



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

Federal Supply Schedule

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: GSAAvantage.gov.

BUILDING COMPLETE SOLUTIONS



Multiple Award Schedule – MAS

Contract Number: 47QTCA22D001V
Contract Period: November 16, 2021 through November 15, 2026
Available Options through November 15, 2041

Segundo L.L.C.
Contract Administrator: Premi Hira, President
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SIN	Description
518210C	Cloud and Cloud-Related IT Professional Services
OLM	Order Line Materials

Segundo, L.L.C.
8000 Towers Crescent Drive
Suite 1350
Vienna, VA 22182

(703) 883-9318 – Main

www.Segundo.net

Business Size: Small business
SBA Certified Small Disadvantaged business

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Part 1 – About Segundo, L.L.C.

1.1 Our Story

SEGUNDO, L.L.C. (“Segundo”) was founded in 1998 and is a systems integrator and a trusted advisor for the United States federal, state, city & local governments, as well as Fortune 1000 international companies.

Segundo specializes in new implementations, conversions and upgrades of legacy or outdated systems to Cloud. These Cloud applications encompass Enterprise Resource Planning (ERP), Federal Financials, Financial Accounting Software and other business software. Utilizing the latest Software-as-a-Service (SaaS), Product-as-a-Service (PaaS) or Infrastructure-as-a-Service (IaaS) or Bare Metal as-a-Service (BMaaS) services we strive to offer very competitive solutions to aide in the transformation of yesterday’s business solutions into today’s industry leaders.

Since inception, we have provided solutions and consulting services for many agencies to include United States Office of Personnel Management (OPM), United States Air Force (USAF), United States Marine Corps (USMC), Department of Defense (DOD), Federal Aviation Administration (FAA), Department of Transportation (DOT), United States Coast Guard (USCG), Department of Homeland Security, United States Postal Service (USPS) and Port of San Francisco (POSF), City and County of San Francisco.

Part 2 – Customer Information

2.1a Table of awarded Special Item Number(s) with appropriate cross-reference to item descriptions and awarded price(s).

Special Item Number (SIN)	Description	Description Page	Awarded Price Page
518210C	Cloud and Cloud-Related IT Professional Services	8-13	14
OLM	Order Line Materials	15	

2.1b Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply. Not applicable.

2.1c If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided. If hourly rates are not applicable, indicate “Not applicable” for this item.

See Pages 8-13

2.2 Maximum Order

Category: Information Technology
Subcategory: IT Solutions
518210C: \$500,000

Category: Miscellaneous
OLM: \$250,000

2.3 Minimum Order

Category: Information Technology

Subcategory: IT Solutions
518210C: \$100

Category: Miscellaneous
OLM: \$100

2.4 Geographic coverage (delivery area)

Domestic delivery is delivery within the 48 contiguous states, Alaska, Hawaii, Puerto Rico, Washington, DC, and U.S. Territories. Domestic delivery also includes a port or consolidation point, within the aforementioned areas, for orders received from overseas activities.

2.5 Point(s) of production (city, county, and State or foreign country)

US

2.6 Discount from list prices or statement of net price

Prices shown are GSA prices with IFF; Basic discounts have been deducted.

2.7 Quantity discounts

2.5% on orders over \$250,000 at the time of initial contract, notwithstanding any subsequent BPAs, options, or other modifications to an order with the offeror.

2.8 Prompt payment terms

1% Net 20 Days

2.9a Purchase Cards Acceptable

Segundo, L.L.C. will accept Government purchase cards below the micro-purchase threshold.

2.9b Purchase Card Acceptance above micro-purchase threshold

Segundo, L.L.C. will accept Government purchase cards above the micro-purchase threshold.

2.10 Foreign items (list items by country of origin)

Not applicable

2.11a Time of delivery

Negotiated on a Task Order Basis

2.11b Expedited Delivery

Items available for expedited delivery are noted in this price list.

2.11c Overnight and 2-day delivery

Contact Contractor

2.11d Urgent Requirements:

Please note the Urgent Requirements clause of this contract and contact Contractor.

