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

Online access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA ADVANTAGE!™, a menu-driven database system. The INTERNET address for GSA ADVANTAGE!™ is: <http://www.gsaadvantage.gov>

Professional Services Schedule

Solicitation: FC000CORP0000C

Contract No: GS10F0370X
Current through REFRESH #29

For more information on ordering from Federal Supply Schedules
Go to <http://www.gsa.gov/schedules>

Contract Period: 7/12/2011 – 7/11/2021

Price List Effective: May 2, 2016

Pricelist current through Modification #PS-A650, dated 05/02/2018

LEADING and DYNAMIC SERVICES and SOLUTIONS, INC.

**5100 Springfield Street
Suite 104
Dayton, OH 45431-1261**

For more information on **LDSS** 00CORP services, please contact:

Ann Hurley
Chief Executive Officer
937.252.0261

ann.hurley@ldsscorp.com
www.ldsscorp.com

General Information

1a. Special Item Numbers (SIN)

<u>SIN</u>	<u>DESCRIPTION</u>
874-1	Integrated Consulting Services
874-1RC	Integrated Consulting Services
874-6	Acquisition Management Support
874-6RC	Acquisition Management Support
874-7	Integrated Business Program Support Services
874-7RC	Integrated Business Program Support Services

1b. Pricing

Labor category rates proposed in support of all SINs and are valid for all client sites.

See Appendix 1 for LDSS prices.

1c. Description of Items

See Appendix 2 for LDSS Labor Category Descriptions

2. Maximum order: \$1,000,000 for all SINs

Note: The maximum order threshold as specified above "\$1,000,000 for all SINs" is the suggested negotiation point whereby agencies may seek additional concessions if orders exceed this amount. For requirements exceeding this maximum order, customers should seek possible price reductions BEFORE placing the order.

3. Minimum order: \$100.00

4. Geographic coverage (delivery area): The geographic scope of this contract encompasses all 50 states, Washington D.C. and Puerto Rico (Domestic) and Worldwide. Clauses 552.238-78, Scope of Contract (Eligible Ordering Activities) and Clauses in I-FSS-108, Clauses for Overseas Coverage, are now applicable to this contract.

5. Point(s) of production: Dayton, OH

6. Discount from list prices or statement of net price: All prices herein are net.

7. Quantity Discounts: LDSS may offer volume discounts on large dollar orders. Details of those discounts may be negotiated for specific task orders.



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- 8. Prompt payment terms:** Payment terms are Net 30 calendar days.
- 9a. Government Purchase Cards Below the Micro-purchase Threshold.** LDSS will accept Government Purchase Cards for task orders at or below the micro-purchase threshold.
- 9b. Government Purchase Cards Above the Micro-purchase Threshold.** Contact the LDSS representative for verification of acceptance above the micro-purchase threshold.
- 10. Foreign items:** Not applicable.
- 11a. Time of delivery:** To be negotiated with ordering agency on each task order
- 11b. Expedited delivery:** To be negotiated with ordering agency on each task order
- 11c. Overnight and 2-day delivery:** Not applicable.
- 11d. Urgent requirements:** See contract clause I-FSS-14-B "Urgent Requirements". Ordering agencies should contact the LDSS contract administrator to negotiate faster delivery.
- 12. F.O.B. point(s):** Destination.
- 13a. Ordering address (Domestic and Worldwide):**

LDSS Corporation	Phone: 937.252.0261
5100 Springfield Street, Suite 104	FAX: 937.252.0271
Dayton, OH 45431-1261	E-mail: GSAorders@ldsscorp.com

Attn: Ann Hurley (ann.hurley@ldsscorp.com) or Deb Stanley (deb.stanley@ldsscorp.com)
- 13b. Ordering procedures:** For supplies and services, the ordering procedures, information on blanket purchase agreements (BPAs), and a sample BPA can be found at the GSA schedule homepage (<http://www.gsa.gov/schedules>).
- 14. Payment addresses:**

<u>Electronic Funds Transfer:</u>	<u>Remittance Address:</u>
LDSS Corporation	LDSS Corporation
Fifth Third Bank (Western Ohio)	5100 Springfield Street, Suite 104
PO Box 630900	Dayton, OH 45431-1261
Cincinnati, OH 45263-0900	
- 15. Warranty provision:** Not applicable.
- 16. Export packing charges:** Not applicable.
- 17. Terms and conditions of Government purchase card acceptance (any thresholds above the micro-purchase level).** Not applicable.
- 18. Terms and conditions of rental, maintenance, and repair:** Not applicable.



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19. **Terms and conditions of installation:** Not applicable.
20. **Terms and conditions of repair parts:** Not applicable.
- 20a. **Terms and conditions for any other services:** Not applicable.
21. **List of service and distribution points:** Not applicable.
22. **List of participating dealers:** Not applicable.
23. **Preventative maintenance:** Not applicable.
- 24a. **Special attributes such as environmental attributes:** Not applicable.
- 24b. **Section 508 Compliance:** Not applicable
25. **Data Universal Number System (DUNS) number:** 788088594
26. **System for Award Maintenance (SAM):** LDSS is registered with the System for Award Maintenance (SAM), www.SAM.gov with valid registration through 1/12/2017.

LDSS Overview

Leading and Dynamic Services and Solutions (LDSS) Corporation was founded and incorporated on November 3, 2006, when Ms. Ann M. Hurley and Ms. Billie T. Common entered into a business partnership to form a Woman-Owned Small Business that provides its customers with high-performing consultants and results-oriented solutions. LDSS is headquartered in Dayton, Ohio, near Wright-Patterson Air Force Base. LDSS is quickly building a strong reputation with its customers as a high-performing, results-oriented solutions provider offering technical, consulting, and advisory and assistance services to government and commercial clients. Specifically, LDSS delivers professional acquisition management, program and project management, strategic consulting, executive coaching, training, facilitation, knowledge management, business process, and IT portfolio management services and products.

