

*Federal Supply Service Authorized Federal Supply Schedule Price List On-line access to contract ordering information, terms and conditions, up-to-date pricing, and the option to create an electronic delivery order are available through GSA Advantage!®, a menu-driven database system. The INTERNET address GSA Advantage!® is: [GSAAdvantage.gov](http://GSAAdvantage.gov).*

*For more information on ordering from Federal Supply Schedules click on the FSS Schedules button at [fss.gsa.gov](http://fss.gsa.gov).*



## **GENERAL SERVICES ADMINISTRATION**

**Multiple Award Schedule**

**540.co, LLC**  
<https://540.co>

**CONTRACT ADMINISTRATOR:**

Christopher Bock

[chris@540.co](mailto:chris@540.co)

571-350-3540

2550 South Clark Street, Suite 415

Arlington, VA 22202

**CONTRACT NUMBER: GS - 35F - 461GA**

**CONTRACT PERIOD: 05/25/2017 – 5/24/2027**

**BUSINESS SIZE: Small Business**

**FSC GROUP, PRODUCT CODE/SERVICE CODE: R425**

**PART AND SECTION OR STANDARD INDUSTRIAL GROUP: 541511, 541519**

## **WHAT DO WE DO?**

# INNOVATE LIKE A STARTUP.



## **DATA ANALYTICS**

Get in touch with your data. Learn by automating, scaling and visualizing your metrics and make educated business decisions.



## **API DESIGN/DEV**

Data and transactional services deployed to enable and empower your internal developers, partners, and public consumers.



## **SOFTWARE**

Web apps, mobile apps, ERP integration, system interfaces, dashboards, maps, scraping, application modernization.



## **CLOUD**

Take advantage of the cloud, move faster and lower your cost by taking advantage of IaaS, PaaS, and maybe even BaaS.



## **DEV / OPS**

Operations that focus on customer satisfaction while managing and scaling your platforms as they grow with your business.



## **TECH STRATEGY**

Technology play books designed for you and your operations that leverage cutting edge tech and design patterns.

## **WHAT WE DO**

# BRING THE BEST PRACTICES IN TECHNOLOGY TO THE GOVERNMENT.

Modernizing government software practices includes but is not limited to introducing agile development, improved cloud architectures, optimized development and operations and deployment practices.

## HOW WE DO IT

# DON'T JUST TALK ABOUT IT, BUILD IT!

We believe that the best way to prove something is by going ahead and actually building something. We use proof of concept and prototype developments to show our customers what's possible. This allows us to get rapid user feedback, quickly identify approaches and architectures that will work, and it keeps our high-energy team excited and challenged.

## A MESSAGE FROM OUR FOUNDER

I launched 540.co with the belief that incredible opportunities for innovation in government exist at the intersection of big data, modern technologies, and agile development processes. Since then, we have sought clients (and clients have sought us) who are interested in building partnerships with us to exploit these opportunities into powerful yet lightweight capabilities that we can rapidly put into users' hands.

Through the use of short proof of concept prototypes that apply the latest open source tools and frameworks, we can immediately introduce new ways of using technology to meet our clients' emerging needs. From prototype to full operating capability, we work with our clients the way commercial startups do – rapid, successive, iterations that evolve as our stakeholders and their processes evolve, because they are part of our development process during each step of those iterations.

At the core of our expertise is our people. Passionate data nerds who understand tech, but also have extensive experience in Government information technology management. This means we understand the nuances of working in secure, regulated environments. We stand ready to help your agency unlock the potential of its data to gain valuable insights, make more informed decisions, and not just meet your mission objectives, but accelerate them.

John O'Brien

# CONTRACT INFORMATION

1a. Table of awarded special item number(s): **54151S**

1b. Identification of the lowest priced model number and lowest unit price for that model for each special item number awarded in the contract. This price is the Government price based on a unit of one, exclusive of any quantity/dollar volume, prompt payment, or any other concession affecting price. Those contracts that have unit prices based on the geographic location of the customer, should show the range of the lowest price, and cite the areas to which the prices apply.

1c. See table on the following page.