2.12 F.O.B. point(s)

Destination

2.13a Ordering address

Segundo, L.L.C.
8000 Towers Crescent Drive, Suite 1350
Vienna, Virginia 22182
Attn: Premi Hira, (703) 883-9318
E-mail: Premi.Hira@Segundo.net

2.13b 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.

2.14 Payment address(es)

Segundo, L.L.C.
8000 Towers Crescent Drive, Suite 1350
Vienna, Virginia 22182

Bank account information for ACH or EFT payments will be shown on the invoice.

2.15 Warranty provision

Not applicable.

2.16 Export packing charges, if applicable

Not applicable.

2.17 Terms and conditions of rental, maintenance, and repair (if applicable)

Not applicable.

2.18 Terms and conditions of installation (if applicable)

Not applicable.

2.19a Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable)

Not applicable.

2.19b Terms and conditions for any other services (if applicable)

Not applicable.

2.20 List of service and distribution points (if applicable)

Not applicable.

2.21 List of participating dealers (if applicable)

Not applicable.

2.22 Preventive maintenance (if applicable)

Not applicable.

2.23a Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants)

Not applicable.

2.23b Section 508 Compliance

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/.

2.24 Data Universal Number System (DUNS) Number

361416469

2.25 Segundo, L.L.C. is registered in the System for Award Management (SAM).

Part 3 – Large Category: Information Technology

Subcategory: IT Solutions

3.1 SIN 518210C – Cloud and Cloud-Related IT Professional Services

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

3.2 SIN 518210C – Description, Cloud Strategies and Cloud Solutions

Segundo, L.L.C. ("Segundo") is a systems integrator and a trusted advisor focused on providing Software as a Service (SaaS), Platform as a Service (PaaS) and Infrastructure as a Service (IaaS) to accommodate every level of an organization, from small to large federal agencies as well as state, city & local governments. Our comprehensive services provide your agency with cost savings and improves operational efficiencies in a secure environment. In essence, our strategy promotes your government agency to become cost-effective, innovative, adaptable and more scalable.

Segundo's 4Ps Framework [People, Process, Product, Policy] is a unique and practical solution which enables government agencies to develop Information Technology strategy and promote a clear agency vision. People, Process, Product and Policy work in concert to eliminate redundancies, improves efficiency and measurable Return On Investments (ROI). As a result, this allows focus on the agencies' priorities and promotes healthy working ethos.

Segundo supports government's transformation and modernization efforts by developing unique strategies and solutions, engages in your agency's vision to streamline Business-Process-Reengineering (BPR), helps to deliver seamless tailored technology solutions, while promoting automation and advocating efficient workloads and workflows.

By definition the Sub-Categories are:

- Software as a Service (SaaS) - Consumer uses provider's selected applications on cloud infrastructure. Consumer does not manage/control platform or infrastructure. Some limited application level configuration availability.
- Platform as a Service (PaaS) – Consumer deploys applications onto cloud platform service using provider-supplied utilities/tools/scripts. Consumer controls deployed applications and with some limited platform configuration but does not manage the platform or infrastructure.
- Infrastructure as a Service (IaaS) – Consumer provisions computing resources. Consumer has control over OS, storage, platform, deployed applications and with some limited infrastructure configuration, but does not manage the infrastructure.

3.3 SIN 518210C – Cloud Labor Category Descriptions

3.3.1 Cloud Senior Executive

Functional Responsibilities: Cloud Senior Executive has the overall management authority for client engagement and possesses experience in systems implementation, change management efforts, business process redesign & organizational alignment. Demonstrated experience with fostering relationships at the senior executive levels. Plans and budgets personnel and Software-as-a-Service (SaaS), Product-as-Service (PaaS) & Infrastructure-as-a-Service (IaaS) resources. Understands and communicates common best practices for the industry. Defines the direction and strategy of an organization's needs while ensuring those needs are being addressed. Classifies information technology inadequacies and/or deficiencies that affect the functional area's ability to support/meet organizational goals. In this capacity, they apply their extensive experience in planning and managing large scale, complex projects to control overall project scope, budgets and schedules for multi-project engagements. Possesses in-depth knowledge of the industry's business models, their operational and functional areas, and how they work independently and as a matrix. Provides supervision and direction to project team.