LDSS' mission is to:

- Astound our customers by striving to understand their environment well enough to perceive trends, anticipate impacts, and deliver Leading and Dynamic Services and Solutions; and
- Create an exclusive and highly coveted work experience by recruiting, employing and fostering highly skilled and motivated professionals

LDSS' primary asset is its people. By taking care of those people, LDSS attracts a highly skilled and motivated workforce that provides our customers the best and most appropriate skill, knowledge, and experience mix. Since its inception, LDSS has become the premier choice for addressing our clients' needs.



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PSS Special Item Numbers

As a selected vendor under the GSA 00CORP schedule, LDSS provides services in the following Special Item Numbers (SINs).

<u>SIN</u>	<u>DESCRIPTION</u>
874-1, -1RC	Integrated Consulting Services
874-6, -6RC	Acquisition Management Support
874-7, -7RC	Integrated Business Program Support Services



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Appendix 1 – LDSS Labor Rates

GSA Awarded Labor Category	Client Site Rate	LDSS Site Rate
Program Manager	\$146.38	\$161.01
Project Manager	\$119.34	\$131.26
Principal Management Consultant	\$129.38	\$142.31
Senior Management Consultant	\$125.71	\$138.27
Principal Program Analyst	\$126.45	\$139.09
Senior Program Analyst	\$85.46	\$94.01
Program Analyst	\$78.94	\$86.84
Junior Program Analyst	\$72.14	\$79.36
Senior Quality Assurance Manager	\$175.90	\$175.90
Configuration Management Specialist	\$132.30	\$145.54
Junior Configuration Management Specialist	\$97.49	\$107.24
Senior Planning Support Staff	\$75.75	\$83.32
Senior Administrative Specialist **	\$93.58	\$93.58
Administrative Specialist **	\$56.40	\$62.04
Junior Administrative Specialist **	\$48.63	\$53.49
Senior Functional Analyst	\$81.27	\$89.40
Functional Analyst	\$72.97	\$80.27
Junior Functional Analyst	\$70.54	\$77.59
Principal Systems Analyst	\$217.38	\$217.38
Senior Systems Analyst	\$175.80	\$193.39
Systems Analyst	\$138.25	\$152.09
Junior Systems Analyst	\$113.86	\$125.25
Principal Consultant	\$182.78	\$201.06
Senior Consultant	\$137.35	\$151.09
Consultant	\$100.25	\$110.28
Junior Consultant	\$71.20	\$78.31
Senior Systems Engineer	\$167.04	\$183.75
Systems Engineer	\$137.23	\$150.95
Senior Test Engineer	\$142.82	\$142.82
Test Engineer	\$128.19	\$141.01
Junior Test Engineer	\$68.07	\$74.88



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GSA Awarded Labor Category	Client Site Rate	LDSS Site Rate
Senior Technical Writer **	\$93.94	\$103.33
Technical Writer **	\$77.33	\$85.06
Junior Technical Writer **	\$52.51	\$57.77
Principal Training/Counselor Specialist	\$123.38	\$135.60
Senior Executive Consultant	\$302.25	\$332.48
Executive Consultant	\$263.21	\$289.53
Executive Coach	\$352.63	\$387.89
Coach	\$285.21	\$313.73

**Wage Determination WD 05-2419 (Rev-21) 01/05/2016

States: Indiana and Ohio

County: Montgomery County, Ohio

SCA Eligible Contract Labor Category	SCA Equivalent Code-Title	WD Number
Jr Technical Writer	30461-Technical Writer I	05-2419
Technical Writer	30462-Technical Writer II	05-2419
Sr Technical Writer	30463-Technical Writer III	05-2419
Sr Administrative Assistant	01020-Administrative Assistant	05-2419
Administrative Assistant	01263-Personnel Assistant II	05-2419
Jr Administrative Assistant	01262-Personnel Assistant I	05-2419

The Service Contract Act (SCA) is applicable to this contract and it includes SCA applicable labor categories. The prices for the indicated SCA (**) labor categories are based on the U.S. Department of Labor Wage Determination Number(s) identified in the SCA matrix. The prices awarded are in line with the geographic scope of the contract (i.e. nationwide).

LDSS provides education level and relative experience guidelines for each labor category within this GSA Schedule. However, through our years of hiring and management experience, we have learned that the best candidates for the position do not always meet both the education and experience guidelines. As a result, LDSS has developed a method which credits additional years of experience in lieu of advanced education and, conversely, credits advanced education in lieu of additional years of related experience. In no case will additional experience or advanced education, level be accepted if the candidate is not otherwise qualified to perform the duties required of the position.

The included table outlines LDSS' method for applying adjustments to the LDSS 00CORP Labor Category Education and Experience guidelines. For example, the guidelines indicate education and experience for a Senior Management Consultant should be a Bachelor's degree and 10 years of experience. Our adjustment method indicates that a qualified candidate might possess a Master's degree with only 7 years of experience while another qualified candidate might possess an Associate's degree with 14 years of experience. All three scenarios could provide qualified candidates to fill the Senior Management Consultant labor category.



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LDSS Labor Category	Guideline		Education - Experience Equivalence				
	Education	Experience (Yrs)	PhD+	MA/MS+	BA/BS+	AA/AS+	High School
Program Manager	BS	10	3	7		14	18
Project Manager	BA/BS	7	1	4		10	15
Principal Management Consultant	MA/MS	15	3		18	20	N/A
Senior Management Consultant	BA/BS	10	3	7		14	18
Principal Program Analyst	BA/BS	10	3	7		14	18
Senior Program Analyst	BA/BS	7	1	4		10	15
Program Analyst	BA/BS	5	1	3		8	12
Junior Program Analyst	BA/BS	2	0	2		5	10
Senior Quality Assurance Manager	BA/BS	7	1	4		10	15
Configuration Management Specialist	BA/BS	5	1	3		8	12
Junior Configuration Management Specialist	BA/BS	2	0	2		5	10
Senior Planning Support Staff	HS	Relevant	Relevant	Relevant	Relevant	Relevant	Relevant
Senior Administrative Specialist	AA/AS	7	3	3	5		10
Administrative Specialist	HS	3	Relevant	Relevant	Relevant	1	
Junior Administrative Specialist	HS	1	Relevant	Relevant	Relevant	Relevant	
Senior Functional Analyst	BA/BS	6	1	3		9	13
Functional Analyst	BA/BS	4	2	2		7	10
Junior Functional Analyst	AA/AS	1	1	1	1		5
Principal Systems Analyst	MA/MS	12	3		15	17	N/A
Senior Systems Analyst	BA/BS	8	2	5		12	18
Systems Analyst	BA/BS	5	1	3		8	12
Junior Systems Analyst	BA/BS	3	0	3		5	10



