

GENERAL SERVICES ADMINISTRATION

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

SPECIAL ITEM NUMBER 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES

- FSC/PSC Class D302 IT SYSTEMS DEVELOPMENT SERVICES
 - FSC/PSC Class D306 IT SYSTEMS ANALYSIS SERVICES
 - FSC/PSC Class D307 AUTOMATED INFORMATION SYSTEM SVCS
 - FSC/PSC Class D308 PROGRAMMING SERVICES
 - FSC/PSC Class D310 IT BACKUP AND SECURITY SERVICES
 - FSC/PSC Class D311 IT DATA CONVERSION SERVICES
 - FSC/PSC Class D313 IT AND TELECOM CAD/CM
 - FSC/PSC Class D316 TELECOMMUNICATION NETWORK MGMT SVCS
 - IT Network Management Services -FSC/PSC Class D317 AUTO NEWS, DATA & OTHER SVCS
 - Creation/Retrieval of IT Related Data Services
 - Creation/Retrieval of Other Information Services
 - FSC/PSC Class D399 OTHER IT & TELECOMMUNICATIONS SVCS
- Other Information Technology Services, Not Elsewhere Classified, Public Key Infrastructure (PKI) Professional Services to support implementation and integration for ordering activities' applications, PIV Integration Products and Services

Contractor: MorganFranklin Consulting, LLC
7900 TYSONS ONE PL STE 300
MC LEAN, VA 22102-5979

Business Size: Large Business

In accordance with 13 C.F.R. 121.404, the Contractor is ineligible to participate in any RFQ that is set aside for small business where the subject contract's awarded size status for the preponderance NAICS designated in the RFQ is "other than small".

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Contract Administration: Eric Reicin

Contract Number: GS-35F-411DA
Period Covered by Contract: July 15th 2016- July 14th 2021

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

Note 1: All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchased separately.

Note 2: Offerors and Agencies are advised that the Group 70 – Information Technology Schedule is not to be used as a means to procure services which properly fall under the Brooks Act. These services include, but are not limited to, architectural, engineering, mapping, cartographic production, remote sensing, geographic information systems, and related services. FAR 36.6 distinguishes between mapping services of an A/E nature and mapping services which are not connected nor incidental to the traditionally accepted A/E Services.

Note 3: This solicitation is not intended to solicit for the reselling of IT Professional Services, except for the provision of implementation, maintenance, integration, or training services in direct support of a product. Under such circumstances the services must be performance by the publisher or manufacturer or one of their authorized agents.

Customer Information:

1a. Table of Awarded Special Item Number(s) with appropriate cross-reference to page numbers:

SIN	Description
132-51	IT Professional Services

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.

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.

2. Maximum Order: \$500,000.00

3. Minimum Order: \$100.00

4. Geographic Coverage (delivery Area): The geographic location for all labor categories is domestic delivery that includes 50 states, Washington D.C., and Puerto Rico

5. Point(s) of production (city, county, and state or foreign country): N/A

6. Discount from list prices or statement of net price: Government net prices (discounts already deducted).

7. Quantity discounts: None

8. Prompt payment terms: Net 30 days

9a. Notification that Government purchase cards are accepted up to the micro-purchase threshold: Yes

9b. Notification whether Government purchase cards are accepted or not accepted above the micro-purchase threshold: will not accept over the micropurchase threshold

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

- 11a. Time of Delivery (Contractor insert number of days):** Specified on the Task Order and shall deliver or perform services in accordance with the terms negotiated in an agency's order.
- 11b. Expedited Delivery.** The Contractor will insert the sentence "Items available for expedited delivery are noted in this price list." under this heading. The Contractor may use a symbol of its choosing to highlight items in its price list that have expedited delivery: Contact Contractor
- 11c. Overnight and 2-day delivery.** The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery: Contact Contractor
- 11d. Urgent Requirements.** The Contractor will note in its price list the "Urgent Requirements" clause of its contract and advise agencies that they can also contact the Contractor's representative to effect a faster delivery: Contact Contractor
- 12. F.O.B Points(s):** Destination
- 13a. Ordering Address(es):**
MorganFranklin Consulting, LLC
7900 TYSONS ONE PL STE 300
MC LEAN, VA 22102-5979
- 13b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA's), and a sample BPA can be found at the GSA/FSS Schedule homepage (fss.gsa.gov/schedules).
- 14. Payment address(es):**
MorganFranklin Consulting, LLC
7900 TYSONS ONE PL STE 300
MC LEAN, VA 22102-5979
- 15. Warranty provision.:** Contractor's standard commercial warranty.
- 16. Export Packing Charges (if applicable):** N/A
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level):** Contact Contractor
- 18. Terms and conditions of rental, maintenance, and repair (if applicable):** N/A
- 19. Terms and conditions of installation (if applicable):** N/A
- 20. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable):** N/A
- 20a. Terms and conditions for any other services (if applicable):** N/A
- 21. List of service and distribution points (if applicable):** N/A
- 22. List of participating dealers (if applicable):** N/A
- 23. Preventive maintenance (if applicable):** N/A
- 24a. Environmental attributes, e.g., recycled content, energy efficiency, and/or reduced pollutants:** N/A