Minimum Education: Bachelor's Degree

Minimum / General Experience: Cloud Senior Executive possess at least Twelve (12) years of general experience in systems implementation, change management efforts, business process redesign & organizational alignment. In this capacity the Senior Executive applies their extensive experience in planning and managing large scale, complex projects to control scope, budgets, personnel, resources and schedules. Demonstrated four (4) years of specific experience in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS).

3.3.2 Cloud Senior Principal Solutions Architect

Functional Responsibilities: Cloud Senior Principal Solutions Architect performs business and technical analyst functions, which may include workshop facilitation, business process data validation, enterprise application (ERP product) testing, program development, unit testing of the application code (ERP product), work group/work session participation, and delivery of technical and business solutions. Possesses expertise in Software-as-a-Service (SaaS), Product-as-a-Service (PaaS) or Infrastructure-as-a-Service (IaaS). Works with senior managers to provide industry vision and strategic direction. Uses functional area expertise to create data base models and to assess the operational and functional data baseline. Performs business and technical designer functions, contributes to both the business and technical architecture components of the enterprise solution. Supports industry/functional area/business process specialists and experts. Supports architecture/product/technology specialists and experts. Reviews and assesses enterprise solution products for accuracy and consistency. Plans tasks; assigns resources to the task; monitors and tracks progress. Analyzes enterprise information system baseline and perform a "gap analysis" between the baseline, the user operational requirements, and the operating capability of enterprise application product sets. Performs business and technical designer functions. Reviews and assesses enterprise solution products for accuracy and consistency. Provides supervision to junior personnel.

Minimum Education: Bachelor's Degree

Minimum / General Experience: Cloud Senior Principal Solutions Architect has seven (7) years' experience in a general enterprise environment. Experience in creating data base models and the assessment of the operational and functional data baseline. Included in the minimum experience shall be two (2) years' experience in enterprise applications and/or formal training in Software-as-a-Service (SaaS), Product-as-a-Service (PaaS) or Infrastructure-as-a-Service (IaaS).

3.3.3 Cloud Solutions Architect

Functional Responsibilities: Cloud Solutions Architect reports to the Senior Principal Solutions Architect. Assists with business and technical analyst functions, which may include workshop facilitation, business process data validation, enterprise application (ERP product) testing, program development, unit testing of the application code (ERP product), work group/work session participation, and delivery of technical and business solutions. Possesses expertise in Software-as-a-Service (SaaS), Product-as-a-Service (PaaS) or Infrastructure-as-a-Service (IaaS). Assists in the creation of data

base models and the assessment of the operational and functional data baseline. Performs business and technical designer functions, contributes to both the business and technical architecture components of the enterprise solution. Supports industry/functional area/business process specialists and experts. Supports architecture/product/technology specialists and experts. Assists with the analysis of enterprise information system baseline and performs a "gap analysis" between the baseline, the user operational requirements, and the operating capability of enterprise application product sets.

Minimum Education: Bachelor's degree

Minimum / General Experience: Cloud Solutions Architect has four (4) years' experience in a general enterprise environment. Experience in creating data base models and the assessment of the operational and functional data baseline. Included in the minimum experience shall be one (1) years' experience in enterprise applications and/or formal training in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS).

3.3.4 Cloud Senior Principal Integration Consultant

Functional Responsibilities: Cloud Senior Principal Integration Consultant utilizes functional area knowledge to assess the operational and functional baseline of an organization and its components. Produces functional area strategies for enhanced IT operations in a cross-functional area mode throughout the organization. Contributes to account strategy sessions. Delivers technical and business solutions based upon enterprise applications (ERP products based). Possesses expertise in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS). Works independently to develop enterprise-based programs of medium to high intricacy. Responsibilities include the development, integration and placement of enterprise solutions. Supports ERP analysts, designers, business specialist and architectural experts. Efforts will produce business solution models, technical work products, unit-tested code, instructional courseware, data structures, user interfaces, documentation, and enhanced logical processes that will effectively use enterprise applications. Ensures the accuracy of the work of other personnel.