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LDSS Labor Category	Education	Experience (Yrs)	PhD+	MA/MS+	BA/BS+	AA/AS+	High School
Senior Executive Consultant *	MA/MS	10	10		15	N/A	N/A
Executive Consultant *	MA/MS	7	5		10	N/A	N/A
Principal Consultant	MA/MS	12	3	--	15	17	N/A
Senior Consultant	BA/BS	8	2	5		12	18
Consultant	BA/BS	7	1	4		10	15
Junior Consultant	BA/BS	2	0	2		5	10
Senior Systems Engineer	BA/BS	7	1	4		10	15
Systems Engineer	BA/BS	5	1	3		8	12
Senior Test Engineer	BA/BS	7	1	4		10	15
Test Engineer	BA/BS	5	1	3		8	12
Junior Test Engineer	BA/BS	3	0	3		5	10
Executive Coach *	MA/MS	15	15		N/A	N/A	N/A
Coach *	MA/MS	5	5		10	N/A	N/A
Principal Training/Counselor Specialist *	BA/BS	8	8	8		N/A	N/A
Senior Technical Writer	BA/BS	7	1	4		10	15
Technical Writer	BA/BS	4	0	2		7	10
Junior Technical Writer	HS	2	0	0	Relevant	1	

Appendix 2 – LDSS Labor Category Descriptions

Labor Category Name: Program Manager

Education: Bachelor's Degree in Management or IT related field required; Advanced degree preferred.

Experience: Ten (10) years of combined experience managing technical projects and programs through the full system-development life cycle. Years of work experience are, however, secondary to fundamental management, leadership, and diplomacy skills. Substantial experience in the use of a structured methodology is required. Must possess the ability to identify and secure additional project work in current engagements. Project Management Institute's Project Management Professional (PMP) and/or Program Management Professional (PgMP) certifications considered a plus.

Functional Responsibilities: The Program Manager is the recognized program leader and is responsible for overall contract performance and performance of all projects within the program. The Program Manager formulates and enforces program-wide work standards, assembles organizes, and staffs highly skilled teams, manages and provides direction for multiple large complex projects, and effectively communicates assignments to project leadership personnel. Additionally, the Program Manager manages financial budgets, integrates program resources, negotiates scope and priorities, constructs program-plans for highly complex e-business offerings, facilitates status meetings and presentations, and coordinates specific project tasks, resources, schedules, and deliverables. The Program Manager serves as a primary point of contact for clients and interfaces with client management personnel, customer agency representatives, and project managers relating to engagement management and scope.

Labor Category Name: Project Manager

Education: Bachelor's Degree required; Advanced degree preferred.

Experience: Seven (7) years of experience managing technical projects of which five (5) years should be specialized. Specialized experience includes: complete project development from inception to deployment (system-development lifecycle); ability to provide guidance and direction in tasks to be supported; expertise in managing and controlling funds and resources; ability to manage multi-task contracts similar to this type and complexity. General experience includes increasing responsibilities in information systems design and management. Substantial experience in the use of a structured methodology is preferred. Project Management Institute's Project Management Professional (PMP) certification considered a plus.

Functional Responsibilities: The Project Manager is the recognized project leader responsible for the overall project performance. Project Manager is responsible for formulating and enforcing work standards, assigning schedules, reviewing work discrepancies, supervising contractor personnel and communicating policies, purposes, and goals of the organization and the project to subordinates. The Project Manager monitors project tasks, anticipates problems and works to mitigate them, and keeps the Program Manager abreast of all project risks, issues, progress, and accomplishments. The Project Manager serves as a primary point of contact for the project client and interacts with client management personnel concerning project scope, costs, schedule, performance, quality, and risks. Additionally responsibilities may include serving as the contractor's contract manager, and as the contractor's authorized interface with the government Contracting Officer (CO), the Contracting



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Officer's Representative (COR), government management personnel and customer agency representatives.

Labor Category Name: Principal Management Consultant

Education: Advanced Degree required in related technical or scientific discipline related to the task to be supported.

Experience: Fifteen (15) years of progressive experience related to management and possesses ability to work across a broad spectrum of management activities including, but not limited to: 1) determination of requirements within available resources (e.g., funds, manpower, facilities, equipment, supplies, and services); 2) design and development, procurement, production, distribution, maintenance, transportation, and utilization and disposal of material; 3) common and distinct business elements and how integrated business-support techniques enable them; 4) financial/accounting and contracting activities; 5) specialized support requirements and mission or program goals; and 6) economic and business case analysis, risk studies, and feasibility and technical trade-off studies.

Functional Responsibilities: The Principal Management Consultant is recognized as a management thought-leader and expert in a functional, technical, or industry-specific area as specified by the client. The Principal Management Consultant demonstrates thought leadership and fluent issue analyses, assesses scope of client issues, and leads development and execution of strategic client programs. The Principal Management Consultant serves as the functional or industry specialist within the areas of strategic planning, process analysis, benchmarking, and organizational and operational issues. The Principal Management Consultant also conducts economic and business case analysis, risk studies, and feasibility and technical trade-off studies in support of mission and program goals.

Labor Category Name: Senior Management Consultant

Education: Bachelor's Degree required in related to the task to be supported; Advanced degree preferred.

