



BPHC Salesforce CRM System Support Services Volume 2 – Price Quote

September 3, 2021

Submitted To:

HRSA - BPHC

Office of Acquisition
Management and Policy
5600 Fishers Lane
Rockville, MD 20857-5600

Submitted By:

TechSur Solutions LLC

205 Van Buren Street,
Suite 20,
Herndon, VA 20170
www.techsur.solutions
Tel: (571) 442-3664

Point of Contact:

Rupinder Yadav

[President]
205 Van Buren Street, Suite 20,
Herndon, VA 20170
rupinder@techsur.solutions
contracts@techsur.solutions
Tel: (703) 584-4283

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed-in whole or in part-for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of-or in connection with-the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in sheets as marked: "Use or disclosure of data contained on this sheet is subject to the restriction on the cover page of this proposal."

September 3, 2021

Mr. Pradeep Nair, Contracting Specialist
Office of Acquisition Management and Policy

Health Resources and Services Administration (HRSA)
Bureau of Primary Health Care (BPHC)
5600 Fishers Lane
Rockville, MD 20857-5600

Subject: Response to RFQ 75R60221Q00287 for BPHC Salesforce CRM System Support

Dear Ms. Nair,

TechSur Solutions (TechSur) is pleased to submit this quote to the HRSA in response to the subject Request for Quote (RFQ). TechSur welcomes this opportunity to establish its partnership with HRSA in support of the BPHC Salesforce CRM System Support Services. TechSur takes no exceptions to the RFQ terms and conditions. Per the requirements, our proposal includes a three-part submittal:

- Volume I Technical Quote
- Volume II Price Quote
- Volume III Past Performance

Requested Information

- RFQ Number: 75R60221Q00287
- Project Title: BPHC Salesforce CRM System Support Services
- Company: TechSur Solutions LLC
- Address: 205 Van Buren Street, #120, Herndon, VA 20170
- GSA MAS: 47QTCA20D00C6
- TIN: 81-3563670
- DUNS: 080386655
- Quote Validity: This quote is valid for 90 calendar days from the date of submission.

If you have any questions, please feel free to contact me at 703-584-4283 or rupinder@TechSur.solutions or Amit Yadav, CTO, at 571-442-3664 or amit@TechSur.solutions.

Sincerely,

Rupinder Yadav
President

VOLUME 3 – PRICE QUOTE

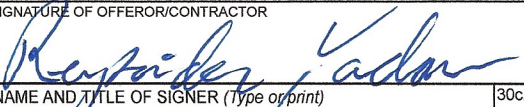
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Volume 3 – Price Quote

1 Standard Form 1449, Request for Quotation

SOLICITATION/CONTRACT/ORDER FOR COMMERCIAL ITEMS <i>OFFEROR TO COMPLETE BLOCKS 12, 17, 23, 24, & 30</i>				1. REQUISITION NUMBER		PAGE OF 1 12	
2. CONTRACT NO.		3. AWARD/EFFECTIVE DATE		4. ORDER NUMBER		5. SOLICITATION NUMBER 75R60221Q00287	
7. FOR SOLICITATION INFORMATION CALL:		a. NAME PRADEEP NAIR		b. TELEPHONE NUMBER (No collect calls) 301-443-6051		8. OFFER DUE DATE/LOCAL TIME 08/30/2021 1700 ET	
9. ISSUED BY HHS/HRSA/00/OAMP Office of Acquisition Management and Policy 5600 Fishers Lane, Rm 14W26B Rockville MD 20857				10. THIS ACQUISITION IS <input type="checkbox"/> UNRESTRICTED OR <input checked="" type="checkbox"/> SET ASIDE: % FOR: <input checked="" type="checkbox"/> SMALL BUSINESS <input type="checkbox"/> HUBZONE SMALL BUSINESS <input type="checkbox"/> SERVICE-DISABLED VETERAN-OWNED SMALL BUSINESS WOMEN-OWNED SMALL BUSINESS (WOSB) ELIGIBLE UNDER THE WOMEN-OWNED SMALL BUSINESS PROGRAM EDWOSB 8(A) NAICS: 518210 SIZE STANDARD: \$35.0			
11. DELIVERY FOR FOB DESTINATION UNLESS BLOCK IS MARKED <input checked="" type="checkbox"/> SEE SCHEDULE		12. DISCOUNT TERMS		13a. THIS CONTRACT IS A RATED ORDER UNDER DPAS (15 CFR 700) <input type="checkbox"/>		13b. RATING	
15. DELIVER TO		CODE		16. ADMINISTERED BY HHS/HRSA/00/OAMP Office of Acquisition Management and Policy 5600 Fishers Lane, Room 14W26B Rockville MD 20857		14. METHOD OF SOLICITATION <input checked="" type="checkbox"/> RFQ <input type="checkbox"/> IFB <input type="checkbox"/> RFP	
17a. CONTRACTOR/OFFEROR		CODE 81J81		FACILITY CODE		18a. PAYMENT WILL BE MADE BY	
Techsur Solutions LLC, DUNS: 080386655 205 Van Buren St. Suite 120 Herndon, VA 20170							
TELEPHONE NO.				18b. SUBMIT INVOICES TO ADDRESS SHOWN IN BLOCK 18a UNLESS BLOCK BELOW IS CHECKED <input type="checkbox"/> SEE ADDENDUM			
<input type="checkbox"/> 17b. CHECK IF REMITTANCE IS DIFFERENT AND PUT SUCH ADDRESS IN OFFER							
19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES			21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT
	Bureau of Primary Health Care (BPHC) Salesforce Customer Relationship Management (CRM) System Support Services PLEASE COMPLETE THIS FORM, PROVIDE A TECHNICAL AND PRICE QUOTE IN ACCORDANCE WITH THE SOLICITATION AND PROVIDE THE FOLLOWING INFORMATION: 1. CONTACT NAME, PHONE, & FAX NUMBER: Rupinder Yadav, President (Use Reverse and/or Attach Additional Sheets as Necessary)						
25. ACCOUNTING AND APPROPRIATION DATA						26. TOTAL AWARD AMOUNT (For Govt. Use Only)	
<input checked="" type="checkbox"/> 27a. SOLICITATION INCORPORATES BY REFERENCE FAR 52.212-1, 52.212-4. FAR 52.212-3 AND 52.212-5 ARE ATTACHED. ADDENDA <input type="checkbox"/> ARE <input checked="" type="checkbox"/> ARE NOT ATTACHED. <input type="checkbox"/> 27b. CONTRACT/PURCHASE ORDER INCORPORATES BY REFERENCE FAR 52.212-4. FAR 52.212-5 IS ATTACHED. ADDENDA <input type="checkbox"/> ARE <input type="checkbox"/> ARE NOT ATTACHED.				<input type="checkbox"/> 29. AWARD OF CONTRACT: _____ OFFER DATED _____. YOUR OFFER ON SOLICITATION (BLOCK 5), INCLUDING ANY ADDITIONS OR CHANGES WHICH ARE SET FORTH HEREIN, IS ACCEPTED AS TO ITEMS: _____			
30a. SIGNATURE OF OFFEROR/CONTRACTOR 				31a. UNITED STATES OF AMERICA (SIGNATURE OF CONTRACTING OFFICER)			
30b. NAME AND TITLE OF SIGNER (Type or print) Rupinder Yadav, President		30c. DATE SIGNED 9/3/2021		31b. NAME OF CONTRACTING OFFICER (Type or print) JIMMY K. HUPALAR		31c. DATE SIGNED	