Labor Category	Educational Responsibility	Minimum Years of Experience	Functional Responsibility (Summary)
<b>Subject Matter Expert</b>	Master's Degree in Business, Computer Science, Information Systems, Engineering or related field	12	<p>Experience providing expert advice and insight concerning strategic direction and applicability of up to date, industry standard solutions and technologies. Providing high level vision to program/project manager and/or senior client leadership to influence objectives of complex efforts. Creating comprehensive methods for describing current and/or future structure and behavior of an organization's processes, systems, personnel and organizational subunits, so that they align with the organization's core goals and strategic direction.</p>
<b>Product Manager</b>	Bachelor's Degree in Business, Computer Science, Information Systems, Engineering or related field	10	<p>Experience managing the delivery, ongoing success, and continuous improvement of one or more digital products and/or platforms. Lead one or more multi-disciplinary agile delivery teams to deliver excellent new products and/or iterations to existing products to meet user needs. Gather user requirements based on a communicable understanding of diverse audience groups. Define and get stakeholder buy-in for product definition and delivery approach. Create effective, prioritized product descriptions, and delivery plans to meet user needs in a cost-effective way. Interpret user research to make the correct product decisions, noting that users do not always know what they want. Continually keep abreast of changes to user habits, preferences, and behaviors across various digital platforms and their implications for successful delivery of government digital services. Underpin the delivery and iteration of digital services through effective analysis of qualitative and quantitative user data. Communicate credibly with a wide range of digital delivery disciplines and talent.</p>

Labor Category	Educational Responsibility	Minimum Years of Experience	Functional Responsibility (Summary)
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**Technical Architect**

Bachelor's Degree in Computer Science, Information Systems, Engineering or related field

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Experience serving as the manager of complex technology implementations, with an eye toward constant reengineering and refactoring to ensure the simplest and most elegant system possible to accomplish the desired need. Understands how to maximally leverage the open source community to deploy systems on infrastructure as a service providers. Comfortable with liberally sharing knowledge across a multidisciplinary team and working within agile methodologies. A full partner in the determination of vision, objectives, and success criteria. Architecting the overall system, by using prototyping and proof of concepts, which may include modern programming languages and web frameworks, modern frontend web programming techniques and frameworks, relational databases, and non-relational databases, automated configuration management, continuous integration and deployment, and continuous monitoring solutions. Use of version control systems ensuring strategic alignment of technical design and architecture to meet business growth and direction, and stay on top of emerging technologies. Decomposing business and system architecture to support clean interface multi-team development. Developing product roadmaps, backlogs, and measurable success criteria, and writing user stories (i.e., can establish a path to delivery for breaking down stories). Clearly communicates and works with stakeholders at every level.

Labor Category	Educational Responsibility	Minimum Years of Experience	Functional Responsibility (Summary)
<b>Frontend Web Developer I</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	1	<p>Experience using modern, frontend web development tools, techniques, and methods for the creation and deployment of user facing interfaces. Is comfortable working in an agile and lean environment to routinely deploy changes. Frontend web development using modern techniques and frameworks. JavaScript development using modern standards, including strict mode compliance, modularization techniques and tools, and frameworks and libraries. Consuming RESTful APIs. Using and working in team environments that use agile methodologies. Use of version control systems. Ensuring Section 508 Compliance. Quickly researching and learning new programming tools and techniques. Using and working with open source solutions and communities. Creating web layouts from static images. Creating views and templates in full stack frameworks.</p>
<b>Frontend Web Developer II</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	3	<p>Experience using modern, frontend web development tools, techniques, and methods for the creation and deployment of user facing interfaces. Is comfortable working in an agile and lean environment to routinely deploy changes. Frontend web development using modern techniques and frameworks. JavaScript development using modern standards, including strict mode compliance, modularization techniques and tools, and frameworks and libraries. Consuming RESTful APIs. Using and working in team environments that use agile methodologies. Use of version control systems. Ensuring Section 508 Compliance. Quickly researching and learning new programming tools and techniques. Using and working with open source solutions and communities. Creating web layouts from static images. Creating views and templates in full stack frameworks.</p>



Labor Category	Educational Responsibility	Minimum Years of Experience	Functional Responsibility (Summary)
<b>Backend Web Developer I</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	3	<p>Experience using modern, open source software to prototype and deploy backend web applications, including all aspects of server side processing, data storage, and integration with frontend development. Web development using open source web programming languages and frameworks. Developing and consuming web based, RESTful APIs. Using and working in team environments that use agile methodologies. Authoring developer friendly documentation (e.g., API documentation, deployment operations). Test-driven development. Use of version control systems. Quickly researching and learning new programming tools and techniques. Relational and non-relational database systems. Scalable search technology. Handling large data sets and scaling their handling and storage. Using and working with open source solutions and communities. Communicating technical concepts to a nontechnical audience.</p>
<b>Backend Web Developer II</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	6	<p>Experience using modern, open source software to prototype and deploy backend web applications, including all aspects of server side processing, data storage, and integration with frontend development. Web development using open source web programming languages/frameworks. Developing and consuming web based, RESTful APIs. Using and working in team environments that use agile methodologies. Authoring developer friendly documentation (e.g., API documentation, deployment operations). Test-driven development. Use of version control systems. Quickly researching and learning new programming tools and techniques. Relational and non-relational database systems. Scalable search technology. Handling large data sets and scaling their handling and storage. Using and working with open source solutions and communities. Communicating technical concepts to a nontechnical audience.</p>