Experience: Ten (10) years of progressive experience in the area to be supported and possesses ability to work across a broad spectrum of management activities. These include, but are not limited to: 1) determination of requirements within available resources (e.g., funds, manpower, facilities, equipment, supplies and services); 2) design and development, procurement, production, distribution, maintenance, transportation, and utilization and disposal of material; 3) common and distinct business elements and how integrated business-support techniques enable them; 4) financial/accounting and contracting activities; 5) specialized support requirements and mission or program goals; and 6) economic and business case analysis, risk studies, and feasibility and technical trade-off studies.

Functional Responsibilities: The Senior Management Consultant is recognized as a management expert in a functional, technical, or industry-specific area as specified by the client. The Senior Management Consultant demonstrates thought leadership and issue analysis, assesses scope of client issues, and leads development and execution of strategic client programs. The Senior Management Consultant serves as the functional or industry specialist within the areas of strategic planning, process analysis, activity-based costing, benchmarking, and organizational and operational issues. The Senior Management Consultant also conducts economic and business case analysis, risk studies, and feasibility and technical trade-off studies in support of mission and program goals.



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Labor Category Name: Principal Program Analyst

Education: Bachelor's Degree required; Advanced degree preferred.

Experience: Ten (10) years experience in program management related functions is required including five (5) years with analysis techniques and tools such as modeling and simulation, operations research techniques, functional decomposition, surveys, business process reengineering, and policy analysis.

Functional Responsibilities: The Principal Program Analyst provides analysis, assessment, and technical or business area expertise in support of program management objectives. The Principal Program Analyst utilizes proficient or unique knowledge in areas including but not limited to finance, accounting, information technology, human resources, contracting and procurement, research and analysis, or other program support fields. The Principal Program Analyst possesses thorough understanding of complex business practices and the ability to analyze, evaluate and implement systems or processes. The Principal Program Analyst leads teams and supervises employees who process business requirements, including but not limited to, analysis, evaluation and implementation of systems, programs, or processes. The Principal Program Analyst plans, designs, and conducts studies including risk analyses, contingency planning, and feasibility studies. The Principal Program Analyst creates program work products such as presentations, budgets, schedules, plans, and complex spreadsheets. The Principal Program Analyst works directly with Program, Project, and Senior Managers.

Labor Category Name: Senior Program Analyst

Education: Bachelor's Degree required; Advanced Degree preferred.

Experience: Seven (7) years experience in program management related functions is required including three (3) years with analysis techniques and tools such as modeling and simulation, operations research techniques, functional decomposition, surveys, business process reengineering, and policy analysis.

Functional Responsibilities: The Senior Program Analyst provides analysis, assessment, and technical or business area expertise in support of program management objectives. The Senior Program Analyst utilizes advanced level or unique knowledge in areas including but not limited to finance, accounting, information technology, human resources, contracting and procurement, research and analysis, or other program support fields. The Senior Program Analyst understands business practices and is able to analyze, evaluate and implement systems or processes. The Senior Program Analyst leads teams that process business requirements including but not limited to, analysis, evaluation, and implementation of systems, programs or processes. The Senior Program Analyst plans, designs, and conducts studies including risk analyses, contingency planning, and feasibility studies. The Senior Program Analyst creates program work products such as presentations, schedules, plans, and complex spreadsheets. The Senior Program Analyst requires demonstrated managerial and supervisory skills.

Labor Category Name: Program Analyst

Education: Bachelor's Degree required.

Experience: Five (5) years experience in program management related functions is required.

Business Size: Small, Woman Owned

DUNS: 788088594

CAGE Code: 4LNA0



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Functional Responsibilities: The Program Analyst provides knowledge and experience relevant in management consulting, facilitation, survey, analysis, and related activities. The Program Analyst applies intermediate knowledge of the subject matter to analyze and solve problems in areas including but not limited to finance, accounting, information technology, human resources, contracting and procurement, research and analysis, or other program support fields. The Program Analyst assists in leading and participates in teams that process business requirements including but not limited to, analysis, evaluation, and implementation of systems or processes. The Program Analyst plans, designs, and conducts studies including risk analyses, contingency planning, and feasibility studies. The Program Analyst creates program work products such as presentations, plans, and spreadsheets.

Labor Category Name: Junior Program Analyst

Education: Bachelor's Degree required.

Experience: Two (2) years of professional experience is required.

Functional Responsibilities: The Junior Program Analyst provides analysis and research to specific projects. The Junior Program Analyst possesses basic knowledge in specialized technical fields including but not limited to finance, accounting, information technology, human resources, contracting and procurement, research and analysis, or other program support fields. The Junior Program Analyst supports managers on a variety of tasks and projects to support program management objectives. The Junior Program Analyst analyzes and presents data, maintains databases and contact information, and assists in the development of documents, presentations, spreadsheets, and reports.

Labor Category Name: Senior Quality Assurance Manager

Education: Bachelor's Degree required; Advanced Degree preferred.

Experience: Seven (7) years of program management, project management, systems engineering, or system analysis is required four (4) of which must be specialized. Specialized experience includes: quality control, configuration management, IV&V, testing, or metrics administration and their application to quality assessment.

Functional Responsibilities: The Senior Quality Assurance Manager oversees all aspects of an engagement's quality assurance program including but not limited to, the evaluation and configuration management of products, software, and associated documentation. The Senior Quality Assurance Manager organizes and maintains all quality assurance documentation required and ensures compliance with recognized standards and practices. The Senior Quality Assurance Manager participates in formal and informal reviews to determine quality, establishes and maintains configuration baselines, conducts configuration audits, supports the test and integration personnel as a witness to testing requirements, presents IV&V results and troubleshoots technical problems, and develops and implements processes to improve overall quality.

Labor Category Name: Configuration Management Specialist

Education: Bachelor's Degree required.

Experience: Five (5) years of systems engineering or systems analysis including three (3) years of configuration management experience.