19. ITEM NO.	20. SCHEDULE OF SUPPLIES/SERVICES	21. QUANTITY	22. UNIT	23. UNIT PRICE	24. AMOUNT
	571-230-4948				
	2. E-MAIL: <u>rupinder@techsur.solutions</u> 3. DUNS NUMBER: <u>080386655</u> 4. TAX I.D. NUMBER: <u>81-3563670</u> 5. GSA CONTRACT NUMBER: <u>47QTCA20D00C6</u>				
	Please provide your discounted GSA price quote for one 12-month base period plus four 12-month option periods.				
1	Base Period Bureau of Primary Health Care (BPHC) Salesforce Customer Relationship Management (CRM) System Support Services Period of Performance: 12 months	1			\$1,409,874.05
2	Option Period 1 Bureau of Primary Health Care (BPHC) Salesforce Customer Relationship Management (CRM) System Support Services (Option Line Item) 365 Days After Award	1			\$1,445,120.90
3	Option Period 2 Continued ...				

32a. QUANTITY IN COLUMN 21 HAS BEEN

☐ RECEIVED ☐ INSPECTED ☐ ACCEPTED, AND CONFORMS TO THE CONTRACT, EXCEPT AS NOTED: _____

32b. SIGNATURE OF AUTHORIZED GOVERNMENT REPRESENTATIVE		32c. DATE	32d. PRINTED NAME AND TITLE OF AUTHORIZED GOVERNMENT REPRESENTATIVE	
32e. MAILING ADDRESS OF AUTHORIZED GOVERNMENT REPRESENTATIVE			32f. TELEPHONE NUMBER OF AUTHORIZED GOVERNMENT REPRESENTATIVE	
			32g. E-MAIL OF AUTHORIZED GOVERNMENT REPRESENTATIVE	
33. SHIP NUMBER	34. VOUCHER NUMBER	35. AMOUNT VERIFIED CORRECT FOR	36. PAYMENT <input type="checkbox"/> COMPLETE <input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL	37. CHECK NUMBER
<input type="checkbox"/> PARTIAL <input type="checkbox"/> FINAL				
38. S/R ACCOUNT NUMBER	39. S/R VOUCHER NUMBER	40. PAID BY		
41a. I CERTIFY THIS ACCOUNT IS CORRECT AND PROPER FOR PAYMENT			42a. RECEIVED BY (<i>Print</i>)	
41b. SIGNATURE AND TITLE OF CERTIFYING OFFICER		41c. DATE	42b. RECEIVED AT (<i>Location</i>)	
			42c. DATE REC'D (YY/MM/DD)	42d. TOTAL CONTAINERS

