

**AUTHORIZED FEDERAL SUPPLY SERVICE INFORMATION TECHNOLOGY SCHEDULE PRICELIST  
GENERAL PURPOSE COMMERCIAL INFORMATION TECHNOLOGY EQUIPMENT, SOFTWARE AND  
SERVICES**

**SPECIAL ITEM NO. 132-50 - TRAINING COURSES FOR INFORMATION TECHNOLOGY EQUIPMENT AND  
SOFTWARE (FPDS CODE U012)**

**SPECIAL ITEM NO. 132-51 - INFORMATION TECHNOLOGY (IT) PROFESSIONAL SERVICES**

- FPDS CODE D301 IT FACILITY OPERATION AND MAINTENCE
- FPDS CODE D302 IT SYSTEMS DEVELOPMENT SERVICES
- FPDS CODE D306 IT SYSTEMS ANALYSIS SERVICES
- FPDS CODE D307 AUTOMATED INFORMATION SYSTEMS DESIGN AND INTERGRATION SERVICES
- FPDS CODE D308 PROGRAMMING SERVICES
- FPDS CODE D308 MILLENNIUM CONVERSION SERVICES (Y2K)
- FPDS CODE D310 IT BACKUP AND SECURITY SERVICES
- FPDS CODE D311 IT DATA CONVERSION SERVICES
- FPDS CODE D313 COMPUTER AIDED DESIGN/COMPUTER AIDED MANUFACTURING (CAD/CAM) SERVICES
- FPDS CODE D316 IT NETWORK MANAGEMENT SERVICES
- FPDS CODE D317 AUTOMATED NEWS SERVICES, DATA SERVICES, OR OTHER INFORMATION SERVICES
- FPDS CODE D399 OTHER INFORMATION TECHNOLOGY SERVICES, NOT ELSEWHERE CLASSIFIED

**Perpetual Technologies, Inc.**

5649 Lee Road  
INDIANAPOLIS, INDIANA 46216  
(317) 824-0393  
[www.pti.net](http://www.pti.net)



CONTRACT NUMBER: **GS-35F-0204L**

PERIOD COVERED BY CONTRACT: **January 31, 2001 – January 30, 2016**

GENERAL SERVICES ADMINISTRATION  
FEDERAL SUPPLY SERVICES



Pricelist current through modification PS0016 dated 31 Jan 2011.

Products and ordering information in this Authorized FSS Information Technology Schedule Pricelist are also available on the GSA Advantage! System. Agencies can browse GSA Advantage! By accessing the Federal Supply Service's Home Page via the Internet at <http://www.fas.gsa.gov/>

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**INFORMATION FOR ORDERING OFFICES****SPECIAL NOTICE TO AGENCIES:****Small Business Participation**

SBA strongly supports the participation of small business concerns in the Federal Supply Schedules Program. To enhance Small Business Participation SBA policy allows agencies to include in their procurement base and goals, the dollar value of orders expected to be placed against the Federal Supply Schedules, and to report accomplishments against these goals.

For orders exceeding the micropurchase threshold of \$3,000, FAR 8.404 requires agencies to consider the catalogs/pricelists of at least three schedule contractors or consider reasonably available information by using the GSA Advantage! On-line shopping service ([www.fss.gsa.gov](http://www.fss.gsa.gov)). The catalogs/pricelists, GSA Advantage! And the Federal Supply Service Home Page ([www.fss.gsa.gov](http://www.fss.gsa.gov)) contains information on a broad array of products and services offered by small business concerns.

This information should be used as a tool to assist ordering activities in meeting or exceeding established small business goals. It should also be used as a tool to assist in including small, small disadvantaged, and women-owned small businesses among those considered when selecting pricelists for a best value determination.

For orders exceeding the micropurchase threshold, customers are to give **preferences to small business concerns** when two or more items at the same delivered price will satisfy their requirement.

**1. Geographic Scope of Contract:**

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

*Overseas delivery* is delivery to points outside of the 48 contiguous states, Washington, DC, Alaska, Hawaii, Puerto Rico, and U.S. Territories.

Offerors are requested to check one of the following boxes:

- [ X ] The Geographic Scope of Contract will be domestic and overseas delivery.
- [ ] The Geographic Scope of Contract will be overseas delivery only.
- [ ] The Geographic Scope of Contract will be domestic delivery only.

**2. Contractor's Ordering Address and Payment Information:****For orders by facsimile transmission:**

Perpetual Technologies, Inc.  
Fax No.: (317) 824-0394

**For mailed orders:**

Perpetual Technologies, Inc.  
5649 Lee Road  
Indianapolis IN 46216

**Payment Address:**

Via Mail: Perpetual Technologies, Inc.  
5649 Lee Road  
Indianapolis IN 46216

**Internet Address:**

[www.pti.net](http://www.pti.net)

Government purchase cards are an acceptable form of payment for orders. In addition, bank account information for wire transfer payments will be shown on invoice.

The following telephone numbers can be used by ordering agencies to obtain technical and/or ordering assistance: (317) 824-0393 or 1 (800) 538-0453.

**3. Liability for Injury or Damage**

The Contractor shall not be liable for any injury to Government personnel or damage to Government property arising from the use of equipment maintained by the Contractor, unless such injury or damage is due to the fault or negligence of the Contractor.

**4. Statistical Data for Government Ordering Office Completion of Standard Form 279:**

- Block 9: B, Order/Modification Under Federal Schedule
- Block 16: Data Universal Numbering Systems (DUNS) 10-679-6050
- Block 30: Type of Contractor – B. Small Business
- Block 31: Women - Owned Small Business - NO
- Block 36: Contractor's Taxpayer Identification Number (TIN) 35-2020981

4b. **CAGE Code:** 1PEM7

4c. **CCR Registration:**

Contractor's has registered with the Central Contractor Registration Database.

**5. FOB Destination**

**6. Delivery Schedule:**

a. Time of Delivery

The contractor shall deliver to destination within the number of calendar days after receipt of order (ARO), as set forth below.

Special Item Number	Delivery Time(Days ARO)
132-50	As negotiated between ordering agency and contractors
132-51	

b. Urgent Requirements

When the Federal Supply Schedule contract delivery period does not meet the bona fide urgent delivery requirements of an ordering agency, agencies are encouraged, if time permits, to contact the Contractor for the purpose of obtaining accelerated delivery. The Contractor shall reply to the inquiry within 3 workdays after receipt. (Telephonic replies shall be confirmed by the Contractor in writing.) If the Contractor offers an accelerated delivery time acceptable to the ordering agency, any order(s) placed pursuant to the agreed upon accelerated delivery time frame shall be delivered within this shorter delivery time and in accordance with all other terms and conditions of the contract.

**7. Discounts: Prices shown are NET Prices; Basic Discounts have been deducted.**

- a. Prompt Payment: 1 % - 15 days from receipt of invoice or date of acceptance, whichever is later.
- b. Quantity - None
- c. Dollar Volume - None
- d. Government Educational Institutions offered the same discounts as all other Government customers.
- e. Other - None

**8. Trade Agreements ACT of 1979, as amended:**

All items are U.S. made end products, designated country end products, Caribbean Basin country end products, Canadian end products, or Mexican end products as defined in the Trade Agreements Act of 1979, as amended.