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Functional Responsibilities: The Configuration Management Specialist supports configuration management or quality assurance activities throughout lifecycle of projects. The Configuration Management Specialist performs configuration management related tasks and activities including, but not limited to, configuration identification, change control, configuration status accounting, and deficiency reporting support. The Configuration Management Specialist manages configuration management related documentation, leads configuration audit activities, tracks status and closure of action items, and maintains official files for change requests, waivers, deviations, and proposals. The Configuration Management Specialist facilitates Configuration Control Boards (CCB) and other review boards, and supports Joint Application Design (JAD) sessions, Technical Engineering Meetings (TEM) and Technical Interchange Meetings (TIM).

Labor Category Name: Junior Configuration Management Specialist

Education: Bachelor's Degree required.

Experience: Two (2) years of general systems related experience.

Functional Responsibilities: The Junior Configuration Management Specialist supports configuration management or quality assurance activities throughout lifecycle of projects. The Junior Configuration Management Specialist performs configuration management related, as well as their associated administrative, tasks and activities, files and manages configuration management related documentation, and participates in and documents configuration audits. The Junior Configuration Management Specialist fulfills the secretariat function at Configuration Control Boards (CCB), other review boards, Joint Application Design (JAD) sessions, Technical Engineering Meetings (TEM) and Technical Interchange Meetings (TIM).

Labor Category Name: Senior Planning Support Staff

Education: High School diploma or equivalent required; Associate's or higher degree preferred.

Experience: Relevant experience related to performing planning and implementation support activities or directing others in such activities.

Functional Responsibilities: The Senior Planning Support personnel operate with a significant degree of autonomy. The individual provides support for day-to-day, as well as long-range, program planning and processes. Activities require innovative approaches, a broad understanding of program requirements, and the capability to interpret, integrate, and disseminate large volumes of information. The Senior Planning Support personnel provide support to technical and program management in the direction, preparation, and coordination of proposals, management plans, budgets, and schedules. These individuals utilize problem solving techniques and perform overall strategic, tactical, and operational planning. These individuals develop and follow established procedures and maintain contacts to facilitate conformance to customer requirements.

Labor Category Name: Senior Administrative Specialist

Education: Associate's Degree required.

Experience: Seven (7) years of related Administrative experience

Functional Responsibilities: The Senior Administrative Specialist performs administrative, clerical, or secretarial functions in a management environment in support of a program's or project's senior leadership team. Tasks, activities, and functions include but are not limited to, scheduling



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meetings, conference resource scheduling, maintaining files, preparing travel arrangements, orders, and vouchers, receiving visitors, creating and editing presentations and graphics, photocopying, completing reports, maintaining office supplies levels, and other general office duties as assigned. The Senior Administrative Specialist must excel in general customer relations and have the confidence to work with senior-level Government, client, and contractor personnel. The Senior Administrative Specialist must be advanced in the use of computer software office tools, particularly email, word processing, spreadsheet, and presentation software. The Senior Administrative Specialist must understand how to operate and perform routine user maintenance on common office equipment, such as facsimile (fax) machines, copiers, projectors, and PC printers. The Senior Administrative Specialist must be a self-starter, able to work independently, and complete all assigned duties without supervisor.

Labor Category Name: Administrative Specialist

Education: High School Diploma required; Associate Degree preferred.

Experience: Three (3) years of related Administrative experience

Functional Responsibilities: The Administrative Specialist performs administrative, clerical, or secretarial functions in a management environment in support of a program's or project's management and leadership team. Tasks, activities, and functions include but are not limited to, scheduling meetings, conference resource scheduling, maintaining files, preparing travel orders and vouchers, receiving visitors, creating and editing presentations and graphics, photocopying, completing reports, maintaining office supplies levels, and other general office duties as assigned. The Administrative Specialist must be proficient in general customer relations and be able to work with many levels of Government, client, and contractor personnel. The Administrative Specialist must be proficient in the use of computer software office tools, particularly email, word processing, spreadsheet, and presentation software. The Senior Administrative Specialist must understand how to operate and perform routine user maintenance on common office equipment, such as facsimile (fax) machines, copiers, projectors, and PC printers. The Administrative Specialist must be able to work independently and complete all assigned duties with minimal supervisor.

Labor Category Name: Junior Administrative Specialist

Education: High School Diploma required

Experience: One (1) year of related Administrative experience

Functional Responsibilities: The Junior Administrative Specialist performs routine clerical or secretarial tasks in support of current contract or task order. Activities may include but are not limited to, word processing, presentation editing, filing, conference resource scheduling, and supporting a program's or project's management and leadership teams. The Administrative Specialist must be familiar with the use of computer software office tools, particularly email, word processing, spreadsheet, and presentation software.

Labor Category Name: Senior Functional Analyst

Education: Bachelor's Degree required; in related functional or technical discipline preferred.

Experience: Six (6) years experience in the functional area to be supported of which three (3) years should be related to analysis and evaluation of complex customer processes and requirements. Specific experience includes, but not limited to: 1) determination of requirements, within available resources (e.g., funds, manpower, facilities, equipment, supplies and services); 2) design and development, procurement, production, storage, distribution, maintenance, transportation, utilization and disposal of material; 3) integrated functional elements and how they work together in support of major systems; and 4) specialized functional requirements and mission or program goals.

Functional Responsibilities: The Senior Functional Analyst is a recognized functional expert providing advice and guidance with respect to analysis and evaluation of complex customer processes and requirements. The Senior Functional Analyst prepares and analyzes functional specifications to determine information and process flows, develops process logic, and evaluates performance measures in support of complex implementation efforts. The Senior Functional Analyst may also interview technical personnel, and interpret reports, specifications, and drawings to better understand and analyze processes and requirements. The Senior Functional Analyst leads business process re-engineering (BPR) efforts and facilitates solution-driven BPR results with the customer and developer.

Labor Category Name: Functional Analyst

Education: Bachelor's Degree required; in related functional or technical discipline preferred.