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ITEM NO. (A)	SUPPLIES/SERVICES (B)	QUANTITY (C)	UNIT (D)	UNIT PRICE (E)	AMOUNT (F)
	Bureau of Primary Health Care (BPHC) Salesforce Customer Relationship Management (CRM) System Support Services (Option Line Item) 730 Days After Award	1			\$1,481,248.92
4	Option Period 3 Bureau of Primary Health Care (BPHC) Salesforce Customer Relationship Management (CRM) System Support Services (Option Line Item) 1095 Days After Award	1			\$1,518,280.14
5	Option Period 4 Bureau of Primary Health Care (BPHC) Salesforce Customer Relationship Management (CRM) System Support Services (Option Line Item) 1460 Days After Award The following FAR provisions are applicable for this solicitation. The offeror must complete the representations below and return with the quote. FAR 52.209-11 Representation by Corporations Regarding Delinquent Tax Liability or a Felony Conviction under any Federal Law (FEB 2016) (a) As required by sections 744 and 745 of Division E of the Consolidated and Further Continuing Appropriations Act, 2015 (Pub. L 113-235), and similar provisions, if contained in subsequent appropriations acts, the Government will not enter into a contract with any corporation that -- (1) Has any unpaid Federal tax liability that has been assessed, for which all judicial and administrative remedies have been exhausted or have lapsed, and that is not being paid in a timely manner pursuant to an agreement with the Continued ...	1			\$1,556,237.15

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	<p>authority responsible for collecting the tax liability, where the awarding agency is aware of the unpaid tax liability, unless an agency has considered suspension or debarment of the corporation and made a determination that suspension or debarment is not necessary to protect the interests of the Government; or</p> <p>(2) Was convicted of a felony criminal violation under any Federal law within the preceding 24 months, where the awarding agency is aware of the conviction, unless an agency has considered suspension or debarment of the corporation and made a determination that this action is not necessary to protect the interests of the Government.</p> <p>(b) The Offeror represents that</p> <p>(1) It is [] is not [X] a corporation that has any unpaid Federal tax liability that has been assessed, for which all judicial and administrative remedies have been exhausted or have lapsed, and that is not being paid in a timely manner pursuant to an agreement with the authority responsible for collecting the tax liability; and</p> <p>(2) It is [] is not [X] a corporation that was convicted of a felony criminal violation under a Federal law within the preceding 24 months.</p> <p>FAR 52.204-24 Representation Regarding Certain Telecommunications and Video Surveillance Services or Equipment (OCT 2020)</p> <p>The Offeror shall not complete the representation at paragraph (d)(1) of this provision if the Offeror has represented that it "does not provide covered telecommunications equipment or services as a part of its offered products or services to the Government in the performance of any contract, subcontract, or other contractual instrument" in paragraph (c)(1) in the provision at 52.204-26, Covered Telecommunications Equipment or Services--Representation, or in paragraph (v)(2)(i) of the provision at 52.212-3, Continued ...</p>				

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	<p>Offeror Representations and Certifications-Commercial Items. The Offeror shall not complete the representation in paragraph (d)(2) of this provision if the Offeror has represented that it "does not use covered telecommunications equipment or services, or any equipment, system, or service that uses covered telecommunications equipment or services" in paragraph (c)(2) of the provision at 52.204-26, or in paragraph (v)(2)(ii) of the provision at 52.212-3.</p> <p>(a) Definitions. As used in this provision--</p> <p>Backhaul, covered telecommunications equipment or services, critical technology, interconnection arrangements, reasonable inquiry, roaming, and substantial or essential component have the meanings provided in the clause 52.204-25, Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment.</p> <p>(b) Prohibition. (1) Section 889(a)(1)(A) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2019, from procuring or obtaining, or extending or renewing a contract to procure or obtain, any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. Nothing in the prohibition shall be construed to--</p> <p>(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or</p> <p>(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.</p> <p>Continued ...</p>				

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	<p>(2) Section 889(a)(1)(B) of the John S. McCain National Defense Authorization Act for Fiscal Year 2019 (Pub. L. 115-232) prohibits the head of an executive agency on or after August 13, 2020, from entering into a contract or extending or renewing a contract with an entity that uses any equipment, system, or service that uses covered telecommunications equipment or services as a substantial or essential component of any system, or as critical technology as part of any system. This prohibition applies to the use of covered telecommunications equipment or services, regardless of whether that use is in performance of work under a Federal contract. Nothing in the prohibition shall be construed to--</p> <p>(i) Prohibit the head of an executive agency from procuring with an entity to provide a service that connects to the facilities of a third-party, such as backhaul, roaming, or interconnection arrangements; or</p> <p>(ii) Cover telecommunications equipment that cannot route or redirect user data traffic or cannot permit visibility into any user data or packets that such equipment transmits or otherwise handles.</p> <p>(c) Procedures. The Offeror shall review the list of excluded parties in the System for Award Management (SAM) (https://www.sam.gov) for entities excluded from receiving federal awards for "covered telecommunications equipment or services".</p> <p>(d) Representation. The Offeror represents that--</p> <p>(1) It <input type="checkbox"/> will, <input checked="" type="checkbox"/> will not provide covered telecommunications equipment or services to the Government in the performance of any contract, subcontract or other contractual instrument resulting from this solicitation. The Offeror shall provide the additional disclosure information required at paragraph (e)(1) of this section if the Offeror responds "will" in paragraph (d)(1) of this section; and</p> <p>Continued ...</p>				