**9. Statement Concerning Availability of Export Packing:**

N/A

**10. Small Requirements: The minimum dollar value of orders to be issued is \$ 2,500.00.**

**11. Maximum Order: (All dollar amounts are exclusive of any discounts for prompt payment.)**

- a. Special Item Number: 132-50 - Training Courses

The maximum dollar value per order for all training courses will be \$500,000.

- b. Special Item Number: 132 - 51 - Information Technology (IT) Professional Services

The maximum dollar value per order for all IT Professional services will be \$500,000

**12. Ordering Procedure for Federal Supply Schedule Contracts:**

Ordering activities shall use the ordering procedures of Federal Acquisition Regulation (FAR) 8.405 when placing an order or establishing a BPA for supplies or services. These procedures apply to all schedules.

- a. FAR 8.405-1 Ordering procedures for supplies, and services not requiring a statement of work.  
b. FAR 8.405-2 Ordering procedures for services requiring a statement of work.

**13. Federal Information Technology/Telecommunication Standards Requirements:**

Ordering activities acquiring products from this Schedule must comply with the provisions of the Federal Standards Program, as appropriate (reference: NIST Federal Standards Index). Inquires to determine whether or not specific products listed herein comply with Federal Information Processing Standards (FIPS) or Federal Telecommunication Standards (FED-STDS), which are cited by ordering activities shall be responded to promptly by the Contractor.

**13.1 Federal Information Processing Standards Publications (FIPS Pubs):**

Information Technology products under the Schedule that do not conform to Federal Information Processing Standards (FIPS) should not be acquired unless a waiver has been granted in accordance with the applicable "FIPS Publication." Federal Information Processing Standards Publications (FIPS PUBS) are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Information concerning their availability and applicability should be obtained from the National Technical Information Service (NTIS), 5285 Port Royal Road, Springfield, Virginia 22161. FIPS PUBS include voluntary standards when these are adopted for Federal use. Individual orders for FIPS PUBS should be referred to the NTIS Sales Office, and orders for subscription service should be referred to the NTIS Subscription Officer, both at the above address, or telephone number 703-487-4650.

**13.2 Federal Telecommunication Standards (FED-STDS):**

Telecommunication products under this Schedule that do not conform to Federal Telecommunication Standards (FED-STDS) should not be acquired unless a waiver has been granted in accordance with the applicable "FED-STDS." Federal Telecommunication Standards are issued by the U.S. Department of Commerce, National Institute of Standards and Technology (NIST), pursuant to National Security Act. Ordering information and information concerning the availability of FED-STDS should be obtained from the GSA, Federal Supply Service, Specification Section, 470 East L'Enfant Plaza, Suite 8100, SW, Washington, DC 20407, telephone number 202-619-8925. Please include a self-addressed

mailing label when requesting information by mail. Information concerning their applicability can be obtained by writing or calling the U.S. Department of Commerce, National Institute of Standards and Technology, Gaithersburg, MD 20899, telephone number 301-975-2833.

#### **14. CONTRACTOR TASKS / SPECIAL REQUIREMENTS (C-FSS-370) (NOV 2001)**

- a. Security Clearances: The Contractor may be required to obtain/possess varying levels of security clearances in the performance of orders issued under this contract. All costs associated with obtaining/possessing such security clearances should be factored into the price offered under the Multiple Award Schedule.
- b. Travel: The Contractor may be required to travel in performance of orders issued under this contract. Allowable travel and per diem charges are governed by Pub .L. 99-234 and FAR Part 31, and are reimbursable by the ordering agency or can be priced as a fixed price item on orders placed under the Multiple Award Schedule. Travel in performance of a task order will only be reimbursable to the extent authorized by the ordering agency. The Industrial Funding Fee does NOT apply to travel and per diem charges.
- c. Certifications, Licenses and Accreditations: As a commercial practice, the Contractor may be required to obtain/possess any variety of certifications, licenses and accreditations for specific FSC/service code classifications offered. All costs associated with obtaining/ possessing such certifications, licenses and accreditations should be factored into the price offered under the Multiple Award Schedule program.
- d. Insurance: As a commercial practice, the Contractor may be required to obtain/possess insurance coverage for specific FSC/service code classifications offered. All costs associated with obtaining/possessing such insurance should be factored into the price offered under the Multiple Award Schedule program.
- e. Personnel: The Contractor may be required to provide key personnel, resumes or skill category descriptions in the performance of orders issued under this contract. Ordering activities may require agency approval of additions or replacements to key personnel.
- f. Organizational Conflicts of Interest: Where there may be an organizational conflict of interest as determined by the ordering agency, the Contractor's participation in such order may be restricted in accordance with FAR Part 9.5.
- g. Documentation/Standards: The Contractor may be requested to provide products or services in accordance with rules, regulations, OMB orders, standards and documentation as specified by the agency's order.
- h. Data/Deliverable Requirements: Any required data/deliverables at the ordering level will be as specified or negotiated in the agency's order.
- i. Government-Furnished Property: As specified by the agency's order, the Government may provide property, equipment, materials or resources as necessary.
- j. Availability of Funds: Many Government agencies' operating funds are appropriated for a specific fiscal year. Funds may not be presently available for any orders placed under the contract or any option year. The Government's obligation on orders placed under this contract is contingent upon the availability of appropriated funds from which payment for ordering purposes can be made. No legal liability on the part of the Government for any payment may arise until funds are available to the ordering Contracting Officer.
- k. Overtime: For professional services, the labor rates in the Schedule should not vary by virtue of the Contractor having worked overtime. For services applicable to the Service Contract Act (as identified in the Schedule), the labor rates in the Schedule will vary as governed by labor laws (usually assessed a time and a half of the labor rate).

#### **15. Contract Administration For Ordering Activities:**

Any ordering activity, with respect to any one or more delivery orders placed by it under this contract, may exercise the same rights of termination as might the GSA Contracting Officer under provisions of FAR 52.212-4, paragraph (1) Termination for the ordering activities convenience, and (m) Termination for Clause (See 52.212-4.)

**16. GSA Advantage!**

**GSA Advantage!** is an on-line, interactive electronic information and ordering system that provides on-line access to vendors' schedule prices with ordering information. GSA Advantage! will allow the user to perform various searches across all contracts including , but not limited to :

- 1) Manufacturer;
- 2) Manufacturer's Part Number; and
- 3) Product categories.

Agencies can browse GSA Advantage! by accessing the Internet World Wide Web utilizing a browser (ex.: Netscape). The Internet address is <http://www.fss.gsa.gov/>

**17. PURCHASE OF OPEN MARKET ITEMS**

NOTE: Open Market Items are also known as incidental items, noncontract items, non-Schedule items, and items not on a Federal Supply Schedule contract. ODCs (Other Direct Costs) are not part of this contract and should be treated as open market purchases. Ordering Activities procuring open market items must follow FAR 8.402(f).

For administrative convenience, an ordering activity contracting officer may add items not on the Federal Supply Multiple Award Schedule (MAS) -- referred to as open market items -- to a Federal Supply Schedule blanket purchase agreement (BPA) or an individual task or delivery order, **only if-**

- 1) All applicable acquisition regulations pertaining to the purchase of the items not on the Federal Supply Schedule have been followed (e.g., publicizing (Part 5), competition requirements (Part 6), acquisition of commercial items (Part 12), contracting methods (Parts 13, 14, and 15), and small business programs (Part 19));
- 2) The ordering activity contracting officer has determined the price for the items not on the Federal Supply Schedule is fair and reasonable;
- 3) The items are clearly labeled on the order as items not on the Federal Supply Schedule; and
- 4) All clauses applicable to items not on the Federal Supply Schedule are included in the order.