Experience: Four (4) years experience in the functional area to be supported of which two (2) years should be related to analysis and evaluation of customer processes and requirements. Specific experience includes, but not limited to: 1) determination of requirements, within available resources (e.g., funds, manpower, facilities, equipment, supplies and services); 2) design and development, procurement, production, storage, distribution, maintenance, transportation, utilization and disposal of material; 3) integrated functional elements and how they work together in support of major systems; and 4) specialized functional requirements and mission or program goals.

Functional Responsibilities: The Functional Analyst is a recognized functional consultant providing advice and guidance with respect to analysis and evaluation of customer processes and requirements. The Functional Analyst prepares and analyzes functional specifications to determine information and process flows, develops process logic, and evaluates performance measures in support of complex implementation efforts. Additionally, the Functional Analyst may study the client's environment by analyzing job tasks, organizational structure, and user requirements to propose enterprise-wide solutions. The Functional Analyst also aids with data processing solutions according to business need and technical considerations, researches and analyzes data related to a functional area, and contributes to business process re-engineering (BPR) efforts and documents solution-driven BPR results.

Labor Category Name: Junior Functional Analyst

Education: Associate's Degree in related functional or technical discipline required; Bachelor's Degree preferred.



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Experience: One (1) year experience in the functional area to be supported. Specific experience may include, but not limited to: 1) determination of requirements, within available resources (e.g., funds, manpower, facilities, equipment, supplies and services); 2) design and development, procurement, production, storage, distribution, maintenance, transportation, utilization and disposal of material; 3) integrated functional elements and how they work together in support of major systems; and 4) specialized functional requirements and mission or program goals.

Functional Responsibilities: The Junior Functional Analyst is a functional consultant performs qualitative and quantitative analysis of programs and information system schemes. The Junior Functional Analyst provides advice and guidance with respect to analysis and evaluation of customer processes and requirements. Additionally, the Junior Functional Analyst may study the client's environment by analyzing job tasks, organizational structure, and user requirements to contribute to enterprise-wide solutions. The Junior Functional Analyst researches and analyzes data related to a functional area, contributes to business process re-engineering (BPR) efforts and documents results.

Labor Category Name: Principal Systems Analyst

Education: Master's Degree required in computer science or related technical discipline required.

Experience: Twelve (12) years of experience in systems analysis, design or development.

Functional Responsibilities: The Principal Systems Analyst oversees systems analysis activities and plans and leads analyses of complex business processes and data processing requirements. The Principal Systems Analyst is a qualified authority in the systems development lifecycle who may develop analysis techniques and test strategies for the development and implementation of new systems. The Principal Systems Analyst provides professional findings of technical analysis, designs and prepares analysis reports and related documentation, and develops charts and graphs to record and report results. The Principal Systems Analyst is responsible for ensuring the quality of services delivered for particular projects and developing and implementing system analysis training specific to the customer.

Labor Category Name: Senior Systems Analyst

Education: Bachelor's Degree in computer science or related technical discipline required; Advanced Degree preferred.

Experience: Eight (8) years of experience in systems analysis, design or development.

Functional Responsibilities: The Senior Systems Analyst plans and conducts analyses of complex business processes and data processing requirements to develop system requirements and design specifications. The Senior Systems Analyst evaluates commercial off the shelf products to assess their value and applicability as potential technology solutions for new or redesigned business processes. The Senior Systems Analyst is well-versed in the systems development lifecycle. The Senior Systems Analyst may also develop test strategies and plans and lead acceptance testing for new systems. The Senior Systems Analyst may also develop and lead proof of concept activities.

Labor Category Name: Systems Analyst

Education: Bachelor's Degree in computer science or related technical discipline required.

Experience: Five (5) years of experience in systems analysis, design or development.

Business Size: Small, Woman Owned

DUNS: 788088594

CAGE Code: 4LNA0



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Functional Responsibilities: The Systems Analyst conducts analyses of complex business processes and data processing requirements to develop system requirements and design specifications. The Systems Analyst evaluates commercial off the shelf products to assess their value and applicability as potential technology solutions for new or redesigned business processes. The Systems Analyst is well-versed in the systems development lifecycle. The Systems Analyst may also support developing testing plans and conducting acceptance testing for new systems.

Labor Category Name: Junior Systems Analyst

Education: Bachelor's Degree in computer science or related technical discipline required.

Experience: Three (3) years of experience at least one (1) of which is in systems analysis, design or development.

Functional Responsibilities: The Junior Systems Analyst conducts analyses of business processes and data processing requirements to develop system requirements, design, and system specifications and flow charts from which programs are written. The Junior Systems Analyst assists in research and fact-finding to develop or modify information systems. The Junior Systems Analyst understands the systems development lifecycle and the proper use of systems methods. The Junior Systems Analyst may also support designing, coding, testing, debugging, documenting and maintaining programs.

LDSS supported the Air Force transformation of its logistics business processes, systems, and organizational structures as part of the broader Department of Defense (DoD) effort to better support the warfighters. Existing business processes had to change to effectively utilize commercially proven best practices embedded in the chosen product. LDSS participated in technical interchange meetings associated with all program tasks and all phases of activities to include Business Design, Configuration, Development, and Implementation activities; Business Process Engineering/Re-engineering activities; Enterprise/Business/Systems/Data Architecture activities; Data Lifecycle Management operations; Business Transitioning/Transformational activities; Implementation/Rollout strategies and planning; and Fielding/Deployment Strategies and planning.

Labor Category Name: Senior Executive Consultant (SEC)*

Education: Master degree in Management, Counseling, Psychology, or IT related field required

Experience: Ten (10) years of experience and in-depth knowledge in a particular, specialized business process, domain, methodology, or field. Documented experience in organizational development consulting, management consulting, work force development, facilitation, or in-depth subject matter knowledge; or bachelor degree with fifteen (15) years management consulting or facilitation experience (preferably in government), of which 3 years should be with senior executives. Minimum of three (3) years experience working in a supervisory/managerial capacity is required.