Minimum Education: Bachelor's degree

Minimum / General Experience: Cloud Senior Principal Integration Consultant has four (4) years' experience in the delivery of technical and business solutions based upon enterprise applications. In-depth experience in the development of enterprise-based programs. Knowledge of the industry's business models and their operational and functional areas. Included in the minimum experience shall be one (1) years'

experience in enterprise applications and/or formal training in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS).

3.3.5 Cloud Integration Consultant

Functional Responsibilities: Cloud Integration Consultant reports to the Senior Principal Integration Consultant. Utilizes functional area knowledge to assess the operational and functional baseline of an organization and its components. Assists in the production of functional area strategies for enhanced IT operations in a cross-functional area mode throughout the organization. Contributes to account strategy sessions. Assists in the delivery of technical and business solutions based upon enterprise applications (ERP products based). Possesses knowledge in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS). Assists in the development of enterprise-based programs of medium to high intricacy. Supports ERP analysts, designers, business specialist and architectural experts. Efforts will produce business solution models, technical work products, unit-tested code, instructional courseware, data structures, user interfaces, documentation, and enhanced logical processes that will effectively use enterprise applications.

Minimum Education: Bachelor's degree

Minimum / General Experience: Cloud Integration Consultant has two (2) years' experience in the delivery of technical and business solutions based upon enterprise applications. Experience in the development of enterprise-based programs. Knowledge of the industry's business models and their operational and functional areas.

3.3.6 Cloud Functional / Technical Analyst

Functional Responsibilities: Cloud Functional / Technical Analyst evaluates user needs to determine functional and cross-functional requirements. Identifies required tasks and their interrelationships by functional allocation. Performs technical and business analyst functions, including enterprise application testing from a functional business area perspective, validating business process data, program development, and unit testing of the application code (ERP) from a technical perspective. Possesses knowledge in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS). Participates in the development, integration, and deployment of enterprise solutions. Provides input for systems development and database administration groups.

Minimum Education: Bachelor's degree

Minimum / General Experience: Cloud Functional / Technical Analyst has two (2) years of technical experience within an enterprise environment. Demonstrated knowledge of developing, integrating, and deploying enterprise solutions, systems development, and data base administration.

3.3.7 Cloud Database Administrator

Functional Responsibilities: Cloud Database Administrator under general direction, provides technical expertise in the use of DBMS. Supports validated user requirements and evaluates and recommends available database management systems (DBMS) products. Defines file organization, indexing methods, and security procedures for specific user applications. Verifies and maintains accurate data in the master and control files of a database in a user environment. Identifies, researches, and analyzes data errors inconsistent within the database system. Determines appropriate actions. Produces and reviews system reports. Updates master control files. Maintains documentation on system files and reports. Assists in the planning and budgeting of personnel and database resources. Prepares and delivers presentations on DBMS concepts. Possesses expertise in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS).

Minimum Education: Bachelor's degree

Minimum / General Experience: Cloud Database Administrator has two (2) years of applicable experience with current DBMS technologies, application design utilizing various DBMS, database design and system analysis, and experience with DBMS internals and data manipulation languages. Included in the minimum experience shall be one (1) years' experience in enterprise applications and/or formal training in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS).

3.3.8 Cloud Systems Administrator

Functional Responsibilities: Cloud System Administrator may develop, run tests on, upkeep, implement, or maintain operating system and related software. Possesses knowledge in Software-as-a-Service (SaaS), Product-as-Service (PaaS) or Infrastructure-as-a-Service (IaaS). The Cloud System Administrator establish and implement standards for computer operations for compatibility between hardware and software, according to specifications and parameters. Also troubleshoots and/or resolves software, operating system, and networking problems. The Cloud System Administrator schedules, performs, or monitors system backups, upkeep or performs data recoveries. Performs more routine aspects of the position and is supervised by the Cloud Database Administrator.