- 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. contactor's website or other location.) The EIT standards can be found at: www.Section508.gov/.
25. Data Universal Numbering System (DUNS) number: 049003812
26. Notification regarding registration in the System for Award Management (SAM) Database: Registered

**TERMS AND CONDITIONS APPLICABLE TO INFORMATION TECHNOLOGY (IT)
PROFESSIONAL SERVICES (SPECIAL ITEM NUMBER 132-51)**

1. SCOPE

- a. The prices, terms and conditions stated under Special Item Number 132-51 Information Technology Professional Services apply exclusively to IT Professional Services within the scope of this Information Technology Schedule.
- b. The Contractor shall provide services at the Contractor's facility and/or at the ordering activity location, as agreed to by the Contractor and the ordering activity.

2. PERFORMANCE INCENTIVES I-FSS-60 Performance Incentives (April 2000)

- a. Performance incentives may be agreed upon between the Contractor and the ordering activity on individual fixed price orders or Blanket Purchase Agreements under this contract.
- b. The ordering activity must establish a maximum performance incentive price for these services and/or total solutions on individual orders or Blanket Purchase Agreements.
- c. Incentives should be designed to relate results achieved by the contractor to specified targets. To the maximum extent practicable, ordering activities shall consider establishing incentives where performance is critical to the ordering activity's mission and incentives are likely to motivate the contractor. Incentives shall be based on objectively measurable tasks.

3. ORDER

- a. Agencies may use written orders, EDI orders, blanket purchase agreements, individual purchase orders, or task orders for ordering services under this contract. Blanket Purchase Agreements shall not extend beyond the end of the contract period; all services and delivery shall be made and the contract terms and conditions shall continue in effect until the completion of the order. Orders for tasks which extend beyond the fiscal year for which funds are available shall include FAR 52.232-19 (Deviation – May 2003) Availability of Funds for the Next Fiscal Year. The purchase order shall specify the availability of funds and the period for which funds are available.
- b. All task orders are subject to the terms and conditions of the contract. In the event of conflict between a task order and the contract, the contract will take precedence.

4. PERFORMANCE OF SERVICES

- a. The Contractor shall commence performance of services on the date agreed to by the Contractor and the ordering activity.

- b. The Contractor agrees to render services only during normal working hours, unless otherwise agreed to by the Contractor and the ordering activity.
- c. The ordering activity should include the criteria for satisfactory completion for each task in the Statement of Work or Delivery Order. Services shall be completed in a good and workmanlike manner.
- d. Any Contractor travel required in the performance of IT Services must comply with the Federal Travel Regulation or Joint Travel Regulations, as applicable, in effect on the date(s) the travel is performed. Established Federal Government per diem rates will apply to all Contractor travel. Contractors cannot use GSA city pair contracts.

5. STOP-WORK ORDER (FAR 52.242-15) (AUG 1989)

- (a) The Contracting Officer may, at any time, by written order to the Contractor, require the Contractor to stop all, or any part, of the work called for by this contract for a period of 90 days after the order is delivered to the Contractor, and for any further period to which the parties may agree. The order shall be specifically identified as a stop-work order issued under this clause. Upon receipt of the order, the Contractor shall immediately comply with its terms and take all reasonable steps to minimize the incurrence of costs allocable to the work covered by the order during the period of work stoppage. Within a period of 90 days after a stop-work is delivered to the Contractor, or within any extension of that period to which the parties shall have agreed, the Contracting Officer shall either-
 - (1) Cancel the stop-work order; or
 - (2) Terminate the work covered by the order as provided in the Default, or the Termination for Convenience of the Government, clause of this contract.
- (b) If a stop-work order issued under this clause is canceled or the period of the order or any extension thereof expires, the Contractor shall resume work. The Contracting Officer shall make an equitable adjustment in the delivery schedule or contract price, or both, and the contract shall be modified, in writing, accordingly, if-
 - (1) The stop-work order results in an increase in the time required for, or in the Contractor's cost properly allocable to, the performance of any part of this contract; and
 - (2) The Contractor asserts its right to the adjustment within 30 days after the end of the period of work stoppage; provided, that, if the Contracting Officer decides the facts justify the action, the Contracting Officer may receive and act upon the claim submitted at any time before final payment under this contract.
- (c) If a stop-work order is not canceled and the work covered by the order is terminated for the convenience of the Government, the Contracting Officer shall allow reasonable costs resulting from the stop-work order in arriving at the termination settlement.
- (d) If a stop-work order is not canceled and the work covered by the order is terminated for default, the Contracting Officer shall allow, by equitable adjustment or otherwise, reasonable costs resulting from the stop-work order.