Functional Responsibilities: The SEC plays a lead role in defining business needs, tests requirements, consulting, and system functionality. The SEC performs a wide array of organizational activities that include strategic planning, consulting, facilitation, training, knowledge sharing, and being a system and/or design architect. The SEC is used for a specific expertise in a specific field or area to research, analyze, evaluate, and recommend business process re-engineering solutions. The SEC provides greater insight and structure to complex engagements. The SEC provides consulting and

facilitation services and training workshops in the areas of business processes or organizational and leadership development.

Labor Category Name: Executive Consultant (EC) *

Education: Master degree in Management, Counseling, Psychology, or IT related field required

Experience: Seven (7) years of demonstrated skills, reputation and experience and in-depth knowledge in a particular, specialized business process, domain, methodology, or field with three (3) years management experience consulting, training, career counseling, or facilitating with mid or senior-level managers. Recognized as an effective communicator and demonstrated experience in successfully leading strategic planning, process improvement, business re-engineering, conflict management, change management, organizational development and planning, or facilitation.

Functional Responsibilities: The EC plays a critical role in defining business needs, tests requirements, consulting, and system functionality. The EC can perform various duties including facilitator, trainer, peer-reviewer, knowledge-sharer, or system and/or design architect. The EC is used for a specific expertise in a specific field or area. The EC provides facilitation services in key processes such as business re-engineering, process improvement, and culture change.

Labor Category Name: Principal Consultant

Education: Master's Degree required in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline.

Experience: Twelve (12) years consulting experience in the area to be supported of which eight (8) years should be specialized. Specialized experience may include: analysis and design of business applications on complex, large-scale systems, including database management concepts; state-of-the-art storage and retrieval methods; organizational development; strategic planning and analysis; change management; and creation of specifications for developers to use in coding, testing, and debugging of applications. Evidence of supervisory and project management experience required.

Functional Responsibilities: The Principal Consultant is a recognized expert across multiple areas of responsibility. The Principal Consultant provides technical and management advice, guidance, and expertise to enable project leadership to make informed decisions and teams to accomplish customer sponsored projects. The Principal Consultant builds relationships with clients and potential customers and possesses the latitude to operate with a high degree of autonomy. The Principal Consultant works with customer leadership to develop strategies to facilitate successful achievement of all engagement goals and requirements. The Principal Consultant establishes project and program standards, assesses milestone status reports, eliminates barriers to successful progress, and provides overall guidance to subordinates.



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Labor Category Name: Senior Consultant

Education: Bachelor's Degree required in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline; Advanced Degree preferred.

Experience: Eight (8) years consulting experience in the area to be supported of which five (5) years should be specialized. Specialized experience may include: analysis and design of business applications on complex, large-scale systems, including database management concepts; state-of-the-art storage and retrieval methods; organizational development; strategic planning and analysis; change management; and creation of specifications for developers to use in coding, testing, and debugging of applications. Evidence of supervisory and project management experience required.

Functional Responsibilities: The Senior Consultant is a recognized leading authority across multiple areas of responsibility. The Senior Consultant provides technical and management expertise to enable teams to accomplish customer sponsored projects, including new program development. The Senior Consultant proactively recognizes business issues, anticipates and analyzes complex problems, and recommends and develops appropriate solutions to those issues and problems. The Senior Consultant works with the customer to analyze, evaluate, and prioritize all aspects of engagement requirements. The Senior Consultant delivers complete and correct project work products, implements established project and program standards, manages and reports progress in accordance with schedules, provides technical guidance to subordinates, and coordinates project activities with the program manager.

Labor Category Name: Consultant

Education: Bachelor's Degree required in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline.

Experience: Five (5) years consulting experience in the area to be supported of which three (3) years should be specialized. Specialized experience may include: analysis and design of business applications on complex, large-scale systems, including database management concepts, state-of-the-art storage and retrieval methods, and creation of specifications for developers to use in coding, testing, and debugging of applications. Evidence of supervisory and project management experience required.

Functional Responsibilities: The Consultant is a recognized authority across multiple areas of responsibility. The Consultant provides technical and management expertise to enable teams to accomplish customer sponsored projects, including new program development. The Consultant reviews project work products for correctness, completeness, and adherence to established standards, prepares milestone status reports and presentations, manages progress in accordance with schedules, provides technical guidance to subordinates and coordinates team activities with the project manager.

Labor Category Name: Junior Consultant

Education: Bachelor's Degree required in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline.

Experience: Two (2) years consulting experience in the area to be supported.

Business Size: Small, Woman Owned

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Functional Responsibilities: The Junior Consultant specializes across multiple areas of responsibility. The Junior Consultant provides technical and management guidance as a member of a team(s) to accomplish customer sponsored projects, including new program development. The Junior Consultant contributes to project work products, adheres to established standards, prepares status reports and presentations, works within established schedules, and coordinates activities with their team leader.

Labor Category Name: Senior Systems Engineer

Education: Bachelor's Degree required in computer science or related technical discipline required; Advanced Degree preferred

Experience: Seven (7) years experience at least four (4) of which are directly related to systems engineering, integration, design, or analysis.

Functional Responsibilities: The Senior Systems Engineer plans and performs scientific and engineering analysis, evaluation, design, integration, and implementation of complex solutions that require a thorough understanding of the systems engineering discipline. The Senior Systems Engineer conducts technical analysis, designs and prepares engineering reports and related documentation, and develops charts and graphs to record and report results. The Senior Systems Engineer is responsible for ensuring the quality of services delivered for particular projects and delivering system engineering training specific to the customer.

Labor Category Name: Systems Engineer

Education: Bachelor's Degree required in computer science or related technical discipline required.

Experience: Five (5) years experience at least three (3) of which are directly related to systems engineering, integration, design, or analysis.