**18. Contractor Commitments, Warranties and Representations:**

- a. For the purpose of this contract, commitments, warranties and representations include, in addition to those agreed to for the entire schedule contract:
  - (1) Time of delivery/installation quotations for individual orders.
  - (2) Technical representations and /or warranties of products concerning performance, total system performance and /or configuration, physical, design and/or functional characteristics and capabilities of a product/equipment/service/software package submitted in response to requirements which result in orders under this schedule contract.
  - (3) Any representations and/or warranties concerning the products made in any literature, description, drawings and/or specifications furnished by the Contractor.
- b. The above is not intended to encompass items not currently covered by the GSA Schedule contract.

**19. Overseas Activities:**

The terms and conditions of this contract shall apply to all orders for installation, maintenance and repair of equipment in areas listed in the pricelists outside the 48 contiguous states and the District for Columbia, except as indicated below:

**No exceptions.**

Upon request of the Contractor, the Government may provide the Contractor with logistics support, as available, in accordance with all applicable Government regulations. Such Government support will be

provided on a reimbursable basis, and will only be provided to the Contractor's technical personnel whose services are exclusively required for the fulfillment of the terms and conditions of this contract.

## **20. Blanket Purchase Agreements (BPAs):**

The use of BPAs under any schedule contract to fill repetitive needs for supplies or services is allowable. BPAs may be established with one or more schedule contractors. The number of BPAs to be established is within the discretion of the ordering activity establishing the BPA and should be based on a strategy that is expected to maximize the effectiveness of the BPA(s). Ordering activities shall follow FAR 8.405-3 when creating and implementing BPA(s).

## **21. Contractor Team Arrangements:**

Contractors participating in contractor team arrangements must abide by all terms and conditions of their respective contracts. This includes compliance with Clauses 552.238-74, Industrial Funding Fee and Sales Reporting i.e., each contractor (team member ) must report sales and remit the IFF for all products and services provided under its individual contract.

## **22. Installation, Deinstallation, Reinstallation**

The Davis-Bacon Act (40 U.S.C. 276a-276a-7) provides that contracts in excess of \$2,000 to which the United States or the District of Columbia is a party for construction, alteration, or repair (including painting and decorating) of public buildings or public works with the United States, shall contain a clause that no laborer or mechanic employed directly upon the site of the work shall received less than the prevailing wage rates as determined by the Secretary of Labor. The requirements of the Davis-Bacon Act do not apply if the construction work is incidental to the furnishing of supplies, equipment, or services. For example, the requirements do not apply to simple installation or alteration of a public building or public work that is incidental to furnishing supplies or equipment under a supply contract. However, if the construction, alteration or repair is segregable and exceeds \$2,000, then the requirements of the Davis-Bacon Act applies.

The ordering activity issuing the task order against this contract will be responsible for proper administration and enforcement of the Federal labor standards covered by the Davis-Bacon Act. The proper Davis-Bacon wage determination will be issued by the ordering activity at the time a request for quotations is made for applicable construction classified installation, deinstallation, and reinstallation services under SIN 132-8.

## **23. SECTION 508 COMPLIANCE.**

If applicable, Section 508 compliance information on the supplies and services in this contract are available in Electronic and Information Technology (EIT) at the following:

[www.perptech.com](http://www.perptech.com)

The EIT standard can be found at: [www.Section508.gov/](http://www.Section508.gov/).

## **24. PRIME CONTRACTOR ORDERING FROM FEDERAL SUPPLY SCHEDULES.**

Prime Contractors (on cost reimbursement contracts) placing orders under Federal Supply Schedules, on behalf of an ordering activity, shall follow the terms of the applicable schedule and authorization and include with each order –

- (a) A copy of the authorization from the ordering activity with whom the contractor has the prime contract (unless a copy was previously furnished to the Federal Supply Schedule contractor); and
- (b) The following statement:  
This order is placed under written authorization from \_\_\_\_\_ dated \_\_\_\_\_. In the event of any inconsistency between the terms and conditions of this order and those of your Federal Supply Schedule contract, the latter will govern.



**25. INSURANCE—WORK ON A GOVERNMENT INSTALLATION (JAN 1997)(FAR 52.228-5)**

- (a) The Contractor shall, at its own expense, provide and maintain during the entire performance of this contract, at least the kinds and minimum amounts of insurance required in the Schedule or elsewhere in the contract.
- (b) Before commencing work under this contract, the Contractor shall notify the Contracting Officer in writing that the required insurance has been obtained. The policies evidencing required insurance shall contain an endorsement to the effect that any cancellation or any material change adversely affecting the Government's interest shall not be effective—
  - (1) For such period as the laws of the State in which this contract is to be performed prescribe; or
  - (2) Until 30 days after the insurer or the Contractor gives written notice to the Contracting Officer, whichever period is longer.
- (c) The Contractor shall insert the substance of this clause, including this paragraph (c), in subcontracts under this contract that require work on a Government installation and shall require subcontractors to provide and maintain the insurance required in the Schedule or elsewhere in the contract. The Contractor shall maintain a copy of all subcontractors' proofs of required insurance, and shall make copies available to the Contracting Officer upon request.

**26. SOFTWARE INTEROPERABILITY.**

Offerors are encouraged to identify within their software items any component interfaces that support open standard interoperability. An item's interface may be identified as interoperable on the basis of participation in a Government agency-sponsored program or in an independent organization program. Interfaces may be identified by reference to an interface registered in the component registry located at <http://www.core.gov>.

**27. ADVANCE PAYMENTS**

A payment under this contract to provide a service or deliver an article for the United States Government may not be more than the value of the service already provided or the article already delivered. Advance or pre-payment is not authorized or allowed under this contract. (31 U.S.C. 3324)

**Terms and Conditions Applicable to Purchase of Training  
Courses for General Purpose Commercial Information Technology Equipment and  
Software  
(Special Item Number 132-50)**

**1. SCOPE**

- a. The Contractor shall provide training courses normally available to commercial customers, which will permit ordering activity users to make full, efficient use of general purpose commercial IT products. Training is restricted to training courses for those products within the scope of this solicitation.
- b. The Contractor shall provide training at the Contractor's facility and/or at the ordering activity's location, as agreed to by the Contractor and the ordering activity.

**2. ORDER**

Written orders, EDI orders (GSA Advantage! and FACNET), credit card orders, and orders placed under blanket purchase agreements (BPAs) shall be the basis for the purchase of training courses in accordance with the terms of this contract. Orders shall include the student's name, course title, course date and time, and contracted dollar amount of the course.

**3. TIME OF DELIVERY**

The Contractor shall conduct training on the date (time, day, month, and year) agreed to by the Contractor and the ordering activity.

**4. CANCELLATION AND RESCHEDULING**

- a. The ordering activity will notify the Contractor at least seventy-two (72) hours before the scheduled training date, if a student will be unable to attend. The Contractor will then permit the ordering activity to either cancel the order or reschedule the training at no additional charge. In the event the training class is rescheduled, the ordering activity will modify its original training order to specify the time and date of the rescheduled training class.
- b. In the event the ordering activity fails to cancel or reschedule a training course within the time frame specified in paragraph a, above, the ordering activity will be liable for the contracted dollar amount of the training course. The Contractor agrees to permit the ordering activity to reschedule a student who fails to attend a training class within ninety (90) days from the original course date, at no additional charge.
- c. The ordering activity reserves the right to substitute one student for another up to the first day of class.
- d. In the event the Contractor is unable to conduct training on the date agreed to by the Contractor and the ordering activity, the Contractor must notify the ordering activity at least seventy-two (72) hours before the scheduled training date.