6. INSPECTION OF SERVICES

The Inspection of Services–Fixed Price (AUG 1996) (Deviation – May 2003) clause at FAR 52.246-4 applies to firm-fixed price orders placed under this contract. The Inspection–Time-and-Materials and

Labor-Hour (MAY 2001) (Deviation – May 2003) clause at FAR 52.246-6 applies to time-and-materials and labor-hour orders placed under this contract.

7. RESPONSIBILITIES OF THE CONTRACTOR

The Contractor shall comply with all laws, ordinances, and regulations (Federal, State, City, or otherwise) covering work of this character. If the end product of a task order is software, then FAR 52.227-14 (Dec 2007) Rights in Data – General, may apply.

8. RESPONSIBILITIES OF THE ORDERING ACTIVITY

Subject to security regulations, the ordering activity shall permit Contractor access to all facilities necessary to perform the requisite IT Professional Services.

9. INDEPENDENT CONTRACTOR

All IT Professional Services performed by the Contractor under the terms of this contract shall be as an independent Contractor, and not as an agent or employee of the ordering activity.

10. ORGANIZATIONAL CONFLICTS OF INTEREST

a. Definitions.

“Contractor” means the person, firm, unincorporated association, joint venture, partnership, or corporation that is a party to this contract.

“Contractor and its affiliates” and “Contractor or its affiliates” refers to the Contractor, its chief executives, directors, officers, subsidiaries, affiliates, subcontractors at any tier, and consultants and any joint venture involving the Contractor, any entity into or with which the Contractor subsequently merges or affiliates, or any other successor or assignee of the Contractor.

An “Organizational conflict of interest” exists when the nature of the work to be performed under a proposed ordering activity contract, without some restriction on ordering activities by the Contractor and its affiliates, may either (i) result in an unfair competitive advantage to the Contractor or its affiliates or (ii) impair the Contractor’s or its affiliates’ objectivity in performing contract work.

b. To avoid an organizational or financial conflict of interest and to avoid prejudicing the best interests of the ordering activity, ordering activities may place restrictions on the Contractors, its affiliates, chief executives, directors, subsidiaries and subcontractors at any tier when placing orders against schedule contracts. Such restrictions shall be consistent with FAR 9.505 and shall be designed to avoid, neutralize, or mitigate organizational conflicts of interest that might otherwise exist in situations related to individual orders placed against the schedule contract. Examples of situations, which may require restrictions, are provided at FAR 9.508.

11. INVOICES

The Contractor, upon completion of the work ordered, shall submit invoices for IT Professional services. Progress payments may be authorized by the ordering activity on individual orders if appropriate. Progress payments shall be based upon completion of defined milestones or interim products. Invoices shall be submitted monthly for recurring services performed during the preceding month.

12. PAYMENTS

For firm-fixed price orders the ordering activity shall pay the Contractor, upon submission of proper invoices or vouchers, the prices stipulated in this contract for service rendered and accepted. Progress payments shall be made only when authorized by the order. For time-and-materials orders, the Payments under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to time-and-materials orders placed under this contract. For labor-hour orders, the Payment under Time-and-Materials and Labor-Hour Contracts at FAR 52.212-4 (MAR 2009) (ALTERNATE I – OCT 2008) (DEVIATION I – FEB 2007) applies to labor-hour orders placed under this contract. 52.216-31(Feb 2007) Time-and-Materials/Labor-Hour Proposal Requirements—Commercial Item Acquisition As prescribed in 16.601(e)(3), insert the following provision:

- (a) The Government contemplates award of a Time-and-Materials or Labor-Hour type of contract resulting from this solicitation.
- (b) The offeror must specify fixed hourly rates in its offer that include wages, overhead, general and administrative expenses, and profit. The offeror must specify whether the fixed hourly rate for each labor category applies to labor performed by—
 - (1) The offeror;
 - (2) Subcontractors; and/or
 - (3) Divisions, subsidiaries, or affiliates of the offeror under a common control.

