

Appendix C Pricing Index
DIR-TSO-4395
Petrosys Solutions, Inc.

BRAND	PRODUCT DESCRIPTION	Discont % off MSRP
CyrusOne	DataCenter Hardware to include Racks / etc	5.00%
Quantum	Excellis Storage Appliance	20.76%
Quantum	Artico Low End Storage Appliance	30.00%
Quantum	Storage Workflow Directors, etc	35.00%
Quantum	Spares	15.00%
Cybraics	Data Security / Cyber Security solution / POV / SOC	5.00%
Commvault	Commvault Hardware Low End	21.25%
Commvault	Commvault Hardware Mid End	22.00%
Commvault	Commvault Hardware High End	23.00%
Commvault	Commvault Backup Software	2.00%
Extreme Networks	Switching & Routing Extreme Hardware	48.00%
Extreme Networks	Extreme Wireless/ Access Points Hardware	48.00%
Extreme Networks	IAM (BYOD), IPS, SIEM Extreme Software/Hardware	48.00%
Crystal Communications	Colocation Cabling	2.00%
Crystal Communications	Colocation Patch Panels	2.00%
Crystal Communications	Colocation Wiring Blocks	2.00%
Crystal Communications	Colocation Fiber Optics	2.00%
Crystal Communications	Colocation Accessories	2.00%
Bluesky IT Partners	Bluesky Data Communications	2.00%
ARL	Reliability Testing Services	3.00%
DLi	Digital and Light Innovations to include Networking accessories	3.00%
Infinidat - Products	Storage Hardware, Software and Maintenance	30.00%
Infinidat - Technical Services	Services in Support of Infinidat Solutions	10.00%
iRex	Cabling, Cables, Accessories, and Networking accessories	2.00%
Megladon	Adapters, Fiber Optic Connectors and IT Accessories	1.00%
Saber Data	IT Software, Hardware and Services	1.00%
SabeRex	Technical Field Services, Electronic Repair & Manufacturing	1.00%

Related Services	Service Description	Discont % off MSRP
PetroSys Solutions Inc.	Duties include but are not limited to overall management of technical tasks, testing installation, training, maintenance, security, certifications and lab accreditations. Provides supervisory technical and administrative direction for personnel performing tasks, including review of work products for correctness, adherence to the design concept, adherence to Government regulations and Common Criteria/FIPS 140 standards.	10.00%
PetroSys Solutions Inc.	Responsible for all aspects of the development and implementation of assigned projects and provides a single point of contact for those projects. Takes projects from original concept through final implementation. Interfaces with all areas affected by the project including end users, computer services, and client services. Defines project scope and objectives. Develops detailed work plans, schedules, project estimates, resource plans, and status reports. Conducts project meetings and is responsible for project tracking and analysis. Ensures adherence to quality standards and reviews project deliverables. Manages the integration of vendor tasks and tracks and reviews vendor deliverables. Provides technical and analytical guidance to project team. Recommends and takes action to direct the analysis and solutions of problems. Functions may include defining, acquiring, and assigning resources, developing and gaining approval of project plans and budgets, conducting cost/benefit	10.00%
PetroSys Solutions Inc.	Under the direction of the project manager, performs analysis of programmatic policies, procedures, processes, and functions. Creates and administers project information. Utilizes computer aids such as spreadsheets, automated accounting systems, word processing, and graphics programs to documents and display information analysis, presentation and retention.	10.00%
PetroSys Solutions Inc.	Responsible for project time tracking, burn rate, status reports, action item tracking, issue tracking, resource calendars, and updates to the project plan. This resource is also responsible for scheduling status meetings, coordinating client workshops and training, and resource scheduling. Experience greater than 5 yrs.	10.00%
PetroSys Solutions Inc.	Responsible for project time tracking, burn rate, status reports, action item tracking, issue tracking, resource calendars, and updates to the project plan. This resource is also responsible for scheduling status meetings, coordinating client workshops and training, and resource scheduling. Experience < 5yrs	10.00%
PetroSys Solutions Inc.	The senior information engineer will lead the design and development of information systems, networks, and identity management integration efforts. develop information security architectures and will lead in-depth security analysis and testing activi	10.00%
PetroSys Solutions Inc.	The lead information engineer will assist the senior information engineer and will assist in leading the design and development of information systems, networks, and identity management integration efforts. develop information security architectures and will lead in-depth security analysis and testing activity	10.00%