**5. FOLLOW-UP SUPPORT**

The Contractor agrees to provide each student with unlimited telephone support for a period of one (1) year from the completion of the training course. During this period, the student may contact the Contractor's instructors for refresher assistance and answers to related course curriculum questions.

**6. PRICE FOR TRAINING**

The price that the ordering activity will be charged will be the ordering activity training price in effect at the time of order placement, or the ordering activity price in effect at the time the training course is conducted, whichever is less.

**7. INVOICES AND PAYMENT**

Invoices for training shall be submitted by the Contractor after ordering activity completion of the training course. Charges for training must be paid in arrears (31 U.S.C. 3324). PROMPT PAYMENT DISCOUNT, IF APPLICABLE, SHALL BE SHOWN ON THE INVOICE.

**8. FORMAT AND CONTENT OF TRAINING**

- a. The Contractor shall provide written materials (i.e., manuals, handbooks, texts, etc.) normally provided with course offerings. Such documentation will become the property of the student upon completion of the training class.
- b. For hands-on training courses, there must be a one-to-one assignment of IT equipment to students.
- c. The Contractor shall provide each student with a Certificate of Training at the completion of each training course.
- d. The Contractor shall provide the following information for each training course offered:
  - (1) The course title and a brief description of the course content, to include the course format (e.g., lecture, discussion, hands-on training);
  - (2) The length of the course;
  - (3) Mandatory and desirable prerequisites for student enrollment;
  - (4) The minimum and maximum number of students per class;
  - (5) The locations where the course is offered;
  - (6) Class schedules; and
  - (7) Price (per student, per class (if applicable)).
- e. For those courses conducted at the ordering activity's location, instructor travel charges (if applicable), including mileage and daily living expenses (e.g., per diem charges) are governed by Pub. L. 99-234 and FAR Part 31.205-46, and are reimbursable by the ordering activity on orders placed under the Multiple Award Schedule, as applicable, in effect on the date(s) the travel is performed. Contractors cannot use GSA city pair contracts. The Industrial Funding Fee does NOT apply to travel and per diem charges.

**9. "NO CHARGE" TRAINING**

The Contractor shall describe any training provided with equipment and/or software provided under this contract, free of charge, in the space provided below.

N/A

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**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 apply exclusively to IT 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**

- 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 in accordance with this clause.
- 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 (JAN 1986) (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 (Deviation – May 2003) 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 Services.

## **9. INDEPENDENT CONTRACTOR**

All IT 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 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 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) 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 52.232-7 (DEC 2002), (Alternate II – Feb 2002) (Deviation – May 2003) applies to labor-hour orders placed under this contract. 52.232-31 (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 SERVICES AND PRICING**

<b>Job Title/ Labor Category</b>	<b>Minimum/General Experience</b>	<b>Functional Responsibility</b>	<b>Minimum Education</b>
Program Manager	(2-5 years) Senior level executive with extensive experience in delivery of state-of-the-art technology solutions. Provides overall managerial direction for multiple project.	Formulates and reviews project feasibility studies, determines cost and ensures conformance to quality standards.	B.A. or equivalent experience
Project Manager	(2-5 years) Senior level manager with extensive experience in managing project for high quality, state-of-the-art technology solutions.	Supervises development, implementation, and documentation of a wide range of systems. Ensures project deadlines and milestones are met.	B.A. or equivalent experience
Special Systems Specialist I	(1-3 years) Experienced in system integration with expanded knowledge of multiple software and hardware components. Coordinates delivery and installation of system hardware, database software, and other software.	Installs and configures hardware and software components including operating systems, COTS system software, desktop client systems, and imaging related network components. Provides hardware and system software maintenance support.	B.S. in computer science/technology, or equivalent experience
Special Systems Specialist II	(2-5 years) Senior level system specialist with extensive experience in system integration with excellent knowledge of multiple hardware and database software components.	Supervises installation and configuration of hardware and software components including operating systems, COTS system software, desktop client systems, and imaging related network components. Oversees and provides complex hardware and system software maintenance support.	B.S. in computer science/technology, or equivalent experience
Special Systems Specialist III - Technical	(1-3 years) Will provide guidance, direction, and technical support in the area of Business Intelligence information technology. Maintains a high level of awareness of the organization's technical direction and architecture. Will have extensive knowledge of the organization's information systems design, architecture, and use. Will have basic knowledge of SQL and a basic knowledge of relational databases.	Load Business Intelligence software, perform upgrades, migrate applications, provide instruction on software use, use SQL for reporting purposes	B.S. in computer science/technology, or equivalent experience
Special Systems Specialist IV – Advisory	(2-5 years) Will provide guidance, direction, and technical support in the area of Business Intelligence information technology. Maintains a high level of awareness of the organization's technical direction and architecture. Will have extensive knowledge of the organization's information systems design, architecture, and use. Will have basic knowledge of SQL and a basic knowledge of relational databases.	Gives direction, guidance, and advice to upper management about Business Intelligence information technology, and analyze needs. Will perform technical support as well. May act as a technical supervisor..	B.S. in computer science/technology, or equivalent experience
Programmer I	(1-3 years) Experienced in developing, programming, testing, and documenting application program modules.	Excellent knowledge of system life cycle management, structured analysis and design techniques, and programming.	B.S. in computer science/technology, or equivalent experience
Programmer II	(2-5 years) Extensive experience in developing, programming, testing, and documenting application program modules.	Excellent knowledge of system life cycle management, structured analysis and design techniques, and programming.	B.S. in computer science/technology, or equivalent experience
Programmer III	(4-6 years) Extensive experience in developing, programming, testing, and documenting application program modules. Experience with state-of-the-art programming tools and leading-edge programming languages.	Excellent knowledge of system life cycle management, structured analysis and design techniques, and programming. Skilled in advanced programming techniques, integrating various systems as determined by the business system. May supervise other personnel.	B.S. in computer science/technology, or equivalent experience
Technical Specialist I	(1-3 years) Experience in applying information technology to solve customer problems and specialized experience in the area being supported. Also provides expert advice and assistance in state-of-the-art technologies defined by the business segment.	Performs technical work, analyzes or studies complex functional and technical problems, enhances or implements systems solutions, and supports test and acceptance phases. May act as a technical supervisor to other project personnel.	B.S. in computer science/technology, or equivalent experience
Technical Specialist II	(2-5 years) Extensive experience in applying information technology to solve customer problems and specialized experience in the	Performs technical work, analyzes or studies complex functional and technical problems, enhances or implements systems solutions,	B.S. in computer science/technology, or equivalent experience