13. RESUMES

Resumes shall be provided to the GSA Contracting Officer or the user ordering activity upon request.

14. INCIDENTAL SUPPORT COSTS

Incidental support costs are available outside the scope of this contract. The costs will be negotiated separately with the ordering activity in accordance with the guidelines set forth in the FAR.

15. APPROVAL OF SUBCONTRACTS

The ordering activity may require that the Contractor receive, from the ordering activity's Contracting Officer, written consent before placing any subcontract for furnishing any of the work called for in a task order.

16. DESCRIPTION OF IT PROFESSIONAL SERVICES AND PRICING

- a. The Contractor shall provide a description of each type of IT Service offered under Special Item Numbers 132-51 IT Professional Services should be presented in the same manner as the Contractor sells to its commercial and other ordering activity customers. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles (labor categories) for those individuals who will perform the service should be provided.
- b. Pricing for all IT Professional Services shall be in accordance with the Contractor's customary commercial practices; e.g., hourly rates, monthly rates, term rates, and/or fixed prices, minimum general experience and minimum education.

The following is an example of the manner in which the description of a commercial job title should be presented:

EXAMPLE: Labor Category Title: System Engineer

Minimum/General Experience: 3 years

Functional Responsibility: Guides users in formulating requirements, advises alternative approaches, conducts feasibility studies.

Minimum Education: Bachelor's Degree in a related field

**LABOR CATEGORY RATES (132-51)- GSA SCHEDULE CONTRACT INFORMATION TECHNOLOGY
(IT) SERVICES (All rates below include IFF) 2% Escalation**

Labor Category	6/15/2016- 6/14/2017	6/15/2017- 6/14/2018	6/15/2018- 6/14/2019	6/15/2019- 6/14/2020	6/15/2020- 6/14/2021
IT Leader	\$ 153.05	\$ 156.11	\$ 159.23	\$ 162.42	\$ 165.66
Senior IT Consultant	\$ 142.19	\$ 145.03	\$ 147.93	\$ 150.89	\$ 153.91
Manager	\$ 197.48	\$ 201.43	\$ 205.46	\$ 209.57	\$ 213.76
Senior Manager I	\$ 227.10	\$ 231.65	\$ 236.28	\$ 241.00	\$ 245.82
Managing Director I	\$ 325.84	\$ 332.36	\$ 339.01	\$ 345.79	\$ 352.70
Managing Director II	\$ 365.34	\$ 372.65	\$ 380.10	\$ 387.70	\$ 395.46
Managing Director III	\$ 394.96	\$ 402.86	\$ 410.92	\$ 419.14	\$ 427.52
IT Audit Manager I	\$ 222.17	\$ 226.61	\$ 231.14	\$ 235.76	\$ 240.48
Project Manager I	\$ 152.06	\$ 155.10	\$ 158.20	\$ 161.37	\$ 164.60
SENIOR ASSOCIATE I	\$ 143.17	\$ 146.04	\$ 148.96	\$ 151.94	\$ 154.98
Consultant I	\$ 133.30	\$ 135.97	\$ 138.69	\$ 141.46	\$ 144.29
Consultant II	\$ 138.24	\$ 141.00	\$ 143.82	\$ 146.70	\$ 149.63
Consultant III	\$ 182.67	\$ 186.32	\$ 190.05	\$ 193.85	\$ 197.73
Consultant IV	\$ 197.48	\$ 201.43	\$ 205.46	\$ 209.57	\$ 213.76
Senior Consultant	\$ 207.36	\$ 211.50	\$ 215.73	\$ 220.05	\$ 224.45
Director I	\$ 227.10	\$ 231.65	\$ 236.28	\$ 241.00	\$ 245.82
Director III	\$ 266.60	\$ 271.93	\$ 277.37	\$ 282.92	\$ 288.58
IT systems Analyst	\$ 153.05	\$ 156.11	\$ 159.23	\$ 162.42	\$ 165.66
Senior IT Manager	\$ 251.79	\$ 256.82	\$ 261.96	\$ 267.20	\$ 272.54
IA Manager	\$ 182.67	\$ 186.32	\$ 190.05	\$ 193.85	\$ 197.73
Partner	\$ 246.85	\$ 251.79	\$ 256.82	\$ 261.96	\$ 267.20
Audit Senior	\$ 148.11	\$ 151.07	\$ 154.09	\$ 157.18	\$ 160.32
Principal Consultant	\$ 222.17	\$ 226.61	\$ 231.14	\$ 235.76	\$ 240.48
Senior Manager II	\$ 207.36	\$ 211.50	\$ 215.73	\$ 220.05	\$ 224.45
Manager I	\$ 236.98	\$ 241.72	\$ 246.55	\$ 251.48	\$ 256.51
Senior Manager III	\$ 167.86	\$ 171.22	\$ 174.64	\$ 178.13	\$ 181.70
Project Manager II	\$ 162.92	\$ 166.18	\$ 169.50	\$ 172.89	\$ 176.35
Senior Consultant I	\$ 123.43	\$ 125.89	\$ 128.41	\$ 130.98	\$ 133.60
IT Audit Staff	\$ 103.68	\$ 105.75	\$ 107.87	\$ 110.02	\$ 112.22
Business Analyst	\$ 105.00	\$ 107.10	\$ 109.24	\$ 111.43	\$ 113.66