Related Services	Service Description	Discont % off MSRP
PetroSys Solutions Inc.	Oversees and manages day to day configuration and operation of Information Systems. Optimize system operation and resource utilization, and performs system capacity planning/analysis while maintaining the security posture. Provides assistance to users in accessing and using support systems. Modifies non-routine system hardware and software as required to ensure system availability, security, and functionality. Responsible for the daily operational availability of hardware and software systems required to support system operations. Conducts scheduled testing and review of hardware and software to ensure potential problems are identified at the earliest point possible. Ensures documentation is prepared for all hardware and software adjustments and modifications. Ensures adjustments and repairs on hardware and software problems are accomplished as the need is detected. Ensures systems backup is scheduled and accomplished for major systems. May supervise the hardware and software maintenance. Less than 5 yrs experience.	10.00%
PetroSys Solutions Inc.	College degree (two or four year) in computer science, applied science, business, or a related field, 5-8 yrs experience or equivalent, demonstrated expertise in Software Engineering	10.00%
PetroSys Solutions Inc.	Performs direct technical work on projects. Selects and adapts plans, techniques, designs, or layouts. Supervises other technicians and installs, operates, maintains, configures, troubleshoots, and repairs general purpose commercial automated dataprocessing computer system devices, circuits, cables, components, software, and end-user devices, components, software, and connectivity. Reviews, analyzes, and integrates the technical work of others. Coordinates with the SMS Project Manger, GSA COR, and Government user representatives to ensure accurate solutions and user satisfaction on technical matters. Performs systems analysis and plans tests to evaluate equipment performance, hardware capabilities and configurations. Conducts tests and prepares reports on findings and recommendations.	10.00%
PetroSys Solutions Inc.	Provide enterprise-wide secure connectivity solutions and implementing global distributed security solutions. Establish security standards for internetworking, advises on security concerns regarding distributed applications, and ensures that networking designs meet the firm's security standards and governance. Provided hands-on management of rulebases for proxies and firewalls. Excellent communication and people skills. Strong analysis and debugging skills.	10.00%

Related Services	Service Description	Discont % off MSRP
PetroSys Solutions Inc.	Under general direction, designs, configures, tests, implements and maintains telecommunications capabilities, including wide area and local area networks. Performs operations and support activities. Assists applications programmers working in the telecommunications environment. Evaluates network changes for operational impact. Evaluates network performance and resolves network and processor problems. Familiar with hardware and software diagnostic tools. Develops practical and workable solutions to clients' technical and business problems. Analyzes requirements and potential solutions for technical and economic feasibility. Competent to work on multiple phases of complex projects independently. Coordinates activities with superiors and client personnel to resolve technical and/or business issues and ensures the successful delivery of the project requirements. Requirements: CCNA or equivalent, 4+ Years experience	10.00%
PetroSys Solutions Inc.	Provides analysis, study, and design of data networks. Assists more experienced network engineers in analyzing network characteristics (e.g., traffic, connect time, transmission speeds, packet sizes, and throughput). Assists in planning installations, transitions, and cutovers of network components and capabilities. Assists higher level network engineering in the review of existing network designs and capabilities with the goal of making refinements, reducing operating overhead, enhancing network throughput, and improving current network topologies.	10.00%
PetroSys Solutions Inc.	Performs daily network system evaluations and troubleshooting, and follows appropriate escalation procedures. Labels and loads backup server tapes, cleans and operates tape drives, and performs file restore as needed. Restarts or appends appropriate files for canceled backups, reruns failed backups, tracks each server and volume to ensure complete backups are obtained, checks for partial backups, and prepares backup status reports to staff. Manages output flow, and tracks and assists response of other operators for initial troubleshooting of network outages. Performs scheduled network connectivity work and first level troubleshooting for remote access and network connectivity calls to help maintain 24X7 network availability.	10.00%
PetroSys Solutions Inc.	Assist in the Performance of daily network system evaluations and troubleshooting, and follows appropriate escalation procedures. Labels and loads backup server tapes, cleans and operates tape drives, and performs file restore as needed. Restarts or appends appropriate files for canceled backups, reruns failed backups, tracks each server and volume to ensure complete backups are obtained, checks for partial backups, and prepares backup status reports to staff. Manages output flow, and tracks and assists response of other operators for initial troubleshooting of network outages. Performs scheduled network connectivity work and first level troubleshooting for remote access and network connectivity calls to help maintain 24X7 network availability.	10.00%