Minimum Education: Bachelor's degree

Minimum / General Experience: Cloud System Administrator has two (2) years of technical experience within an enterprise environment. Demonstrated knowledge of scheduling, performing, monitoring system backups and data recoveries.

Education and Experience Substitutions for 518201C Labor Categories:

Substitution Matrix	Degree Equivalents
Associate's Degree	Two (2) Years relevant experience is equal to an Associate Degree.
Bachelor's Degree	Associate's Degree plus two (2) years relevant experience, or four (4) years relevant experience.

3.4 SIN 518210C – Cloud Labor Category Rates

Labor Category	Base Period				
	Year 1 11/16/21 – 11/15/22	Year 2 11/16/22 – 11/15/23	Year 3 11/16/23 – 11/15/24	Year 4 11/16/24 – 11/15/25	Year 5 11/16/25 – 11/15/26
Cloud Senior Executive	\$610.83	\$624.27	\$638.00	\$652.04	\$666.38
Cloud Senior Principal Solutions Architect	\$156.37	\$159.81	\$163.33	\$166.92	\$170.59
Cloud Solutions Architect	\$146.60	\$149.82	\$153.12	\$156.49	\$159.93
Cloud Senior Principal Integration Consultant	\$146.60	\$149.82	\$153.12	\$156.49	\$159.93
Cloud Integration Consultant	\$136.83	\$139.84	\$142.91	\$146.06	\$149.27
Cloud Functional / Technical Analyst	\$127.05	\$129.85	\$132.70	\$135.62	\$138.61
Cloud Database Administrator	\$136.83	\$139.84	\$142.91	\$146.06	\$149.27
Cloud Systems Administrator	\$127.05	\$129.85	\$132.70	\$135.62	\$138.61

Part 4 – Large Category: Miscellaneous

Subcategory: Complementary SIN

4.1 Special Item Number (SIN) Order Level Materials (OLM)

OLMs are supplies and/or services acquired in direct support of an individual task or delivery order placed against a Schedule contract or BPA. OLM pricing is not established at the Schedule contract or BPA level, but at the order level. Since OLMs are identified and acquired at the order level, the ordering contracting officer (OCO) is responsible for making a fair and reasonable price determination for all OLMs.

OLMs are procured under a special ordering procedure that simplifies the process for acquiring supplies and services necessary to support individual task or delivery orders placed against a Schedule contract or BPA. Using this new procedure, ancillary supplies and services not known at the time of the Schedule award may be included and priced at the order level.

OLM SIN-Level Requirements/Ordering Instructions:

OLMs are:

- Purchased under the authority of the FSS Program,
- Unknown until an order is placed,
- Defined and priced at the ordering activity level in accordance with GSAR clause 552.238-115 Special Ordering Procedures for the Acquisition of Order Level Materials. (Price analysis for OLMs is not conducted when awarding the FSS contract or FSS BPA; therefore, GSAR 538.270 and 538.271 do not apply to OLMs),
- Only authorized for use in direct support of another awarded SIN,
- Only authorized for inclusion at the order level under a Time and Materials (T&M) or Labor Hour (LH) Contract Line Item Number (CLIN),
- Subject to a Not To Exceed (NTE) ceiling price.

OLMs are not:

- Open Market Items,
- Items awarded under ancillary supplies/services or other direct cost (ODC) SINs (these items are defined, priced, and awarded at the FSS contract level).

OLM Pricing:

- Prices for items provided under the Order-Level Materials SIN must be inclusive of the Industrial Funding Fee (IFF),
- The value of OLMs in a task or delivery order, or the cumulative value of OLMs in orders against an FSS BPA awarded under an FSS contract, cannot exceed 33.33% of the task order or delivery order value.