LABOR CATEGORY DESCRIPTIONS (132-51)

Labor Category	Functional Responsibility	Education	Years Experience
IT Leader	The IT Leader performs day-to-day IT project/program management of assigned delivery order projects that involve teams of data processing and other information system and management professionals who have previously been involved in analyzing, designing, integrating, testing, documenting, converting, extending, and implementing automated information and telecommunications systems. Demonstrates proven skills in those technical areas addressed by the delivery order to be managed. Organizes, directs, and coordinates the planning and production of all activities associated with assigned projects. Demonstrates writing and oral communication skills.	Bachelor's degree or equivalent from an accredited college or university.	6
Senior IT Consultant	The senior IT consultant manages the project work as defined by the client contract. Leads medium to large complex IT projects and major phases of very large projects. The senior consultant also manages the fact-finding, analysis and development of hypothesis/conclusions, production of final reports and delivery of presentations. Responsible for ensuring that the project delivers to client expectations on time and to budget.	Bachelor's degree or equivalent from an accredited college or university.	6
Manager	The Manager directs the work of IT subordinate staff. Reviews working papers and reports for accuracy and completeness. Is regularly assigned on engagements in a managerial capacity for IT related projects. Manages team dedicated to customizing solutions, ensuring the satisfaction of client requirements. Interfaces with clients on a regular basis and reviews the services provided for completeness and adherence to client requirements and policies. Prepares documentation, reports and other deliverables for client approval.	Bachelor's degree or equivalent from an accredited college or university.	8
Senior Manager I	The Senior Manager I directs the work of subordinate staff on IT related projects. Reviews working papers and reports for accuracy and completeness. Plans, organizes, executes, controls and performs IT project work efforts to result in successful delivery of professional services. Manages project teams. May be involved in leading or supporting activities associated with facilitation, training development, data collection, data analysis, methodology development and evaluation, process reengineering, or policy development to support clients and project team. May supervise other employees, function as task lead or perform as an individual contributor. Provides on-site quality control, monitors engagement budget, plans and assigns workload to project team. Liaison between project and Customer Relationship Manager.	Bachelor's degree or equivalent from an accredited college or university.	9

Labor Category	Functional Responsibility	Education	Years Experience
Managing Director I	The Managing Director I is responsible for overall direction, coordination and evaluation of major IT business units. Provides high-level expert guidance and expertise to single or multiple IT projects. Is expected to manage IT complex organizations and teams by integrating skills into client-focused, performance-based organizational solutions. Provides IT management, organizational, business and IT improvement services to include business strategy planning, policy analysis, organizational design, cost-benefit analysis, change management and business/organizational transformation solutions.	Bachelor's degree or equivalent from an accredited college or university.	15
Managing Director II	The Managing Director II is responsible for overall direction, coordination and evaluation of major IT business units. Provides high-level expert guidance and expertise to single or multiple IT projects. Manages complex IT organizations and teams by integrating skills into client-focused, performance-based organizational solutions. Provides IT management, organizational and business improvement services to include business IT strategy planning, policy analysis, organizational design, cost-benefit analysis, change management and business/organizational transformation solutions. Manages clients expectations and provides strategic feedback	Bachelor's degree or equivalent from an accredited college or university.	18
Managing Director III	The Managing Director III is responsible for overall direction, coordination and evaluation of major IT business units. Provides high-level expert guidance and expertise to single or multiple IT projects. Manages complex IT organizations and teams by integrating skills into client-focused, performance-based organizational solutions. Provides IT, management, organizational and business improvement services to include business IT strategy planning, policy analysis, organizational design, cost-benefit analysis, change management and business/organizational transformation solutions. Manages clients expectations and provides strategic feedback. Can deliver, present and lead any and all strategic efforts for any program.	Bachelor's degree or equivalent from an accredited college or university.	20
IT Audit Manager I	The IT Audit manager I directs the work of senior and staff. Reviews working papers and reports for accuracy and completeness. Reviews working papers, financial statements and reports for accuracy and completeness. Conducts discussions with clients about the results of the work performed. Directs senior and junior auditors. Reviews work plans and programs. Monitors assignment completion within budgeted time and delivery commitments. Tracks progress of engagements and troubleshoots accounting, auditing and reporting problems as they arise.	Bachelor's degree or equivalent from an accredited college or university.	6