Related Services	Service Description	Discont % off MSRP
PetroSys Solutions Inc.	Acts as a recognized technical expert in the design, configuration, testing, implementation and maintenance telecommunications capabilities, including wide area and local area networks. Performs operations and support activities. Assists applications programmers working in the telecommunications environment. Evaluates network changes for operational impact. Evaluates network performance and resolves network and processor problems. Familiar with hardware and software diagnostic tools. Functions as the highest-level individual contributor in at least one technical area. Utilizes expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Has a high level of diverse technical and industry experience related to a specific skill set. Typically has specialization in a particular technology or business application. Keeps abreast of technological advances.	10.00%
PetroSys Solutions Inc.	Works/consults with a recognized technical expert in the design, configuration, testing, implementation and maintenance telecommunications capabilities, including wide area and local area networks. Performs operations and support activities. Assists applications programmers working in the telecommunications environment. Evaluates network changes for operational impact. Evaluates network performance and resolves network and processor problems. Familiar with hardware and software diagnostic tools. Functions as the highest-level individual contributor in at least one technical area. Utilizes expertise in business management practices, industry requirements and information technology disciplines to develop technical and/or business solutions to client problems. Has a high level of diverse technical and industry experience related to a specific skill set. Typically has specialization in a particular technology or business application. Keeps abreast of technological advances.	10.00%
PetroSys Solutions Inc.	Responsible for daily operational availability of networked hardware and software systems required to support customer operations. Directs and oversees scheduled testing and review of hardware and software to ensure potential problems are identified at the earliest point possible, ensures adjustments and/or repairs of hardware problems are accomplished as the need is detected, and ensure programming adjustments are implemented. Recommends appropriate corrective action for complex problems and ensures documentation is prepared for all hardware and software systems adjustments and/or modifications. Prepares reports and analysis of operations, as required. Ensures security procedures are implemented and enforced.	10.00%
PetroSys Solutions Inc.	Performs a variety of repair, restoral, maintenance, and installation tasks to network systems and components. Performs diagnostics and evaluations either remotely or on-site. Identifies problem causes and resolutions and implements those resolutions in a timely manner. Follows conventional and established procedures with minimal technical or administrative supervision. Duties also include: completion of field service report documentation; written and verbal information input for failure tracking and analysis; direct customer interface with good interpersonal skills; accountability for resolution of encountered problems.	10.00%