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	<p>(2) After conducting a reasonable inquiry, for purposes of this representation, the Offeror represents that--</p> <p>It [] does, [X] does not use covered telecommunications equipment or services, or use any equipment, system, or service that uses covered telecommunications equipment or services. The Offeror shall provide the additional disclosure information required at paragraph (e) (2) of this section if the Offeror responds "does" in paragraph (d) (2) of this section.</p> <p>(e) Disclosures. (1) Disclosure for the representation in paragraph (d) (1) of this provision. If the Offeror has responded "will" in the representation in paragraph (d) (1) of this provision, the Offeror shall provide the following information as part of the offer:</p> <p>(i) For covered equipment--</p> <p>(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the original equipment manufacturer (OEM) or a distributor, if known);</p> <p>(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and</p> <p>(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b) (1) of this provision.</p> <p>(ii) For covered services--</p> <p>(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as</p> <p>Continued ...</p>				

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	<p>applicable); or</p> <p>(B) If not associated with maintenance, the Product Service Code (PSC) of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(1) of this provision.</p> <p>(2) Disclosure for the representation in paragraph (d)(2) of this provision. If the Offeror has responded "does" in the representation in paragraph (d)(2) of this provision, the Offeror shall provide the following information as part of the offer:</p> <p>(i) For covered equipment--</p> <p>(A) The entity that produced the covered telecommunications equipment (include entity name, unique entity identifier, CAGE code, and whether the entity was the OEM or a distributor, if known);</p> <p>(B) A description of all covered telecommunications equipment offered (include brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); and</p> <p>(C) Explanation of the proposed use of covered telecommunications equipment and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b)(2) of this provision.</p> <p>(ii) For covered services--</p> <p>(A) If the service is related to item maintenance: A description of all covered telecommunications services offered (include on the item being maintained: Brand; model number, such as OEM number, manufacturer part number, or wholesaler number; and item description, as applicable); or</p> <p>Continued ...</p>				

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	<p>(B) If not associated with maintenance, the PSC of the service being provided; and explanation of the proposed use of covered telecommunications services and any factors relevant to determining if such use would be permissible under the prohibition in paragraph (b) (2) of this provision.</p> <p>FAR 52.204-26 Covered Telecommunications Equipment or Services-Representation (Oct 2020)</p> <p>(a) Definitions. As used in this provision, "covered telecommunications equipment or services" and "reasonable inquiry" have the meaning provided in the clause 52.204-25, Prohibition on Contracting for Certain Telecommunications and Video Surveillance Services or Equipment.</p> <p>(b) Procedures. The Offeror shall review the list of excluded parties in the System for Award Management (SAM) (https://www.sam.gov) for entities excluded from receiving federal awards for "covered telecommunications equipment or services".</p> <p>(c) (1) Representation. The Offeror represents that it [] does, [X] does not provide covered telecommunications equipment or services as a part of its offered products or services to the Government in the performance of any contract, subcontract, or other contractual instrument.</p> <p>(2) After conducting a reasonable inquiry for purposes of this representation, the offeror represents that it [] does, [X] does not use covered telecommunications equipment or services, or any equipment, system, or service that uses covered telecommunications equipment or services.</p> <p>FAR 52.204-21 Basic Safeguarding of Covered Contractor Information Systems (JUN 2016)</p> <p>FAR 52.227-15 Representation of Limited Rights Data and Restricted Computer Software (DEC 2007)</p> <p>FAR 52.239-1 Privacy or Security Safeguards (AUG 1996)</p> <p>Continued ...</p>				

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	<p>HHSAR 352.239-73 Electronic Information and Technology Accessibility Notice (DEC 2015)</p> <p>(a) Section 508 of the Rehabilitation Act of 1973 (29 U.S.C. 794d), as amended by the Workforce Investment Act of 1998 and the Architectural and Transportation Barriers Compliance Board Electronic and Information (EIT) Accessibility Standards (36 CFR part 1194), require that when Federal agencies develop, procure, maintain, or use electronic and information technology, Federal employees with disabilities have access to and use of information and data that is comparable to the access and use by Federal employees who are not individuals with disabilities, unless an undue burden would be imposed on the agency. Section 508 also requires that individuals with disabilities, who are members of the public seeking information or services from a Federal agency, have access to and use of information and data that is comparable to that provided to the public who are not individuals with disabilities, unless an undue burden would be imposed on the agency.</p> <p>(b) Accordingly, any offeror responding to this solicitation must comply with established HHS EIT accessibility standards. Information about Section 508 is available at http://www.hhs.gov/web/508. The complete text of the Section 508 Final Provisions can be accessed at http://www.access-board.gov/guidelines-and-standards/communications-and-it/about-the-section-508-standards.</p> <p>(c) The Section 508 accessibility standards applicable to this solicitation are stated in the clause at 352.239-74, Electronic and Information Technology Accessibility.</p> <p>In order to facilitate the Government's determination whether proposed EIT supplies meet applicable Section 508 accessibility standards, offerors must submit an HHS Section 508 Product Assessment Template, in accordance with its completion instructions. The purpose of the Continued ...</p>				