	area being supported. Also provides expert advice and assistance in state-of-the-art technologies defined by the business segment.	and supports test and acceptance phases. May act as a technical supervisor to other project personnel.	
Network Engineer I	(1-3 years) Experience in supporting network environments. Knowledge of network management tools and techniques. Experience at measuring and reporting network performance.	Provides technical support in evaluating and resolving network and processor problems. Responsible for the design, configuration, and implementation of networks.	B.S. in computer science/technology, or equivalent experience
Network Engineer II	(2-5 years) Experience in supporting network environments and supervising network related activities. In-depth knowledge of network management tools, techniques, and procedures. Experience in developing, monitoring, and reporting network performance metrics.	Supervises and provides technical support in evaluating and resolving network and processor problems. Designs, installs, and may maintain networks that link numerous computing platforms, operating systems, network topologies, and network protocols.	B.S. in computer science/technology, or equivalent experience
IT Technician I	(1-3 years) Experience in installation, maintenance, and troubleshooting of hardware and software components, including workstations, servers, database software, operating systems, and client software products.	Installs, maintains, troubleshoots, and repairs hardware and software components as necessary. Provides technical support to other users of specified hardware and software components.	High School diploma and trade school completion in specialty area, or equivalent experience
IT Technician II	(2-5 years) Experience in installation, maintenance, and troubleshooting of hardware and software components, including workstations, servers, database software, operating systems, and client software products. Experience in the analysis, integration, and administration of hardware and software component, databases, and applications.	Installs, maintains, troubleshoots, and repairs hardware and software components as necessary. Provides technical support to other users of specified hardware and software components. Provides consulting and staff augmentation. Analyzes information technology needs and provides recommendations.	Associate's degree in related area, or equivalent experience
IT Technician III	(4-6 years) Experience in installation, maintenance, and troubleshooting of hardware and software components, including workstations, servers, database software, operating systems, and client software products. Experience in the analysis, integration, and administration of hardware and software component, databases, and applications.	Installs, maintains, troubleshoots, and repairs hardware and software components as necessary. Provides technical support to other users of specified hardware and software components. Provides consulting and staff augmentation. Analyzes information technology needs and provides recommendations. May supervise other personnel.	Bachelor's degree in related area, or equivalent experience
Information Technology Support Specialist I	(1-3 years) Experience in providing general information technology systems and project support. Experienced with desktop publishing and office automation systems. Knowledgeable of project operations and its relationship to support functions.	Performs variety of professional support functions using organization's office automation systems. Able to advise other staff in the use of IT systems and their function relevant to the project mission. Advises management and staff of relevant issues, policies, and procedures. Performs business and technical analysis as required. Generates reports on various technical and administrative issues.	High School diploma and related trade school completion, or Associate's degree in specialty area, or equivalent experience
Information Technology Support Specialist II	(2-5 years) Experience in providing general information technology systems and project support. Experienced with desktop publishing and office automation systems. Knowledgeable of project operations and its relationship to support functions.	Performs variety of professional support functions using organization's office automation systems. Able to advise other staff in the use of IT systems and their function relevant to the project mission. Advises management and staff of relevant issues, policies, and procedures. Performs business and technical analysis as required. Generates reports on various technical and administrative issues. May supervise other IT support specialists.	Associate's degree in related area, or equivalent experience
Automation Administrator I	(1 year) Experience in using computers to automate administrative tasks in an office environment with various software applications.	Performs telephone communications, assists operations staff in preparing task documents, and operates hardware/software systems. Other support services include data entry, software licensing, systems operation, and data mining.	High School diploma or equivalent experience
Automation Administrator II	(1 - 3 years) Experience in using computers to automate administrative tasks in an office environment with various software applications.	Performs analytical and specialized administrative support functions. Provides support services, including data entry, software licensing, property and inventory management,	High School diploma and related trade school completion, or Associate's degree in

		receiving, systems operation, and data mining.	specialty area, or equivalent experience
Subject Matter Expert I	(5-8 years) Progressively responsible experience involving information technology and related systems and often unique specialization. Recognized as an industry or specialty expert especially in the use of information processing, telecommunications, or security systems, through exposure such as publications, research, teaching, and speeches. Extensive hands-on experience and credentials in area of specialty.	Expert consulting in highly specialized, leading edge information technologies and methodologies. Provides highly technical specialized guidance with regard to automated solutions to complex information processing problems.	B.S. in computer science/technology or specialty area, or equivalent experience
Subject Matter Expert II	(7-10 years) Progressively responsible experience involving information technology and related systems and often unique specialization. Recognized as an industry or specialty expert especially in the use of information processing, telecommunications, or security systems, through exposure such as publications, research, teaching, and speeches. Extensive hands-on experience and credentials in area of specialty.	Expert consulting in highly specialized, leading edge information technologies and methodologies. Provides highly technical specialized guidance with regard to automated solutions to complex information processing problems. Often called upon as one of a few nationally recognized specialists with unique knowledge and skills.	Advanced degree in computer science/technology or specialty area, or equivalent experience
Technical Advisor I	(5-7 years) Extensive experience in IT system planning, design, and implementation. Experience in applying information technology to solve customer problems. Experience providing recommendations for solutions to an organization's system configuration and IT operating policies and procedures.	Provides expert advice and assistance in state-of-the-art technologies defined by the business segment. Performs technical work, analyzes or studies complex functional and technical problems, enhances or implements systems solutions, and support test and acceptance phases. May act as technical supervisor to other project personnel.	B.S. in computer science/technology, or equivalent experience
Technical Advisor II	(7-10 years) Extensive experience in IT system planning, design, and implementation. Experience in applying information technology to solve customer problems. Experience providing recommendations for solutions to an organization's system configuration and IT operating policies and procedures.	Provides expert advice and assistance in state-of-the-art technologies defined by the business segment. Performs technical work, analyzes or studies complex functional and technical problems, enhances or implements systems solutions, and support test and acceptance phases. May act as technical supervisor to other project personnel.	B.S. in computer science/technology, or equivalent experience
Technical Writer I	(1-2 years) Experience in the development of technical documentation using automated tools including desktop publishing. Experience in developing ADP systems and user documentation in accordance with specified standards.	Develops, writes, and edits ADP documentation incorporating information from users, ADP development personnel, and management personnel. Develops reports from written and electronic input media. Prepares graphic presentations of technical information for both technical and non-technical users. Assists in requirements analysis and preliminary system design activities through participation in user interviews.	Associate's degree in English, journalism, or related field, or equivalent experience
Technical Writer II	(3-5 years) Extensive experience in the development of technical documentation using automated tools including desktop publishing. Experience in developing ADP systems, user documentation, and system documentation in accordance with specified standards.	Develops, writes, and edits ADP documentation incorporating information from users, ADP development personnel, and management personnel. Develops reports from written and electronic input media. Prepares graphic presentations of technical information for both technical and non-technical users. Assists in requirements analysis and preliminary system design activities through participation in user interviews. May supervise other personnel.	Bachelor's degree in English, journalism, or related field, or equivalent experience
Technical Writer III	(5-7 years) Extensive experience in the development of technical documentation using automated tools including desktop publishing. Experience in developing ADP systems, user documentation, and highly technical system documentation in accordance with specified standards.	Develops, writes, and edits ADP documentation incorporating information from users, ADP development personnel, and management personnel. Develops reports from written and electronic input media. Prepares graphic presentations of technical information for both technical and non-technical users. Assists in requirements analysis and preliminary system design activities through participation in user interviews. May supervise other personnel.	Bachelor's degree in English, journalism, or related field, or equivalent experience