Labor Category	Functional Responsibility	Education	Years Experience
Project Manager I	The Project Manager I supervises or directly manages and coordinates project through all phases of an IT project life cycle, which can include such aspects as planning, requirements analysis, design, development, testing, installation, and evaluation. Responsible for conducting the project in a timely manner, ensuring the quality of work products, maintaining financial soundness of the project, managing interactions, and reporting progress and issues. Ensures conformance with work standards; interprets policies, procedures, and goals and objectives of the organization. Coordinates work effort with all parties. Reviews work products for quality, completeness, and adherence to design concepts and user requirements. Has significant expertise in managing systems projects. Responsible for client liaison.	Bachelor's degree or equivalent from an accredited college or university.	6
SENIOR ASSOCIATE I	Is regularly assigned on IT engagements in the capacity of a Senior Associate I. Demonstrated in-depth knowledge of and analytical skill related to IT business systems and processes. Serves as a functional/technical expert in the development of large, complex IT task order deliverables. Implements financial management processes to support the total requirements as well as to provide for and support present and future cross-functional/technical requirements and interfaces. Analytically and systematically evaluates problems related to organizational, planning and workflow issues. Implements appropriate corrective action.	Bachelor's degree or equivalent from an accredited college or university.	6
Consultant I	The Consultant I provides analytical support to experienced staff members, including but not limited to IT related tasks.	Bachelor's degree or equivalent from an accredited college or university.	0
Consultant II	The Consultant II plans, organizes, directs and conducts tasks in IT related problem areas. The problems are difficult to define and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases and tools. Makes technical decisions which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems.	Bachelor's degree or equivalent from an accredited college or university.	2

Labor Category	Functional Responsibility	Education	Years Experience
Consultant III	The Consultant III plans, organizes, directs and conducts tasks in IT related problem areas. The problems are difficult to define and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases and tools. Makes technical decisions which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as the ability to evaluate the impact of new and innovative subject matter related strategies.	Bachelor's degree or equivalent from an accredited college or university.	4
Consultant IV	The Consultant IV Plans, organizes, directs and conducts tasks in IT related problem areas. Is expected to manager subordinate consultants and staff. The problems are difficult to define and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases and tools. Makes technical decisions which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as the ability to evaluate the impact of new and innovative subject matter related strategies.	Bachelor's degree or equivalent from an accredited college or university.	6
Senior Consultant	The Senior Consultant plans, organizes, directs and conducts IT related tasks in problem areas. The problems are difficult to define and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases and tools. Makes technical decisions which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances, as well as the ability to evaluate the impact of new and innovative acquisition strategies.	Bachelor's degree or equivalent from an accredited college or university.	8