Functional Responsibilities: The Systems Engineer plans and performs engineering analysis, evaluation, design, integration, and implementation of solutions that require a working understanding of the systems engineering discipline. The Systems Engineer conducts technical analysis, designs and prepares engineering reports and related documentation, and analytically solves workflow, organization, or planning problems. The Systems Engineer is responsible for ensuring the quality of services delivered for particular projects and delivering system engineering training specific to the customer.

Labor Category Name: Senior Test Engineer

Education: Bachelor's Degree required; Advanced Degree preferred.

Experience: Seven (7) years experience at least four (4) of which are directly related to test and evaluation.

Functional Responsibilities: The Senior Test Engineer supervises project or program test and evaluation effort. The Senior Test Engineer selects and applies fundamental test and evaluation concepts, processes, practices, and procedures to testing tasks and activities. The Test Engineer develops test and evaluation deliverables and reports test and evaluation performance metrics for the project or program. The Senior Test Engineer leads and performs typical tasks that may include, but are not limited to, prototype development and first article testing, environmental testing, independent



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verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and functional and physical testing of the product or system.

Labor Category Name: Test Engineer

Education: Bachelor's Degree required.

Experience: Five (5) years experience at least three (3) of which are directly related to test and evaluation.

Functional Responsibilities: The Test Engineer selects and applies fundamental test and evaluation concepts, processes, practices, and procedures to testing tasks and activities. The Test Engineer contributes to test and evaluation deliverables and performance metrics. The Senior Test Engineer performs typical tasks that may include, but are not limited to, prototype development and first article testing, environmental testing, independent verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and functional and physical testing of the product or system.

Labor Category Name: Junior Test Engineer

Education: Bachelor's Degree required.

Experience: Three (3) years experience at least one (1) of which is directly related to, or educational background inclusive of, test and evaluation.

Functional Responsibilities: The Junior Test Engineer applies fundamental test and evaluation concepts, processes, practices, and procedures to testing tasks and activities. The Junior Test Engineer performs typical tasks that may include, but are not limited to, prototype development and first article testing, environmental testing, independent verification and validation, demonstration and validation, simulation and modeling, system safety, quality assurance, education and training, and functional and physical testing of the product or system.

Labor Category Name: Executive Coach *

Education: Master degree and/or advanced training certificate from an International Coach Federation (ICF) recognized coaching school or equivalent required

Experience: Fifteen (15) years of experience designing and implementing coaching programs at the senior executive, senior manager, political appointees, or CEO levels, and management consulting experience in one or more areas of organizational development, leadership development, public administration, management consulting, or work force development.

Functional Responsibilities: The Executive Coach will develop and provide confidential one-on-one coaching with senior executives in leadership areas of expertise.

Labor Category Name: Coach *

Education: Master degree and/or certificate from an International Coach Federation (ICF) recognized coaching school or equivalent required

Business Size: Small, Woman Owned

DUNS: 788088594

CAGE Code: 4LNA0

Experience: Five (5) years of experience designing and implementing coaching programs at the middle to senior manager level, and management consulting experience in one or more areas of organizational development, leadership development, public administration, management consulting, or work force development.

Functional Responsibilities: The Coach will develop and provide confidential one-on-one coaching with middle to senior managers in leadership areas of expertise. The Coach will provide team coaching services to include confidential observation and feedback.

Labor Category Name: Principal Training/Counselor Specialist *

Education: Bachelor degree in Management, Counseling, Psychology, or IT related field required

Experience: Eight (8) years of experience in career counseling or corporate training. Knowledge in the areas of organizational development, management development, facilitation, training or organizational planning required. The Principal Trainer/Counselor must possess outstanding oral and written communication and interpersonal skills.

Functional Responsibilities: The Trainer/Counselor provides counseling and consulting services with supervisors and managers engaged in career and organizational development. The Trainer/Counselor provides career counseling services and assists employees in using skills assessments and counseling tools. The Trainer/Counselor provides professional services in support of planning, creating, and/or executing learning management, internship, or development of new courses or subject matter delivered via instructor-led and/or web-based systems.

Labor Category Name: Senior Technical Writer

Education: Bachelor's Degree required.

Experience: Seven (7) years directly related experience that includes creating and editing technical documents.

Functional Responsibilities: The Senior Technical Writer provides senior-level technical writing function for documents. The Senior Technical Writer understands applicable government standards, policies, and specifications and accurately interprets them in the development of technical documentation. The Senior Technical Writer must be able to conceptualize, format, structure, write, edit, and finalize technical documents such as complex engineering specifications, engineering studies, technical manuals, functional descriptions, system specifications, user manuals, training materials, installation guides, test plans, procedures and results, proposals, reports, and program literature.

Labor Category Name: Technical Writer

Education: Bachelor's Degree required.

Experience: Four (4) years directly related experience that includes creating and editing technical documents.



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Functional Responsibilities: The Technical Writer provides technical writing function for documents. The Technical Writer understands applicable government standards, policies, and specifications and accurately interprets them in the development of technical documentation. The Technical Writer collects and organizes information required for preparation of, and formats, structures, writes, edits, and finalizes technical documents. Technical documents may include, but are not limited to, technical manuals, user manuals, training materials, installation guides, functional descriptions, system specifications, engineering specifications, engineering studies, test plans, procedures and results, proposals, reports, and program literature.

Labor Category Name: Junior Technical Writer

Education: High School diploma or GED required; Associates Degree preferred.

Experience: Two (2) years experience, one of which is working as a technical writer preparing computer system documentation or documenting developed software requirements.

Functional Responsibilities: The Junior Technical Writer provides technical writing support function for documents. With guidance, the Junior Technical Writer incorporates applicable government standards, policies, and specifications into the development of technical documentation. The Junior Technical Writer assists in collecting and organizing information required for preparation of, and formatting, writing, and editing technical documents. Technical documents may include, but are not limited to, technical manuals, user manuals, training materials, installation guides, functional descriptions, system specifications, engineering specifications, engineering studies, test plans, procedures and results, proposals, reports, and program literature. The Junior Technical Writer is responsible for correcting spelling and grammar, ensuring proper format, and for proofreading documents for finalization.