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	<p>template is to assist HHS acquisition and program officials in determining whether proposed EIT supplies conform to applicable Section 508 accessibility standards. The template allows offerors or developers to self-evaluate their supplies and document - in detail - whether they conform to a specific Section 508 accessibility standard, and any underway remediation efforts addressing conformance issues. Instructions for preparing the HHS Section 508 Evaluation Template are available under Section 508 policy on the HHS website http://www.hhs.gov/web/508.</p> <p>In order to facilitate the Government's determination whether proposed EIT services meet applicable Section 508 accessibility standards, offerors must provide enough information to assist the Government in determining that the EIT services conform to Section 508 accessibility standards, including any underway remediation efforts addressing conformance issues.</p> <p>(d) Respondents to this solicitation must identify any exception to Section 508 requirements. If a offeror claims its supplies or services meet applicable Section 508 accessibility standards, and it is later determined by the Government, i.e., after award of a contract or order, that supplies or services delivered do not conform to the described accessibility standards, remediation of the supplies or services to the level of conformance specified in the contract will be the responsibility of the Contractor at its expense.</p> <p>Instructions to Offerors</p> <p>Data Universal Numbering System (DUNS) Number The Offeror shall enter, in the block with its name and address on the cover page of its offer, the annotation DUNS or DUNS+4 followed by the DUNS or DUNS+4 number that identifies the Offerors name and address. If the Offeror does not have a DUNS number, it should contact Dun and Bradstreet directly to obtain one. An Offeror within the United States may contact Dun and Bradstreet by calling 1-866-705-5711 or via the internet at http://www.dnb.com. An Offeror</p> <p>Continued ...</p>				

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	<p>located outside the United States must contact the local Dun and Bradstreet office for a DUNS number.</p> <p>System for Award Management (SAM) Unless exempted by an addendum to this solicitation, by submission of an offer, the Offeror acknowledges the requirement that a prospective awardee shall be registered in the SAM database prior to award, during performance and through final payment of any contract resulting from this solicitation. If the Offeror does not become registered in the SAM database in the time prescribed by the Contracting Officer, the Contracting Officer will proceed to award to the next otherwise successful registered Offeror. Offerors may obtain information on registration and annual confirmation requirements via the internet at http://www.sam.gov or by calling 1-866-606-8220.</p>				

Pricing Tables

BPHC Role	TechSur GSA LCAT	GSA Rate	Discount	Bill Rate	Hours	Extended Cost
Project Manager	Mission Delivery Technical Lead	\$126.78	3%	\$122.98	1920	\$236,115.07
SME Level II/Specialist Level II	Solutions Architect – Level III	\$148.96	3%	\$144.49	1920	\$277,423.10
Business Analyst	Engineering Subject Matter Specialist	\$125.81	3%	\$122.04	1920	\$234,308.54
Specialist III	SME Level III	\$118.49	3%	\$114.94	5760	\$662,027.33
Extended Total (Base):						\$1,409,874.05

BPHC Role	TechSur GSA LCAT	GSA Rate	Discount	Bill Rate	Hours	Extended Cost
Project Manager	Mission Delivery Technical Lead	\$129.95	3%	\$126.05	1920	\$242,017.95
SME Level II/Specialist Level II	Solutions Architect – Level III	\$152.68	3%	\$148.10	1920	\$284,358.68
Business Analyst	Engineering Subject Matter Specialist	\$128.96	3%	\$125.09	1920	\$240,166.26
Specialist III	SME Level III	\$121.45	3%	\$117.81	5760	\$678,578.01
Extended Total (Option Period 1):						\$1,445,120.90

BPHC Role	TechSur GSA LCAT	GSA Rate	Discount	Bill Rate	Hours	Extended Cost
Project Manager	Mission Delivery Technical Lead	\$133.20	3%	\$129.20	1920	\$248,068.40
SME Level II/Specialist Level II	Solutions Architect – Level III	\$156.50	3%	\$151.81	1920	\$291,467.65
Business Analyst	Engineering Subject Matter Specialist	\$132.18	3%	\$128.21	1920	\$246,170.41
Specialist III	SME Level III	\$124.49	3%	\$120.75	5760	\$695,542.46
Extended Total (Option Period 2):						\$1,481,248.92

BPHC Role	TechSur GSA LCAT	GSA Rate	Discount	Bill Rate	Hours	Extended Cost
Project Manager	Mission Delivery Technical Lead	\$136.53	3%	\$132.43	1920	\$254,270.11
SME Level II/Specialist Level II	Solutions Architect – Level III	\$160.41	3%	\$155.60	1920	\$298,754.34
Business Analyst	Engineering Subject Matter Specialist	\$135.48	3%	\$131.42	1920	\$252,324.67
Specialist III	SME Level III	\$127.60	3%	\$123.77	5760	\$712,931.02
Extended Total (Option Period 3):						\$1,518,280.14

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1 Standard Form 1449, Request for Quotation | 15 Use or disclosure of data contained on this sheet is subject to the restriction on the title page of this proposal.



BPHC Role	TechSur GSA LCAT	GSA Rate	Discount	Bill Rate	Hours	Extended Cost
Project Manager	Mission Delivery Technical Lead	\$139.94	3%	\$135.74	1920	\$260,626.86
SME Level II/Specialist Level II	Solutions Architect – Level III	\$164.42	3%	\$159.49	1920	\$306,223.20
Business Analyst	Engineering Subject Matter Specialist	\$138.87	3%	\$134.70	1920	\$258,632.79
Specialist III	SME Level III	\$130.79	3%	\$126.87	5760	\$730,754.30
		Extended Total (Option Period 4):				\$1,556,237.15

BPHC Role	TechSur GSA LCAT	Total Hours	Total Extended Price
Project Manager	Mission Delivery Technical Lead	9,600	\$1,241,098.39
SME Level II/Specialist Level II	Solutions Architect – Level III	9,600	\$1,458,226.97
Business Analyst	Engineering Subject Matter Specialist	9,600	\$1,231,602.68
Specialist III	SME Level III	28,800	\$3,479,833.12
	Contract Totals:	57,600	\$7,410,761.16

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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 GSA Advantage! is: GSAAdvantage.gov.