Related Services	Service Description	Discont % off MSRP
PetroSys Solutions Inc.	Design, analyze, and implement information systems, identify system requirements, and specifications and communicate to client staff about alternatives for system development and design. Ensure that development occurs according to specifications.	10.00%
PetroSys Solutions Inc.	Assist in the design, analysis, and implementation of information systems, identify system requirements, and specifications and communicate to client staff about alternatives for system development and design. Works with end user to ensure that development occurs according to specifications.	10.00%
PetroSys Solutions Inc.	Senior Systems Engineer(s) will provide subject matter expertise on Systems Engineering, Systems Operations, Systems Documentation, and Business Continuity / Disaster Recovery.	10.00%
PetroSys Solutions Inc.	Functional responsibilities: Performs a variety of systems engineering tasks and activities that are broad in nature and are concerned with major systems design, integration, and implementation, including personnel, hardware, software, budgetary, and support facilities and/or equipment. Installs new software releases, system upgrades, evaluates and installs patches and resolves software related problems. Performs system backups and recovery. Maintains data files and monitor system configuration to ensure data integrity. Provides quality assurance review and the evaluation of new and existing software products. Minimum Education: Bachelor's Degree in Information Systems Engineering, Computer Science, Engineering, or other related field. Minimum General/ Specialized Experience: At least 5 years of experience with 2 years of system and network operations and maintenance experience Certifications: None	10.00%
PetroSys Solutions Inc.	Hardware Installation Technician Responsibilities: Configures computers, communication devices, and peripheral equipment. Installs network hardware. Analyzes and installs computer based systems, local area networks, fiber optic cables, and communication systems. Trains site personnel in proper use of hardware. Requirements: High school diploma with a minimum of 5 years experience, of which 3 years must be specialized.	10.00%
PetroSys Solutions Inc.	Possesses and applies a comprehensive knowledge across key tasks and high impact assignments. Plans and leads major technology assignments. (a) Assesses, designs, and conceptualizes training scenarios, approaches, objectives, plans, tools, aids, curriculums, and other state of the art technologies related to training and behavioral studies. (b) Identifies the best approach training requirements to include, but not limited to hardware, software, simulations, course assessment and refreshment, assessment centers, oral examinations, interviews, computer assisted and adaptive testing, behavior-based assessment and performance, and team and unit assessment and measurement. (c) Develops and revises training courses. Prepares training catalogs and course materials. (d) Trains personnel by conducting formal classroom courses, workshops, and seminars.	10.00%

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PetroSys Solutions Inc.	<p>Minimum/General Experience: Experience includes Bachelors degree and ten years experience (or an equivalent combination of training and professional work experience that provides the required knowledge and skills.) Although education and experience are key factors in determining an individuals qualifications, emphasis must be placed on actual competencies to perform all aspects of the job at each level. Functional Responsibility: Conducts complex courses from start to completion. Has excellent communications and problem solving skills. Performs system analysis for highly complex classes. Recommends most effective method to utilize equipment, where appropriate. Under general program direction, independently performs training within the field of expertise. May supervise the work of lower level trainers. Conduct needs assessments to determine faculty and staff needs in information technology training. Minimum Education: Bachelors degree</p>	10.00%
PetroSys Solutions Inc.	<p>Using course material provides training to customers as specified in the task order. Prepares student materials including handouts, completion certificates, and course critique forms. Assists the Senior Training Specialist in the conduct of formal classroom courses, workshops, and seminars, as needed.</p>	10.00%
PetroSys Solutions Inc.	<p>Sr. Program Manager Minimum/General Experience: Responsible for integrating multiple IT projects into a coherent overall Program Plan. Ensures that quality assurance and total quality management practices are implemented with regard to the overall contract. Is responsible for the financial accountability of the program/contract. Must possess significant related management experience over multiple projects and at least twelve years of relevant industry experience. Functional Responsibility: Acts as the senior executive focal points for all projects within the program responsible for all contractual, staffing, financial, performance and delivery issues. Minimum Education: Bachelor's Degree and twelve years of experience leading teams or projects.</p>	10.00%

Additional Discount Based On Aggregate Sales		
Contract Sales Threshold	Product or Category Description	Additional Discount
10,000,000.00 To 50,000,000.00	All Categories	1.00%