**Perpetual Technologies, Inc.**  
**Service Pricelist For**  
**Information Technology Professional Services (132-51)**

Labor Category	Labor Rates				
	31 Jan 2011 - 30 Jan 2012	31 Jan 2012 - 30 Jan 2013	31 Jan 2013 - 30 Jan 2014	31 Jan 2014 - 30 Jan 2015	31 Jan 2015 - 30 Jan 2016
Program Manager	\$ 138.56	\$ 141.33	\$ 144.15	\$ 147.04	\$ 149.98
Project Manager	\$ 104.42	\$ 106.51	\$ 108.64	\$ 110.81	\$ 113.02
Special Systems Specialist I	\$ 64.04	\$ 65.32	\$ 66.62	\$ 67.96	\$ 69.31
Special Systems Specialist II	\$ 77.96	\$ 79.52	\$ 81.11	\$ 82.73	\$ 84.38
Special Systems Specialist III - Technical	\$ 129.94	\$ 132.54	\$ 135.19	\$ 137.89	\$ 140.65
Special Systems Specialist IV - Advisory	\$ 152.45	\$ 155.50	\$ 158.61	\$ 161.78	\$ 165.02
Programmer I	\$ 66.30	\$ 67.63	\$ 68.98	\$ 70.36	\$ 71.77
Programmer II	\$ 79.56	\$ 81.15	\$ 82.77	\$ 84.43	\$ 86.12
Programmer III	\$ 92.81	\$ 94.67	\$ 96.56	\$ 98.49	\$ 100.46
Technical Specialist I	\$ 77.57	\$ 79.12	\$ 80.70	\$ 82.32	\$ 83.97
Technical Specialist II	\$ 92.81	\$ 94.67	\$ 96.56	\$ 98.49	\$ 100.46
Network Engineer I	\$ 70.27	\$ 71.67	\$ 73.11	\$ 74.57	\$ 76.06
Network Engineer II	\$ 108.71	\$ 110.89	\$ 113.10	\$ 115.37	\$ 117.67
IT Technician I	\$ 53.02	\$ 54.08	\$ 55.16	\$ 56.26	\$ 57.39
IT Technician II	\$ 57.02	\$ 58.16	\$ 59.32	\$ 60.51	\$ 61.72
IT Technician III	\$ 66.30	\$ 67.63	\$ 68.98	\$ 70.36	\$ 71.77
Information Technology Support Specialist I	\$ 46.40	\$ 47.33	\$ 48.27	\$ 49.24	\$ 50.22
Information Technology Support Specialist II	\$ 59.66	\$ 60.85	\$ 62.07	\$ 63.31	\$ 64.58
Automation Administrator I	\$ 39.77	\$ 40.57	\$ 41.38	\$ 42.20	\$ 43.05
Automation Administrator II	\$ 53.02	\$ 54.08	\$ 55.16	\$ 56.26	\$ 57.39
Subject Matter Expert I	\$ 184.32	\$ 188.01	\$ 191.77	\$ 195.61	\$ 199.52
Subject Matter Expert II	\$ 245.28	\$ 250.18	\$ 255.19	\$ 260.29	\$ 265.50
Technical Advisor I	\$ 119.33	\$ 121.72	\$ 124.15	\$ 126.63	\$ 129.17
Technical Advisor II	\$ 139.20	\$ 141.98	\$ 144.82	\$ 147.72	\$ 150.67
Technical Writer I	\$ 39.77	\$ 40.57	\$ 41.38	\$ 42.20	\$ 43.05
Technical Writer II	\$ 72.93	\$ 74.39	\$ 75.88	\$ 77.39	\$ 78.94
Technical Writer III	\$ 112.70	\$ 114.95	\$ 117.25	\$ 119.60	\$ 121.99

## Perpetual Technologies, Inc. Training

### Overview of Training Program

Perpetual Technologies has a training center located on the north side of Indianapolis at the Pyramids. Our training facility consists of two labs; one 24-station lab, and one 16-station lab. We are equipped with projectors for visual presentations during lecture. We are in any easy-to-find location, parking is free, and there is a vast variety of nearby restaurants. We conduct many types of classes, but specialize in Oracle and UNIX technologies. We are partnered with Indiana University – Purdue University at Indianapolis, for whom we conduct most of our training. We currently offer a curriculum of 18 Oracle and UNIX classes which as scheduled on a regular basis.

In addition to our scheduled hands-on classes, we offer companies the opportunity to submit requests for special contracted classes and customized classes that may be outside of the scope of our regular schedule. We also offer both daytime and evening classes, which make our training program convenient for the working professional. Our training center stays pretty busy, both day and night, due to our flexibility, our knowledgeable teaching staff, and our cost.

### Our Instructors

Our instructors are all professionals in their fields. Since we specialize in Oracle and UNIX training, we have a core group of experienced Oracle DBAs and UNIX System Administrators that comprise our teaching staff, some of which are Oracle Certified Professionals and published authors. Our instructors are also experienced adult educators. The good thing about our instructors is that none are full-time instructors. The majority of our instructors are full-time DBAs and SAs, which allow them to bring real-world experience into the classroom. We feel that this recipe for instructors promotes and maintains a well-rounded individual that is technically proficient, with the ability to communicate with individuals at any skill level.

### Cost-effective Training

Our training is very cost-effective compared to our competitors. Since we are a small company, we do not have the overhead of larger training institutions; thereby reducing our costs to you. In addition to the reduced costs, each student has access to a PC to promote optimal hands-on performance. The following table describes our training costs:

Types of Training	Cost per student/day (Federal Rates)	
	Our Facility	Government Facility
Most classes registered for by companies sending employees to existing pre-scheduled classes.	\$204.53	\$227.25

Minimum Student required: 15

Class tuition includes the training session (normally 18 hours), one or more knowledgeable instructors, a training manual, a lab workbook, a PC per individual for labs, and a textbook (usually by Oracle Press or O'Reilly).

A typical daytime class: Monday – Wednesday, 9:00am – 4:00pm, alternating lecture/lab format.

A typical evening class: 3 Mondays & 3 Wednesdays, 6:00pm – 9:00pm, alternating lecture/lab format.

**List of Current Classes**

Below is a listing of our current classes. Please refer to our web site for a detailed description of each class and for a current schedule. Feel free to call (317)824-0393 for class or registration inquiries.

SQL	Intro to Oracle SQL, Intermediate Oracle SQL, Advanced Oracle SQL
DBA	Intro to Oracle DBA, Intermediate Oracle DBA, Advanced Oracle DBA, Oracle Enterprise Manager, Oracle DBA Workshop, How to Become a DBA Seminar, Database Modeling and Design
Developer	Intro to Oracle PL/SQL, Advanced Oracle PL/SQL, Intro to Oracle Developer/2000, Intro to Oracle Designer, Intro to Oracle Forms, Intro to Oracle Reports, Oracle SQL Statement and Tuning
UNIX	Intro to UNIX, Intro to UNIX Shell Programming

## Perpetual Technologies, Inc. Class Descriptions

**Introduction to Oracle SQL (18 hours)**

Prerequisites: Basic knowledge of Microsoft Windows.

This hands-on class in an introduction to SQL using the Oracle database. SQL is the standard language used to communicate with a relational database. Learn how to create tables, update information in the database, query the database, and more. This class focuses on standard SQL. The knowledge acquired is portable to any ANSI-compliant relational database.

**Intermediate Oracle SQL (18 hours)**

Prerequisites: Intro to Oracle SQL class or equivalent experience.