Multiple Award Schedule

Contract number: 47QTCA20D00C6

For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at fss.gsa.gov. Contract period: July 9, 2020 through July 8, 2025

Techsur Solutions LLC 43513 Oakhill Heights Ct Ashburn, VA 20148-6758 Amit Yadav

Vice-President Phone: 571-230-4948

Fax: 703-584-4283

Email: amit@techsurllc.com

Contractor's internet address/web site where schedule information can be found: www.techsurllc.com

Business size: Small

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

SIN 54151S - Information Technology Professional Services SIN OLM – Order Level Materials

LABOR CATEGORY	GSA RATE
Solution Architect	\$120.91
Software Engineer 3	\$111.23
Software Engineer 1	\$79.31
Solutions Architect - Level III	\$135.80
Applications Developer - Level III	\$103.60
Applications Developer - Level II	\$88.56
Applications Developer - Level I	\$68.54
Business Process Analyst - Level II	\$90.41
Systems Engineer - Level III	\$105.08
IT Subject Matter Specialist	\$101.56
Solutions Architect – Level III	\$148.96
IT Subject Matter Specialist II	\$132.51
DevOps SME	\$142.71
Consultant	\$120.91
Mission Delivery Technical Lead	\$126.78
Web Developer	\$67.64
SME Level III	\$118.49
Programmer 3	\$92.00
Functional Analyst	\$69.84
Database Analyst / Programmer	\$56.42
Enterprise Architect (SME)	\$103.83
Engineering Subject Matter Specialist	\$125.81

Applications Systems Analyst/Programmer - Senior	\$87.45
Applications Systems Analyst/Programmer - Intermediate	\$72.18
BA Level II	\$80.28
Applications Programmer Level III	\$84.15
Project Manager - Senior	\$113.52
Systems Analysis and Programming Director	\$100.69
Business Process Consultant SME	\$103.50
Business Systems Analyst - Intermediate	\$78.52
Database Analyst/Programmer - Intermediate	\$58.04

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Data Architect	\$85.12
Business Process Consultant	\$69.64

1b.

LABOR CATEGORY	GSA PRICE
Database Analyst / Programmer	\$56.42

1c.

LABOR CATEGORY	DESCRIPTION	EDUCATION	EXPERIENCE
Solution Architect	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Assess business objectives, conducts gap analysis of existing versus needed capability, and identifies business requirements. Develop potential technical solutions to meet business needs and supports analysis of alternatives for best fit. Evaluate technical trends and provides recommendations for information technology and information technology architecture to meet business objectives. Perform research on emerging technologies to support proof-of- concept (POC) capabilities and identify future solutions for the organization.	Bachelor	7
Software Engineer 3	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Design and develop of software products and applications. Perform hands-on implementation of key software platform architectures, web servers, application servers, and relational databases. Performs work involved in one or more of the phases of developing software used in products or services provided to external customers. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	7
Software Engineer 1	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 2+ years of experience. Perform hands-on implementation of key software platform architectures, web servers, application servers, and relational databases. Performs work involved in one or more of the phases of developing software used in products or services provided to external customers. Advanced degree in related field may be substituted for 2 years of experience.	Bachelor	2

Solutions Architect - Level III	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 10+ years of experience. Assesses business objectives, conducts gap analysis of existing versus needed capability, and identifies business requirements. Evaluates business requirements to identify potential software, hardware, and system architectures can be employed to meet business objectives. Develops potential technical solutions to meet business needs and supports analysis of alternatives for best fit. Evaluates technical trends and provides recommendations for information technology and information technology architecture to meet business objectives. Performs research on emerging technologies to support proof-of-concept (POC) capabilities and identify future solutions for the organization. Advanced degree in related field may be substituted for 2 years of experience.	Bachelor	10
Applications Developer - Level III	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 5+ years of experience. Analyzes business and scientific systems specifications and procedures to solve complex problems based on equipment limitations and capacity, operating time, and form of desired results. Develops logic flowcharts, encodes programs, prepares test data, and tests and debugs programs. Revises and updates programs as required and provides necessary documentation for the customer/client. Advanced degree in related field may be substituted for 2 years of experience.	Bachelor	5
Applications Developer - Level II	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 3+ years of experience. Modifies moderately complex application programs from detailed specifications. Maintains, codes, tests, debugs, and documents programs as assigned. Advanced degree in related field may be substituted for 3 years of experience. High school and 3+ years of experience. Assists in maintaining, writing, and modifying routine applications from detailed specifications. Codes documented logic flowcharts and instructions. Tests, debugs, and documents programs as assigned. Bachelor's degree in related field may be substituted for 3 years of experience	Bachelor	3
Applications Developer - Level I	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 5+ years of experience. Support strategic and business planning, performance measurement, process improvement, process re-engineering, program audits and evaluations, facilitation, problem solving, meeting coordination, data collection and analysis. Must be familiar with current trends in business process management. Advanced degree in related field may be	High School	3

