responsibilities: Responsible for team coordination, scheduling, and planning module specific and cross-module configuration, testing and other implementation tasks. Creates the requirements definition and/or gap analysis for a project and defines the approach to resolution of functional issues. Interfaces with the client users and other functional and technical analysts to gather and clarify requirements.

Minimum Education: Bachelor's degree or equivalent. Certification from Oracle in multiple modules.

Functional Analyst

Minimum Experience: Minimum of 3 (three) years of functional analysis and full life cycle implementation experience. Should possess a high-level knowledge about the client's business processes and an in-depth knowledge of current ERP methodologies.

Responsibilities: Provide mapping for business requirements and processes to application functionality, understand application integration for the modules in their area of experience as well as the interfaces and batch programs. Define all reporting requirements, determines the existence of gaps in functionality and provides options on best business practices. Design, test, and validate data conversions and interfaces and test the overall application functionality in his/her specific area of expertise.

Minimum Education: Bachelor's degree or equivalent. Certification from Oracle in at least one module systems area.

Business Analyst

Minimum Experience: Experience with Oracle, SQL Server, Developer 2000, Java, PL/SQL, and SQL*Loader.

Responsibilities: Study and prepare AS-IS and TO-BE business processes. Perform GAP analysis and providing business solutions based upon analysis. Complete business process mapping. Analyze processes and procedures to determine efficient Oracle implementation and upgrades using Oracle, SQL Server, Developer 2000, Java, PL/SQL, SQL*Loader, Discoverer, Oracle SQL, and Oracle AIM. Develop analysis documents to implement new Oracle eBusiness Suite Financial modules processes and systems. Design business customizations, data conversion and interfaces. Develop OA framework, BPEL, and Forms and Reports. Develop and implement testing to ensure that business requirements are met. Modify the applications on customizations based upon test results. Create design documents and system test scripts. Document the applications and customizations as required by the project. Review analysis documents with the clients management and revise based upon comments. Train end-users on the new business processes.

Minimum Education: Bachelor's Degree or equivalent in Computer Science, Computer Information Systems, Engineering, Business, Commerce, Accounting or Mathematics

Technical Lead

Minimum Experience: Minimum of 5 years of programming experience using Relational database. Able to design systems at an enterprise level, integrating multiple applications. Knows the Oracle E-Business product suite across multiple modules. Should have experience as technical advisor to the project manager and client and should have managed/mentored junior technical analysts. Ability to lead design sessions with users and functional analysts/leads. Experience with designing custom modules and the ability to identify potential issues with integration, security etc. Demonstrate ability to lead and manage technical teams.

Responsibilities: Establish design and development standards and ensure the adherence of programs to the standards and specifications. Create technical design documents for various system components including customizations, data conversion and interfaces. Conducts unit and integration testing and knowledge transfer and troubleshoot system issues.

Minimum Education: Bachelor of Science or equivalent. Oracle Certification in multiple technical areas or skills category.

Technical Analyst

Minimum Experience: Minimum of 1 year of programming experience using Oracle Developer Tool Set and Relational database. Should have the ability to independently follow technical design documents and execute unit testing of programs.

Responsibilities: Create forms, reports, interfaces, and conversion programs. Assist with the data extraction and load during the implementation process.

Minimum Education: Bachelor of Science or equivalent. Oracle Certification in at least one technical category.

Senior Database Administrator

Minimum Experience: Minimum of 7 (seven) years of extensive database administration experience. Understanding of the inner workings of the Oracle Relational Database Management System (RDBMS) and the expertise to configure and tune the database and ERP Application. Should have detailed knowledge of database design and implementation and is responsible for accuracy, security, and accessibility of the company's data.

Responsibilities: Maintains and fine-tunes the database using utilities and software packages aimed at monitoring the state of the database. Design conceptual and logical database/system and create the physical database based upon the analysis. Anticipate system capacity, provide installation and migration plans; execute application implementation and upgrades of ERP systems, plan and allocate DBA resources for ERP and other large systems implementation effort.

Minimum Education: BA/BS in Computer Science, Information Systems, or related field and/or equivalent experience. Oracle Certifications in applicable DBA areas (OCP etc.).

Database Administrator

Minimum Experience: Minimum of 3 (three) years of Oracle Database Administration and tuning experience. Understanding of the internal working of the database including backup, recovery, and load distribution tasks.

Responsibilities: Perform instance planning for sizing and architecture. Conduct patch application strategy and creation of backup recovery plan and scripts. Plan and executes application upgrades, installation and integration of third-party software tools.

Minimum Education: BA/BS in Computer Science, Information Systems, or related field and/or equivalent experience.

Change Management Lead

Minimum Experience: Minimum of 5 (five) of years organizational change and leadership experience including 2 (two) years of systems implementation experience. Ability to facilitate design, configuration or process discussion involving large groups. In-depth knowledge or organizational, business and systems issues involved with the change management. Broad knowledge of the industry and business and excellent verbal and written communications skill is required.

Responsibilities: Evaluate and assist with the organizational readiness during the systems implementation process. Create and manage communications plan, identify the business/personnel impact and proactively address the related change management issues.

Minimum Education: Bachelor's degree or equivalent. Certification/training in communications.

Trainer

Minimum Experience: Minimum of 3 (three) years of experience involving course, outline, training material development and training experience for systems implementation projects. Familiarity with a variety of the ERP systems and business process flows, concepts, practices, and procedures. Excellent written and verbal communications is necessary. Some experience with technical writing and change management as they related to ERP projects is required.

Responsibilities: Assists in analyzing and assessing training and development needs for individuals and departments. Deliver group and individual instruction and training covering a range of technical, operational, and/or management areas for specified functional areas. Develops training curricula and/or recommends or utilizes vendor programs that meet instructional goals and objectives. Select or develop training aids, evaluate effectiveness of training programs and utilizes relevant evaluation data to revise or recommend changes in instructional objectives and methods.

Minimum Education: Associate degree or equivalent.

System Administrator

Minimum Experience: Minimum of 3 (three) years of Oracle Database Administration and tuning experience. Understanding of the internal working of the database including backup, recovery, and load distribution tasks.

Responsibilities: Perform instance planning for sizing and architecture. Conduct patch application strategy and creation of backup recovery plan and scripts. Plan and executes application upgrades, installation and integration of third-party software tools.

Minimum Education: BA/BS in Computer Science, Information Systems, or related field and/or equivalent experience.

Labor Rates

IT Professional Service Labor Category	GSA Onsite Rate (w/IFF Fee)
Project Executive	$191.98
Practice Director	$176.41
Project Manager	$176.41
Functional Lead	$155.66
Functional Analyst (Business Analyst)	$150.47
Technical Lead	$155.66
Technical Analyst	$145.28
Senior Database Administrator	$166.04
Database Administrator	$152.55
System Administrator	$150.47
Change Management Lead	$145.28
Trainer	$134.90