This hands-on class focuses on some of the advanced features of standard SQL, such as advanced queries and joins, streamlining SQL statements for performance, and more. You will also learn about Oracle SQL\*Plus and other features that are specific to Oracle.

**Advanced Oracle SQL Workshop (18 hours)**

Prerequisites: Intro to Oracle SQL and Intermediate Oracle SQL classes, or equivalent experience.

This hands-on class has been devised to push the SQL programmer to the next level. Very little lecture is involved in this class. Through challenging labs and real-life exercises, you will begin to realize that SQL is not just a means for communicating with a database; but a survival tool in today's world of endless corporate data and seemingly unreasonable customer demands.

**Oracle PL/SQL Programming (18 hours)**

Prerequisites: Intro to Oracle SQL class or equivalent experience.

In this hands-on course, learn to code relational database programs, procedures, and functions using Oracle's procedural language, PL/SQL. PL/SQL was designed to meet the needs of software programmers developing applications for Oracle. PL/SQL merges the data manipulation power of standard SQL with the data processing capabilities of a procedural language, implementing modular programming techniques and features such as conditional statements, variable and cursor definitions, loops, and much more. This class also explores PL/SQL's features in greater detail through numerous real-world labs. Some of the new topics in the class include program debugging, PL/SQL records and tables, file I/O, dynamic PL/SQL, and managing database jobs.

**Oracle Developer Workshop (24 hours)**

Prerequisites: Good knowledge of SQL, PL/SQL, Oracle Designer, and Oracle Forms.

This is a hands-on workshop with very little lecture for students striving to obtain real experience developing an Oracle project. Although mostly hands-on, other work in this workshop involves class discussions, small group discussions, and interaction with other students working on similar projects. The purpose of this class is not to teach you how to develop an Oracle application. This class is for those who understand the basics of Oracle development, but want to apply their knowledge to a real-world development project. The instructor's role is to distribute projects and provide guidance throughout the project. Students will work with Oracle PL/SQL, Oracle Designer, and Oracle Developer/2000 in order to produce a database structure for the application, as well as a front-end application interface for the end user.

**Introduction to Oracle Database Administration (18 hours)**

Prerequisites: Intro to UNIX and Intro to Oracle SQL classes, or equivalent experience.

In this hands-on course, you will learn the basics of managing an Oracle database, using Oracle powerful database server. Topics include the logical/physical design of an Oracle database, Oracle architecture, database security, utilization of SQL to query the data dictionary and study the structure of the database, an overview of the database creation process, database storage, SQL\*Net, a backup and recovery overview, and tuning considerations.

**Intermediate Oracle Database Administration (18 hours)**

Prerequisites: Intro to UNIX and Intro to Oracle DBA classes, or equivalent experience.

In this hands-on course, learn how to effectively administer an Oracle database, using Oracle's powerful database server. Beginning with a brief review of the Oracle database, this course finishes by giving the power and control to administer the database in greater detail. Some of the real-life tasks that we will perform and discuss include: setting up user accounts, implementing database security, monitoring the database, performing database maintenance, an introduction to SQL\*Loader, a more in-depth discussion of SQL\*Net, the EXPORT and IMPORT utilities, accessing distributed databases, auditing the database, managing storage, schema/project management, and more.

**Advanced Oracle Database Administration** (18 hours)

Prerequisites: Intro to UNIX, Intro to Oracle DBA, and Intermediate Oracle DBA classes, or equivalent experience.

In this hands-on course, take your journey through Oracle database administration to the next level through more complex examples and real-life scenarios. This class includes the material from the former Backup and Recovery, and Performance Tuning classes. In this course, you will create a database with provided information, implement security, and allocate storage. You will learn the different types of backup and recovery, and apply these concepts to your own database through numerous labs. We will also expand upon tuning considerations and you will have the opportunity to tune your database. After the completion of this class, you should be very comfortable with all of the major aspects of database administration.

**Oracle Enterprise Manager** (18 hours)

In this hands-on class, learn how to use one of Oracle's most powerful enterprise management product for database administrators. This is an introductory course all of the Enterprise Manager client tools, such as Data Manager, Storage Manager, Schema Manager, User Manager, Backup Manager, Instance Manager, and Security Manager. Also learn how to use the job and event scheduling systems. This class is mostly hands-on, and assumes you have a good understanding of the tasks involved in administering an Oracle database. Prerequisites: Introduction to Oracle SQL, Introduction to Oracle Database Administration, and Intermediate Oracle Database Administration, or equivalent experience.

**"How to Become a DBA" Seminar** (3 hours)

Prerequisites: None.

This seminar is intended to give students insight on how to become a successful Oracle database administrator. In this 3-hour seminar, Perpetual Technologies DBAs share their experiences involved on the road to a successful career. This seminar explains step-by-step what you need to know to survive and excel in today's database administration market. The Oracle classes we offer are briefly discussed and a checklist is provided for tips on tailoring your career, resume, and skills towards becoming a DBA. Class materials and handouts are provided. This class consists of lecture, class discussion, and one-on-one consultations. There will be 2-4 different speakers. This seminar is great for both students and professionals simply seeking direction.

**Oracle Database Administration Workshop** (24 hours)

Prerequisites: Good knowledge of SQL and UNIX, and the following classes or equivalent experience: Intro to Oracle DBA, Intermediate Oracle DBA, Advanced Oracle DBA, and Oracle Tools and Utilities.

This is a hands-on workshop with very little lecture for students striving to obtain real experience administering an Oracle database. Although mostly hands-on, other work in this workshop involves class discussions, small group discussions, and interaction with other students working on similar projects. The purpose of this class is not to teach you how to administer an Oracle database. This class is for those who understand the basics of Oracle administration, but want to apply their knowledge to real-world DBA work. The instructor's role is to distribute projects and provide guidance throughout the project. Students will work with Oracle8 RDBMS, UNIX, server tools such as SQL\*Plus and Server Manager, and client tools such as Oracle Enterprise Manager.

**Overview of Oracle Developer/2000** (6 hours)

Prerequisites: Introduction to Oracle SQL class or equivalent experience.

This hands-on class explores the different tools that are available in the Developer/2000 tool set. This class is an overview of Developer/2000 only, giving the student practical experience with each one of the tools in Developer/2000 Release 2.1. You will be provided hands-on experience using the following components of Developer/2000: Query Builder, Report Builder, Form Builder, Schema Builder, Graphics Builder, Procedure Builder, and Translation Builder.

**Introduction to Oracle Designer** (18 hours)

Prerequisites: Basic understanding of a relational database and Oracle.

In this hands-on course, learn the basic components of Oracle's powerful database design tool. Many of the tasks of designing an Oracle database have been automated in this GUI tool. Some of the hands-on topics and discussion include an overview of repository management, business process modeling, corporate data analysis, strategy behind database design and implementation, database design, generation of database and object creation scripts, and reverse engineering an existing database.

**Introduction to Oracle Forms** (18 hours)

Prerequisites: Basic understanding of the Oracle database, and Intro to Oracle PL/SQL class or equivalent experience.

This hands-on class teaches the student first hand how to create various types of Oracle forms using much of the new functionality of Oracle Form Builder. Students start out by creating a simple form, eventually progressing to the generation of complex forms with many different types of objects through numerous hands-on labs.

**Introduction to Oracle Reports** (18 hours)

Prerequisites: Intro to Oracle SQL and Intermediate Oracle SQL classes, or equivalent experience.

Report Builder is an Oracle database reporting tool that is part of the Oracle Developer/2000 tool set. With Report Builder, you can quickly generate production reports from your database that are suitable for distribution. Report Builder will assist you in defining queries, or you can easily import your own queries. The report formatting options available with Report Builder include most options available with SQL\*Plus. Since this is an object-oriented tool, report writing is now a flexible task, providing many variations to depict the information in your database.

**Introduction to UNIX** (18 hours)

Prerequisites: Understand how to use a PC and use Microsoft Windows.

UNIX is by far one of the most popular and powerful operating system environments for the Oracle database. This hands-on class teaches you the basics of the UNIX operating system. You will learn to navigate the UNIX file system, manage files and directories, create simple shell scripts, implement operating system security on files, and how to use the VI editor. You will also learn how to configure our UNIX operating system account to access an Oracle database. Concepts will also be covered concerning the interface between UNIX and Oracle. This is an excellent course to precede any of the Oracle Database Administration courses.

**Introduction to UNIX Shell Programming** (18 hours)

Prerequisites: Intro to UNIX class or equivalent experience.

UNIX shell script programming is one of the most powerful types of programming that exists today, since UNIX is the most popular platform for the Oracle database. In the real-world, it is difficult for UNIX users such as DBAs, System Administrators, and programmers to get by without some form of shell scripting. You will save yourself hours, weeks, and months worth of time by automating your daily tasks. This class is directed toward Oracle users, who will benefit greatly from the automation that a shell script can provide. This class is highly recommended for individuals wishing to become database administrators or UNIX administrators.

**Oracle SQL Performance Tuning (18 hours)**

In this hands-on class, learn to tune the SQL code that comprises an application to improve overall database and application performance. From the perspective of a database administrator or application developer, there are two basic components of tuning: database-level tuning and application-level tuning. This class focuses on application-level tuning SQL statements. Some of the main topics include: indexing, table access, clustering, using views, optimizing join operations, optimizing subqueries, optimizing data manipulation commands, using hints, and more. The two Oracle optimizers are also discussed in this class: rule-based optimizer and cost-based optimizer. Also, learn to use Oracle tools such as EXPLAIN PLAN, TKPROF, and AUTOTRACE to evaluate the performance of SQL statements. Prerequisites: Introduction to Oracle SQL, and Intermediate Oracle SQL classes, or equivalent experience. The Introduction to DBA course would also be beneficial.

**Database Modeling and Design (18 hours)**

In this class, learn how to effectively model and design a relational database. You will learn the basic techniques involved in planning and designing a database from the perspective of an Oracle developer and DBA. It is important to properly plan the design effort for any database to ensure that all aspects of the business are captured and included in the data model and the application interface. Some of the topics discussed in this class include: gathering business requirements, logically modeling the business using process models and entity relationship diagrams, the conversion of the logical model into a physical model, table relationship, normalization, analyzing legacy databases for redesign, and much more. This class would be an excellent previous step before the Oracle Designer class for those who lack the basic knowledge of relational database architecture and basic modeling techniques. Prerequisites: very basic understanding of computers and databases.

**USA COMMITMENT TO PROMOTE  
SMALL BUSINESS PARTICIPATION  
PROCUREMENT PROGRAMS****Preamble**

Perpetual Technologies, Inc. provides commercial products and services to the Federal Government. 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 Federal Government contracts. To accelerate potential opportunities please contact Ryan Stephens, President, at (317) 824-0393, fax number (317) 824-0394, email address: ryan@perptech.com.



**Best Value  
Blanket Purchase Agreement  
Federal Supply Schedule**

In the spirit of the Federal Acquisition Streamlining Act \_\_\_\_\_ and \_\_\_\_\_ enter into a cooperative agreement to further reduce the administrative costs of acquiring commercial items from the General Services Administration (GSA) Federal Supply Schedule Contract(s)\_\_\_\_\_.

Federal Supply Schedule contract BPAs eliminate contracting and open market costs such as: search for sources; the development of technical documents, solicitations and the evaluation of offers. Teaming Arrangements are permitted with Federal Supply Schedule Contractors in accordance with Federal Acquisition Regulation (FAR) 9.6.

This BPA will further decrease costs, reduce paperwork, and save time by eliminating the need for repetitive, individual purchases from the schedule contract. The end result is to create a purchasing mechanism for the ordering activity that works better and costs less.

Signatures

\_\_\_\_\_

Agency

Date

\_\_\_\_\_

Contractor

Date

BPA Number \_\_\_\_\_

**Blanket Purchase Agreement**

Pursuant to GSA Federal Supply Schedule Contract Number(s) \_\_\_\_\_, Blanket Purchase Agreements, the Contractor agrees to the following terms of a Blanket Purchase Agreement (BPA) EXCLUSIVELY WITH \_\_\_\_\_ :

(1) The following contract items can be ordered under this BPA. All orders placed against this BPA are subject to the terms and conditions of the contract, except as noted below:

Model Number/Part Number	*Special BPA Discount/Price
_____	_____
_____	_____

(2) Delivery:

Destination	Delivery Schedule/Dates
_____	_____
_____	_____

(3) The Government estimates, but does not guarantee, that the volume of purchases through this agreement will be \_\_\_\_\_.

(4) This BPA does not obligate any funds.

(5) This BPA expires on \_\_\_\_\_ or at the end of the contract period, whichever is earlier.

(6) The following office(s) is hereby authorized to place orders under this BPA:

Office	Point of Contact
_____	_____
_____	_____

(7) Orders will be placed against this BPA via Electronic Data Interchange (EDI), Fax, or paper.

(8) Unless otherwise, agreed to all deliveries under this BPA must be accompanied by delivery tickets or sales slips that must contain the following information as a minimum:

- (a) Name of Contractor;
- (b) Contract Number;
- (c) BPA Number;
- (d) Model Number or National Stock Number (NSN);
- (e) Purchase Order Number;
- (f) Date of Purchase;
- (g) Quantity, Unit Price, and Extension of Each Item (Unit prices and extensions need not be shown when incompatible with the use of automated systems; provided, that the invoice is itemized to show the information); and
- (h) Date of Shipment.

(9) The requirements of a proper invoice are specified in the Federal Supply Schedule contract. Invoices will be submitted to the address specified within the purchase order transmission issued against this BPA.

(10)The terms and conditions included in this BPA apply to all purchases made pursuant to it. In the event of an inconsistency between the provisions of this BPA and the Contractor's invoice, the provisions of this BPA will take precedence.

**Basic Guidelines for Using  
“Contractor Team Arrangements”**

Federal Supply Schedule Contractors may use “Contractor Team Arrangements” (see FAR 9.6) to provide solutions when responding to a customer agency requirements.

These Team Arrangements can be included under a Blanket Purchase Agreement (BPA). BPAs are permitted under all Federal Supply Schedule contracts.

Orders under a Team Arrangement are subject to terms and conditions of the Federal Supply Schedule Contract.

Participation in a Team Arrangement is limited to Federal Supply Schedule Contractors.

Customers should refer to FAR 9.6 for specific details on Team Arrangements.

Here is a general outline on how it works:

- The customer identifies their requirements.
- Federal Supply Schedule Contractors may individually meet the customer needs, or –
- Federal Supply Schedule contractors may individually submit a Schedules “Team Solution” to meet the customer’s requirement.
- Customers make a best value selection.