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	substituted for 3 years of experience		
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	evaluations, facilitation, problem solving, meeting coordination, data collection and analysis. Must be familiar with current trends in business process management. Advanced degree in related field may be substituted for 3 years of experience		
Business Process Analyst - Level II	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Performs tasks with limited supervision. Has demonstrated knowledge in area of engineering expertise. Reviews and prepares engineering and technical analyses, reports, change proposals, and other technical documentation. Applies systems engineering experience to perform functions such as system integration, configuration management and quality assurance testing. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	5
Systems Engineer - Level III	B.S./B.A. or higher in Information Systems, Computer Science, or related field and 5+ years of experience. Provide unique and specialized expertise on a specific technical subject. Serve as a senior advisor to customer's technical leadership team. Possess strong writing and communications skills and the ability to interface with senior leadership. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	7
IT Subject Matter Specialist	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 10+ years of experience. Assesses business objectives, conducts gap analysis of existing versus needed capability, and identifies business requirements. Evaluates business requirements to identify potential software, hardware, and system architectures can be employed to meet business objectives. Develops potential technical solutions to meet business needs and supports analysis of alternatives for best fit. Evaluates technical trends and provides recommendations for information technology and information technology architecture to meet business objectives. Performs research on emerging technologies to support proof-of-concept (POC) capabilities and identify future solutions for the organization. Advanced degree in related field may be substituted for 2 years of experience.	Bachelor	5
Solutions Architect – Level III	B.S./B.A. or higher in Information Systems, Computer Science, or related field and 10+ years of experience. Provide unique and specialized expertise on a specific technical subject. Serve as a senior advisor to customer's technical leadership team. Possess strong writing and communications skills and the ability to interface with senior leadership. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	10
IT Subject Matter Specialist II	B.S./B.A. or higher in Information Systems, Computer Science, or related field and 7+ years of experience. Works closely with customers to analyze requirements and design technical solutions. Support design and implementation of application build, release, deployment, and configuration activities. Responsible for managing IT infrastructure needed to support software code and website design. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	10
DevOps SME	B.S./B.A. or higher in Information Systems, Computer Science, or related field and 7+ years of experience. Works closely with customers to analyze requirements and design technical solutions. Involved in the full life cycle of an application; team members of an agile development process. Responsible for the design and implementation of applications' build, release, deployment, and configuration activities. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	7

Consultant	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 10+ years of experience. Lead business capability analysis existing versus needed capability and identifies business requirements. Lead development of technical solutions to meet business needs. Prepare implementation plans, testing strategies and deployment approaches. Advanced degree in related field may be substituted for 2 years of experience.	Bachelor	7
Mission Delivery Technical Lead	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 3+ years of experience. Perform a variety of moderately complex tasks related to designing, developing, troubleshooting, debugging, and implementing software code for Web sites. Individuals apply comprehensive knowledge	Bachelor	10

	gained through previous technical assignments and software development tasks. Advanced degree in related field may be substituted for 3 years of experience		
Web Developer	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Provide unique and specialized expertise on a specific business, technical or management subject. Serve as a senior advisor / analyst to customer's executive management team for functional expertise. Possess strong writing and communications skills and the ability to interface with senior and executive management. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	3
SME Level III	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Reviews, analyzes, and modified programming systems including testing, debugging and documenting programs. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	7
Programmer 3	B.S./B.A. or higher in Computer Science, Systems Analysis, information system management or related field and 3+ years of experience performing system analysis, requirement collection, documentation and support. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	7
Functional Analyst	B.S./B.A. or higher in Computer Science, Systems Analysis, information system management or related field and 3+ years of experience designing, implementing, and maintaining moderately complex databases, access methods, access time, device allocation, validation checks, organization, security and documentation. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	3
Database Analyst / Programmer	B.S./B.A. or higher in computer science, information systems, communications, physics, engineering, math, or related field and 7+ years of experience with concentration in enterprise-wide or large- scale information systems. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	3

Enterprise Architect (SME)	B.S./B.A. or higher in Information Systems, Computer Science, or related field and 7+ years of experience. Provide unique and specialized expertise on a specific technical subject. Serve as a senior advisor to customer's technical leadership team. Possess strong writing and communications skills and the ability to interface with senior leadership. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	7
Engineering Subject Matter Specialist	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 5+ years of experience. Modifies moderately complex application programs from detailed specifications. Maintains, codes, tests, debugs, and documents programs as assigned. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	7
Applications Systems Analyst/Programmer - Senior	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 3+ years of experience. Modifies moderately complex application programs from detailed specifications. Maintains, codes, tests, debugs, and documents programs as assigned. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	5
Applications Systems Analyst/Programmer - Intermediate	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 3+ years of experience. Analyses functional and technical requirements. Prepare systems designs and specifications, and perform systems development, testing, conversion, help desk support tasks, and production support tasks. Perform general technical writing and develop required systems and operational documentation. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	3
BA Level II	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 6+ years of experience. Analyzes business and scientific systems specifications and procedures to solve complex problems based on equipment limitations and capacity, operating time, and form of desired results. Develops logic flowcharts, encodes programs, prepares test data, and tests and debugs programs. Revises and updates programs as required and provides necessary documentation for the customer/client. Advanced degree in related field may be substituted for 3 years of	Bachelor	5