Labor Category	Educational Responsibility	Minimum Years of Experience	Functional Responsibility (Summary)
<b>DevOps Engineer</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	6	Experience serving as the engineer of complex technology implementations in a product centric environment. Comfortable with bridging the gap between legacy development or operations teams and working toward a shared culture and vision. Works tirelessly to arm developers with the best tools and ensuring system uptime and performance. Deploying and configuring services using infrastructure as a service providers. Configuring and managing Linux based servers to serve a dynamic website. Debugging cluster based computing architectures. Using scripting or basic programming skills to solve problems. Installation and management of open source monitoring tools. Configuration management tools. Architecture for continuous integration and deployment, and continuous monitoring. Containerization technologies.
<b>Consultant</b>	Bachelor's Degree in Business, Computer Science, Information Systems, Engineering or related field	3	Experience providing technical knowledge in their areas of expertise, working individually and on teams to support the completion of project-specific tasks within estimated timeframes and budget constraints and interface with the client on a day to day basis. Providing guidance and direction for specific projects or subtasks and increasing responsibility in design, implementation, and management of projects. Applying their specific expertise to the practical issues they identify or those presented by the client. Assisting in the formulation of solutions. Preparing reports, studies, and documentation. Supporting presentations and client meetings.

# CONTRACT INFORMATION

2. Maximum order: \$500,000 per SIN/Order
3. Minimum order: \$100
4. Geographic coverage (delivery area): Continental United States of America
5. Point(s) of production (city, county, and State or foreign country): Arlington, VA
6. Discount from list prices or statement of net price: 2.25% - 8.75% discount
7. Quantity discounts: .25% on orders of \$500k or more
8. Prompt payment terms: .25% Net 10

Information for Ordering Offices: Prompt payment terms cannot be negotiated out of the contractual agreement in exchange for other concessions.

9. Foreign items: N/A

10a. Time of delivery: 30 DARO

10b. Expedited Delivery. Items available for expedited delivery are noted in this price list.

10c. Overnight and 2-day delivery. The Schedule customer may contact the Contractor for rates for overnight and 2-day delivery.

# CONTRACT INFORMATION

**10d. Urgent Requirements.** The Contractor will note in its price list the “Urgent Requirements” clause of its contract and advise agencies that they can also contact the Contractor’s representative to affect a faster delivery.

**11. F.O.B. point(s). Destination**

**12a. Ordering address: 2550 South Clark Street, Suite 415, Arlington, VA 22202**

**12b. Ordering procedures:** For supplies and services, the ordering procedures, information on Blanket Purchase Agreements (BPA’s) are found in Federal Acquisition Regulation (FAR) 8.405-3.

**13. Payment address(es): 2550 South Clark Street, Suite 415, Arlington, VA 22202**

**14. Warranty provision: Standard Commercial**

**15. Export packing charges, if applicable: N/A**

**16. Terms and conditions of rental, maintenance, and repair (if applicable): N/A**

**17. Terms and conditions of installation (if applicable): N/A**

**18a. Terms and conditions of repair parts indicating date of parts price lists and any discounts from list prices (if applicable): N/A**

**18b. Terms and conditions for any other services (if applicable): N/A**

**19. List of service and distribution points (if applicable): N/A**

# CONTRACT INFORMATION

20. List of participating dealers (if applicable): **N/A**

21. Preventive maintenance (if applicable): **N/A**

22a. Special attributes such as environmental attributes (e.g., recycled content, energy efficiency, and/or reduced pollutants): **N/A**

22b. Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found on contractor's website. The EIT standards can be found at: [www.Section508.gov/](http://www.Section508.gov/).

23. Unique Entity Identifier (UEI) number: **VH4SJMG2CCM7**

24. Registration in System for Award Management (SAM) database is:  
**Current**



<b>Labor Category</b>	<b>Minimum Education</b>	<b>Minimum Years of Experience</b>	<b>GSA Hourly Rate w/ IFF</b>
<b>Subject Matter Expert</b>	Master's Degree in Business, Computer Science, Information Systems, Engineering or related field	12	\$224.74
<b>Product Manager</b>	Bachelor's Degree in Business, Computer Science, Information Systems, Engineering or related field	10	\$190.59
<b>Technical Architect</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	6	\$173.43
<b>Frontend Web Developer I</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	1	\$126.31
<b>Frontend Web Developer II</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	3	\$148.49

<b>Labor Category</b>	<b>Minimum Education</b>	<b>Minimum Years of Experience</b>	<b>GSA Hourly Rate w/ IFF</b>
<b>Backend Web Developer I</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	3	\$146.20
<b>Backend Web Developer II</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	6	\$167.44
<b>DevOps Engineer</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	6	\$166.73
<b>Consultant</b>	Bachelor's Degree in Computer Science, Information Systems, Engineering or related field	3	\$131.60