Labor Category	Functional Responsibility	Education	Years Experience
Director I	The Director I provides IT related consultation and/or analytical support and direction to project personnel on IT projects. Responsible for leading multiple teams of professionals. Directs the work of subordinate staff. Reviews working papers and reports for accuracy and completeness. Organizes and directs overall engagement performance.	Bachelor's degree or equivalent from an accredited college or university.	8
Director III	The Director III Provides IT related consultation and/or analytical support and direction to project personnel on IT projects. Responsible for leading multiple teams of professionals across multiple programs. Directs the work of subordinate staff. Reviews working papers and reports for accuracy and completeness. Organizes and directs overall engagement performance. Ensures that goals and objectives are accomplished within prescribed time frame and budget. Participates in project meetings to resolve issues through application of available resources or experience gained on other projects. Ensures compliance with policies and professional standards.	Bachelor's degree or equivalent from an accredited college or university.	10
IT Systems Analyst	The IT Systems Analyst analyzes and develops IT systems possessing a wide range of capabilities, including numerous engineering, business and records management functions. Develops plans for automated information systems from project inception to conclusion. Analyzes user interfaces, maintains hardware and software performance tuning, analyzes workload and computer usage, maintains interfaces with outside systems, analyzes downtimes, analyzes proposed system modifications, upgrades and new COTS.	Bachelor's degree or equivalent from an accredited college or university.	4
Senior IT Manager	The Senior IT Manager directs the work of subordinate IT project staff. Reviews working papers and reports for accuracy and completeness. Plans, organizes, executes, controls and performs project work efforts to result in successful delivery of IT professional services. Manages IT project teams. May be involved in leading or supporting activities associated with facilitation, training development, data collection, data analysis, methodology development and evaluation, process reengineering, or policy development to support clients and project team. May supervise other employees, function as task lead or perform as an individual contributor. Provides on-site quality control, monitors engagement budget, plans and assigns workload to project team. Liaison between project and Customer Relationship Manager.	Bachelor's degree or equivalent from an accredited college or university.	10

Labor Category	Functional Responsibility	Education	Years Experience
IA Manager	The IA Manager can develop and recommend technical solutions to support client requirements in solving moderately complex network, platform and system security problems. Typical focus areas include analytical and engineering solutions based on federal and industry INFOSEC policy, doctrine and regulations. Responsibilities include: identity management, secure system engineering and development, biometrics, system/security requirements analysis, secure system definition, as well as, specification development of INFOSEC policies and procedures utilizing technical and analytical skills. Also designs test beds for the Developmental Test & Evaluation (DT&E) of advanced INFOSEC hardware and software solutions.	Bachelor's degree or equivalent from an accredited college or university.	6
Partner	The Partner is the senior corporate manager responsible for overall direction, coordination and evaluation of major IT business units. Provides high-level expert guidance and expertise to single or multiple IT projects. Manages complex organizations and teams by integrating skills into client-focused, performance-based organizational solutions. Provides IT management, organizational and business improvement services to include business strategy planning, policy analysis, organizational design, cost-benefit analysis, change management and business/organizational transformation solutions.	Bachelor's degree or equivalent from an accredited college or university.	14
Audit Senior	The Audit Senior exercises supervisory control over IT field personnel and performs preliminary quality assurance of audit findings related to the IT project or program. Reviews work products prepared during the conduct of the audit for proper documentation. Ensures that all activities conform to the terms and conditions of the contract and ordering procedures set forth by ordering activity.	Bachelor's degree or equivalent from an accredited college or university.	8
Principal Consultant	The Principal Consultant is recognized for strong expertise in industry issues and trends. Can utilize functional area expertise gained through direct industry experience to assess the operational and functional baseline of an organization and its organizational components. Guides the determination of information technology inadequacies and/or deficiencies that affect the functional area's ability to support/meet organizational goals. Generates functional area strategies for enhanced IT operations in a cross-functional area mode throughout the organization. Participates in account strategy sessions, strategic assessments and design reviews to validate enterprise approach and associated work products, such as ERP implementations. Provides guidance and direction to other professionals, acts in a consulting and/or advisory capacity; coordinates resolution of highly complex problems and tasks, possesses ability to meet and operate under deadlines.	Bachelor's degree or equivalent from an accredited college or university.	9