	experience.		
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Applications Programmer Level III	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 5+ years of experience. Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Takes projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services, and client services. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	6
Project Manager - Senior	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Provides technical and administrative direction for personnel performing software development tasks, including the review of work products for correctness, adherence to the design concept and to user standards, and for progress in accordance with schedules. Coordinates with the Project and/or Program Manager to ensure problem solution and user satisfaction. Makes recommendations if needed for approval of major system installations. Advanced degree in related field may be substituted for 3 years of experience.	Bachelor	5
Systems Analysis and Programming Director	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 7+ years of experience. Reviews and documents current processes and provide recommendations for improved efficiencies. Communicates technical and non-technical information at the appropriate level, orally and in writing, to both staff and management. Produces documentation appropriate to the target audience. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	7
Business Process Consultant SME	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 4+ years of experience. Interpret physical database models and understand relational database concepts such as indexes, primary and foreign keys, and constraints using Oracle. Design, implement, administer and monitor the enterprise database environment. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	7
Business Systems Analyst - Intermediate	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 5+ years of experience. Performs data access analysis design, and archive/recovery design and implementation. Develops strategies for data acquisitions, archive recovery, and implementation of a database. Translates business needs into long-term architecture solutions. Defines, designs, and builds dimensional databases. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	5
Database Analyst/Programmer - Intermediate	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 3+ years of experience. Reviews and documents current processes and provide recommendations for improved efficiencies. Communicates technical and non-technical information at the appropriate level, orally and in writing, to both staff and management. Produces documentation appropriate to the target audience. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	4

Data Architect	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 5+ years of experience. Performs data access analysis design, and archive/recovery design and implementation. Develops strategies for data acquisitions, archive recovery, and implementation of a database. Translates business needs into long-term architecture solutions. Defines, designs, and builds dimensional databases. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	5
Business Process Consultant	B.S./B.A. or higher in Information Systems, Computer Science, Business or related field and 3+ years of experience. Reviews and documents current processes and provide recommendations for improved efficiencies. Communicates technical and non-technical information at the appropriate level, orally and in writing, to both staff and management. Produces documentation appropriate to the target audience. Advanced degree in related field may be substituted for 3 years of experience	Bachelor	3

2. Maximum order. 54151S: \$500,000; OLM: \$250,000

3. Minimum order. \$100.00

4. Geographic coverage (delivery area). 50 United States; District of Columbia; Puerto Rico

5. Point(s) of production (city, county, and State or foreign country). Not Applicable

6. Discount from list prices or statement of net price. Net prices set forth above.

7. Quantity discounts. 1% for orders \$250,000.00

8. Prompt payment terms. Net 30

9a. Government purchase cards are accepted at or below the micro-purchase threshold. 9b. Government purchase cards are accepted above the micro-purchase threshold.

10. Foreign items (list items by country of origin). None.

11a. Time of delivery. (Contractor insert number of days.) As negotiated with ordering agency and the contractor. 11b. Expedited Delivery. As negotiated with ordering agency and the contractor.

11c. Overnight and 2-day delivery. As negotiated with ordering agency and the contractor. 11d. Urgent Requirements. As negotiated with ordering agency and the contractor.

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

13a. Ordering address. 43513 Oakhill Heights Ct Ashburn, VA 20148-6758

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. 43513 Oakhill Heights Ct Ashburn, VA 20148-6758

15. Warranty provision. None.

16. Export packing charges, if applicable. Not Applicable

17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level). None.

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 indicating date of parts price lists and any discounts from list prices (if applicable). Not Applicable

20a. Terms and conditions 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 attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants). Not Applicable

24b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/. www.techsurllc.com

25. Data Universal Number System (DUNS) number. 080386655

26. Contractor is registered in the SAM database. Current and valid,

3 Assumptions

- All of the project delivery activities will be conducted remotely from Team TechSur's offices. If travel to the BPHC offices is required, the ODC cost may be applicable.
- There shall be no more than 2 revisions for any formal artifact before it is assumed to be final and approved. The BPHC will provide feedback on any formal artifact within 3 business days. If the BPHC does not provide feedback within 3 business days, the deliverable will be deemed approved to adhere to the project schedule and cost. TechSur will submit deliverable acceptance documentation with the invoice submission. In case additional information is needed by the billing department, it is the responsibility of the BPHC COR project team to provide further information for the payment of invoices.
- The cost to integrate Salesforce CRM with any other system would be considered a customization project and will be considered as one of the planned projects. It will go through estimation and has to be approved by BPHC before implementation.
- Training scope is limited to:
 - Twelve (12) training events; and
 - Six (6) BPHC-specific, customized micro-learning videos.
 - If the BPHC wants TechSur to provide additional training sessions, TechSur can support them for an additional cost.
- Team TechSur's cost is based upon a project schedule and timely adherence from the BPHC's stakeholders. If stakeholders are unavailable to support the already agreed-upon project timeline, additional charges may accrue. For any unscheduled delays caused by stakeholders, the BPHC will work together with Team TechSur to manage the delays, resulting in reprioritization, a decrease in scope, or additional resources provided by the BPHC and not necessarily a change request. A change request shall only be made if TechSur and the BPHC cannot, in good faith, otherwise resolve any unscheduled delays caused by the BPHC's stakeholders.
- The BPHC will establish a formal BPHC Salesforce Change Control Board, which will prioritize customization and address any issues relating to project scope and functional changes in the context of the contract. The BPHC will also set up a monthly executive touchpoint with TechSur to provide oversight of the project.
- The cost for building custom projects is not to exceed 2,000 hours (50 projects with an average of 40 hours estimated per project) per year. BPHC can engage TechSur for customizations exceeding 2,000 hours with a modification to the contract.
- TechSur has used a 2.5% escalation for each option period.