Labor Category	Functional Responsibility	Education	Years Experience
Manager I	The Manager I Directs the work of subordinate IT staff. Reviews working papers and reports for accuracy and completeness. Is regularly assigned on engagements in a managerial capacity. Manages IT team(s) dedicated to customizing solutions, ensuring the satisfaction of client requirements. Interfaces with clients on a regular basis and reviews the services provided for completeness and adherence to client requirements and policies. Prepares documentation, reports and other deliverables for client approval.	Bachelor's degree or equivalent from an accredited college or university.	9
Senior Manager III	Serves as the Senior Manager III of a large multi-task IT efforts, applying a wide spectrum of disciplines for the planning, analysis, design, implementation and support of assigned tasks. Oversees development of analytical and computational techniques and methodology for problem solutions. Directs enterprise wide strategic systems planning, business information planning, business and analysis. Manages process and data modeling in support of the planning and analysis efforts using both manual and automated tools. As applicable, directs team in the application of reverse engineering and re-engineering disciplines to develop migration strategic and planning documents. May perform a quality assurance role. Identifies all task responsibilities and reports any changes or suggestions accordingly to the client and/or corporate Senior Management.	Bachelor's degree or equivalent from an accredited college or university.	11
Project Manager II	The Project Manager II organizes, directs, and manages the operation and maintenance functions at a specific site where a substantial number of contractor support personnel are assigned. Manages substantial computer support operations including, but not limited to, systems acquisition, computer operations, system software maintenance, production control, data entry, remote job entry, etc. Must have demonstrated capability for oral and written communications with all levels of management. Must have a thorough knowledge of the capabilities of applicable computer and communications configurations. Meets with customer and contractor personnel to formulate and review task plans and deliverable items. Ensures conformance with task schedules and costs.	Bachelor's degree or equivalent from an accredited college or university.	8
Senior Consultant I	The Senior Consultant I plans, organizes, directs and conducts IT related tasks in problem areas. The problems are difficult to define and may require novel approaches and the use of sophisticated techniques. Has moderately extensive technical responsibility for interpreting, organizing, executing and coordinating assignments. Keeps abreast of new methodologies, databases and tools. Makes technical decisions which are considered authoritative, and which demonstrate mature judgment in anticipating and solving complex problems. Work requires the technical capability to assess the cost and schedule implications of existing and projected technological advances. Recognized for strong expertise in industry issues and trends.	Bachelor's degree or equivalent from an accredited college or university.	8

Labor Category	Functional Responsibility	Education	Years Experience
IT Audit Staff	The IT Audit Staff serves as an IT project team member, performs tasks including evaluation of computer-based systems and tests of application and general controls as assigned under the supervision of a senior or manager, effectively documents fieldwork performed and presents to senior or manager for review, effectively communicates testing status to senior	Bachelor's degree or equivalent from an accredited college or university.	2
Business Analyst	The Business Analyst prepares and conducts IT related business analyses and studies, needs assessments, requirements analysis/definition and cost/benefit analyses in an effort to align business systems, solutions and initiatives. Prepares forecasts and analyzes trends, reporting regulations and business conditions. Develops and analyzes metrics, performance measurements, requirements, reports and recommendations related to management, organizational structure, policy/procedures and business systems.	Bachelor's degree or equivalent from an accredited college or university.	2

SECTION 5: EDUCATION / EXPERIENCE SUBSTITUTIONS

It is the policy of MorganFranklin to hire the most capable employees for all positions. In some instances, education and experience may be substituted interchangeably in order to meet the goals of hiring the best individual for the position. The following relevant education and experience substitutions may be accepted by MorganFranklin:

Degree	Experience Equivalence	Other Equivalence
Associate's	2 years relevant experience	Vocational or technical training in work-related field
Bachelor's	Associate's degree + 2 years relevant experience, or 4 years relevant experience	Professional certification
Master's	Bachelor's + 2 years relevant experience, or Associate's + 4 years relevant experience	
Doctorate	Master's + 2 years relevant experience, or Bachelor's + 4 years relevant experience	

**USA COMMITMENT TO PROMOTE SMALL BUSINESS PARTICIPATION
PROCUREMENTPROGRAMS**

PREAMBLE

MorganFranklin provides commercial products and services to ordering activities. We are committed to promoting participation of small, small disadvantaged and women-owned small businesses in our contracts. We pledge to provide opportunities to the small business community through reselling opportunities, mentor-protégé programs, joint ventures, teaming arrangements, and subcontracting.

COMMITMENT

To actively seek and partner with small businesses.

To identify, qualify, mentor and develop small, small disadvantaged and women-owned small businesses by purchasing from these businesses whenever practical.

To develop and promote company policy initiatives that demonstrate our support for awarding contracts and subcontracts to small business concerns.

To undertake significant efforts to determine the potential of small, small disadvantaged and women-owned small business to supply products and services to our company.

To insure procurement opportunities are designed to permit the maximum possible participation of small, small disadvantaged, and women-owned small businesses.

To attend business opportunity workshops, minority business enterprise seminars, trade fairs, procurement conferences, etc., to identify and increase small businesses with whom to partner.

To publicize in our marketing publications our interest in meeting small businesses that may be interested in subcontracting opportunities.

We signify our commitment to work in partnership with small, small disadvantaged and women-owned small businesses to promote and increase their participation in ordering activity contracts. To accelerate potential opportunities please contact us at: