



ARLINGTON COUNTY, VIRGINIA

**AGREEMENT NO. 20-067-R
AMENDMENT NUMBER 1**

This Amendment Number 1 is made on the date of execution by the County and amends Agreement Number 20-067-R (“Main Agreement”) dated November 7, 2019 between Splash Business Intelligence, Inc. (“Contractor”) and the County Board of Arlington County, Virginia (“County”).

The County and the Contractor agree to amend the Main Agreement as follows:

1. REVISE AND REPLACE PARAGRAPH 2. CONTRACT TERM AS FOLLOWS:

The Contractor’s provision of goods and services for the County (“Work”) shall commence upon the execution of the Agreement by the County” and shall be completed no later than March 28, 2029 (“Contract Term”), subject to any modifications as provided for in the Contract Documents regarding the Contract Term. No aspect of the Work shall be deemed complete until it is accepted by the County’s Project Officer.

Upon satisfactory performance by the Contractor, if the U.S. General Services Administration Federal Acquisition Service renews their agreement identified in Exhibit A, the County may elect to renew this Agreement under the same contract terms. However, if U.S. General Services Administration Federal Acquisition Service does NOT renew their agreement identified in Exhibit A, this Agreement shall automatically expire on the contract expiration date.

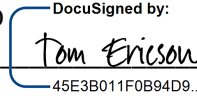
All other terms and conditions of the Main Agreement remain in effect.

WITNESS these signatures:

THE COUNTY BOARD OF ARLINGTON
COUNTY, VIRGINIA

U.S. GENERAL SERVICES ADMINISTRATION

AUTHORIZED SIGNATURE:  DocuSigned by:
AF42432F0097449...

AUTHORIZED SIGNATURE:  DocuSigned by:
45E3B011F0B94D9...

NAME: Sheri Butler

NAME: Tom Ericson

TITLE: Procurement Officer

TITLE: VP Sales

DATE: 3/11/2024

DATE: 3/11/2024



GENERAL SERVICES ADMINISTRATION

Federal Acquisition Service

Authorized Federal Supply Schedule FSS 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.

Multiple Award Schedule

FSC Group: Information Technology

FSC Class: IT Software

Contract Number: 47QTCA19D008Y

Period Covered by Contract: March 29, 2019 through March 28, 2029

Splash Business Intelligence, Inc.
3079 Peachtree Industrial Blvd,
Duluth GA 30097
Phone: 678-248-5756
Fax: 770-234-3867
<http://www.splashbi.com>
Contract Administrator: Crystal Sells
E-Mail: crystal.sells@splashbi.com

Business Size: Small, SBA Certified Small Disadvantaged

For more information on ordering on ordering go to the following website:
<https://www.gsa.gov/schedules>.

Price List current through Modification PO-0007, effective March 29, 2024

Prices Shown Herein are Net (discount deducted)



Customer Information

- 1a. Table of awarded special item numbers with appropriate cross-reference to item descriptions and awarded prices.
Special Item Number 511210: Software License
Special Item Number 54151: Software Maintenance Services
Special Item Number 54151S: Information Technology Professional Services
Special Item Number OLM: Order-Level Materials (OLMs)

- 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.
See Approved GSA Pricing

- 1c. If the Contractor is proposing hourly rates, a description of all corresponding commercial job titles, experience, functional responsibility and education for those types of employees or subcontractors who will perform services shall be provided.
See Pages 16 -22.

2. *Maximum order.*
SINS 511210, 54151, and 54151S: \$500,000
SIN OLM: \$250,000

3. *Minimum order.*
\$100

4. *Geographic coverage.*
The Geographic Scope of Contract will be domestic only.

5. *Point of production.*
Same as company address

6. *Discount from list prices or statement of net price.*
Prices shown are NET Prices; Basic Discounts have been deducted.

7. *Quantity discounts.*
None

8. *Prompt payment terms.*
None, (Net 30 Days)

9. *Foreign items.*
All items are Trade Agreements Act compliant.



- 10a. Time of delivery.
As Negotiated
- 10b. Expedited Delivery. The Contractor will insert the sentence “Items available for expedited delivery are noted in this price list.” under this heading. The Contractor may use a symbol of its choosing to highlight items in its price lists that have expedited delivery.
As negotiated on the task order level.
- 10c. Overnight and 2-day delivery. The Contractor will indicate whether overnight and 2-day delivery are available. Also, the Contractor will indicate that the schedule customer may contact the Contractor for rates for overnight and 2-day delivery.
As negotiated on the task order level.
- 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 effect a faster delivery.
As negotiated on the task order level.
- 11. F.O.B. point.
Destination
- 12a. Ordering address.
Same as contractor
- 12b. Ordering procedures: See Federal Acquisition Regulation (FAR) 8.405-3.
- 13. Payment address.
Same as contractor
- 14. Warranty provision.
Standard Commercial Warranty
- 15. Export packing charges, if applicable.
Not Applicable
- 16. Terms and conditions of rental, maintenance, and repair are not applicable.
- 17. Terms and conditions of installation are not applicable.
- 18a. Terms and conditions of repair parts are not applicable.
- 18b. Terms and conditions for any other services.
See critical information section for SIN specific warranty information.
- 19. List of service and distribution points:

t here



Same as contractor

20. List of participating dealers is not applicable.
21. Preventive maintenance is not applicable.
- 22a. Special attributes such as environmental attributes are not applicable.
- 22b. If applicable, indicate that Section 508 compliance information is available on Electronic and Information Technology (EIT) supplies and services and show where full details can be found (e.g. contractor's website or other location.) The EIT standards can be found at: www.Section508.gov/.
www.splashbi.com
23. Unique Entity Identifier (UEI) number: *CMY8A5FJ59L5*
24. Notification regarding registration in SAM.gov database: *7QCC3*

Service Contract Labor Standards: The Service Contract Labor Standards (SCLS), formerly known as the Service Contract Act (SCA), is applicable to this contract as it applies to the entire Multiple Award Schedule (MAS) and all services provided. While no specific labor categories have been identified as being subject to SCLS/SCA due to exemptions for professional employees (FAR 22.1101, 22.1102 and 29 CRF 541.300), this contract still maintains the provisions and protections for SCLS/SCA eligible labor categories. If and / or when the contractor adds SCLS/SCA labor categories to the contract through the modification process, the contractor must inform the Contracting Officer and establish a SCLS/SCA matrix identifying the GSA labor category titles, the occupational code, SCLS/SCA labor category titles and the applicable WD number. Failure to do so may result in cancellation of the contract.



GSA Hourly Labor Rates

LABOR CATEGORY	Year 6	Year 7	Year 8	Year 9	Year 10
IT Program Manager	\$169.63	\$173.87	\$178.22	\$182.67	\$187.23
IT Business Intelligence Consultant	\$137.82	\$141.27	\$144.81	\$148.42	\$152.13
Big Data Consultant	\$212.03	\$217.33	\$222.76	\$228.33	\$234.05
Data Warehouse Consultant	\$143.11	\$146.69	\$150.36	\$154.12	\$157.96
IT Business Analyst	\$90.12	\$92.37	\$94.68	\$97.05	\$99.48
QA Engineer	\$90.12	\$92.37	\$94.68	\$97.05	\$99.48
Reports Developer, SplashBI	\$132.52	\$135.84	\$139.23	\$142.71	\$146.28
Remote Reports Developer, SplashBI	\$116.61	\$119.53	\$122.52	\$125.58	\$128.73
Programmer	\$100.72	\$103.23	\$105.81	\$108.46	\$111.17
Applications Technical Consultant	\$159.03	\$163.01	\$167.08	\$171.26	\$175.55
Applications Functional Consultant	\$159.03	\$163.01	\$167.08	\$171.26	\$175.55

Job Title: IT Program Manager

Functional Responsibilities:

Serves as program manager for a large, complex project (or a group of projects affecting the same common/standard/migration system) and work with the Customer. Overall knowledge of relevant technologies in BI space. Familiar with Project Management rollouts (scrum, agile, etc) around Data Warehouse, Data Migration and Big Data projects. Acts as overall program manager and central point of contact for program wide IT solution activities. Responsible for planning and executing a project. Prepares and maintains the project schedule and budget. Prepares and delivers status reports to the customer. Oversees all work and takes corrective action as necessary to ensure project success. Manages staffing, budget, prioritization, and other personnel matters. May serve as technical lead for the project.

Minimum Education: Bachelor's degree in Engineering, Business, Science or related disciplines.

Minimum/General Experience: 10+years of related industry experience

Job Title: IT Business Intelligence Consultant

Functional Responsibilities: Senior BI consultants generate summary and specified dashboard accounts which represent operational data in brief and intelligible format, suitable for the target audience, which includes executive leadership department managers and executive board of directors. Solid knowledge of relevant technology concepts (e.g. mainframe, client-server, relational databases, and web-based architectures) and a working knowledge of Business Intelligence concepts (e.g. reporting, querying software, OLAP, spreadsheets, dashboards, and data mining). Help clients evaluate competitive offerings to most efficiently use the combination of products and services to meet business requirements. Possesses good knowledge of either Informatica, Cognos, or OBIEE. They establish, support, and apportion data tools to the unit managers. He/she will actively determine prospective data and analytical requests to give support to management requirements. They carry out quality assessment of data, data reports and the accompanying decisions. They develop, document and implement data models for OLTP and OLAP systems, they also develop, document and implement data mappings for ETL implementations. Senior consultants BI also establish cost of models so as to suggest cost savings enhancement procedures and decision making business. Liaise with executive leadership to spearhead the organization in employing data-motivated decision making. They also conduct analysis of findings and offer action-driven recommendations and insights to executive leaders and managers on the basis of results.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.

Minimum/General Experience: 4 years of related industry experience



Job Title: Big Data Consultant

Functional Responsibilities:

- Model, design, develop, code, test, debug, document and deploy application to production through standard processes
- Conduct design & code reviews in a Continuous Deployment environment
- Support system testing, user testing and production implementation.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience

Minimum/General Experience: 6 years of related industry experience

Job Title: Data Warehouse Consultant

Functional Responsibilities:

- Data Modeling, developing ETL mappings using ETL Tools or PL/SQL programming, and developing Reports & Analysis using tools from Oracle and other vendors.
- Designs and builds proof-of-concept solutions. Creates functional and Technical Specs for Data Warehouse Design
- Designs and implements dashboards and scorecards.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience

Minimum/General Experience: 4 years of related industry experience

Job Title: IT Business Analyst

Functional Responsibilities:

- Writing and reviewing business, user and non-functional/system level requirements
- Responsible for ensuring change control and management procedures are followed within the project team as they relate to requirements
- Understanding the business case and project scope
- Works with the project team to determine appropriate test plans, deployment plans and supports the product launch
- Participates in the Quality Inspection process for all requirements
- Works to set correct customer expectations through project execution process and makes sure additional requirements are captured and documents and team are aware of all changes made
- Collaborate with the team in the overall solution design to close the gap between the "As-is" and "To-be" state with requirements and change management needs
- Plan and facilitate required internal and external project meetings as directed by project requirements
- Perform critical analysis of client business situations to develop recommendations and conclusions
- Contribute to estimates of work and time required to complete projects and features
- Create and review project documents and ensure they are complete, accurate, current and stored appropriately, including use cases, user stories or other models as appropriate to describe and document client business scenarios.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.

Minimum/General Experience: 2 years of related industry experience



Job Title: QA Engineer

Functional Responsibilities:

- Executes test cases.
- Participates in reviews at all phases of the software development cycle
- Driven to deliver solutions that delight customers
- Ability/willingness to handle competing demands on limited time

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.

Minimum/General Experience: 2 years of related industry experience

Job Title: Reports Developer, SplashBI

Functional Responsibilities:

- Create ad-hoc queries and reports as requested and provide on-going analytical support for these requests
- Use SplashBI for developing reports and dynamic dashboards, and any additional BI tools
- Tune SplashBI queries to run efficiently in a large data volume environment
- Provide production support for SplashBI report users

Minimum Education: Bachelor's degree in Computer Science, Engineering or equivalent experience.

Minimum/General Experience: 2 years of related industry experience

Job Title: Remote Reports Developer SplashBI

Functional Responsibilities:

- Create ad-hoc queries and reports as requested and provide on-going analytical support for these requests
- Use SplashBI for developing reports and dynamic dashboards, and any additional BI tools
- Tune SplashBI queries to run efficiently in a large data volume environment
- Train users on reporting tool usage and best practice
- Provide production support for SplashBI report users

Minimum Education: Bachelor's degree in Computer Science, Engineering or equivalent experience.

Minimum/General Experience: 2 years of related industry experience

Job Title: Applications Technical Consultant

Functional Responsibilities:

- As a member of the team, provide application development and integration services.
- Supports the lifecycle management of the application by developing and maintaining scripts and tools that implement source control, build and deployment, configuration management, and release management.
- Provide on-going maintenance and support of both COTS and custom applications.
- Participates in technology discussions, and suggests improvements to technology and practices.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.

Minimum/General Experience: 4 years of related industry experience



Job Title: Applications Functional Consultant

Functional Responsibilities:

- Gather Business requirements, Analyze and transform to application requirements, Fit-Gap Analysis, Functional Design approval process and strong interaction with development team to test and delivery the solution.
- Support the User Acceptance test activities.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.

Minimum/General Experience: 4 years of related industry experience

Job Title: Programmer

Functional Responsibilities:

- Codes, and tests software based upon software specifications and designs.
- Uses sound software engineering principles to ensure that developed code is modifiable efficient, reliable, understandable, and fault tolerant.
- Provides software process management software process management and control throughout the coding portion of the software development process.

Minimum Education: Bachelor's degree in Computer Science, Management Information System, Computer Information System, Engineering or equivalent experience.

Minimum/General Experience: 2 years of related industry experience



GSA Product Pricing

PART NO.	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA PRICE
SPLASHDEV001	Developer/ Admin - Reports & Dashboards (includes XL Connect)	Users with this type of role has most comprehensive control over Software functionality including user administration, connection maintenance, configure system-wide settings, ERP Mapping, license administration, user permissions, technical set up and more. This user can also schedule and monitor system maintenance jobs required for optimum performance of Software.	Per User	\$1,405.54
SPLASHUSER001	User - Reports & Dashboards (includes XL Connect)	Users are provided rich self-service functionality allowing them to develop powerful reports and visualizations without requiring intense technical know-how. Authorized users can run reports/visualizations, copy & save them, add/remove available columns, manage filters, create pivot tables, define sorting, drill down, change visual attributes in charts, choose chart types, schedule reports, distribute them, export to Excel and much more. Users cannot create net new reports but if they have permissions, they can copy existing reports and develop/modify/edit/save their copies without consuming Admin/ Developer license.	Per User	\$126.50
SBIEBS001	E-Business Suite Application Connector	SplashBI Connection to Oracle EBS which allows for data transfer, leverage of security roles and permissions where available and for SplashBI provided views to work with EBS tables.	Per Connection	\$2,247.93
SBISFDC001	Salesforce (Sales Cloud Only) Application Connector	SplashBI Connection to SFDC - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.	Per Connection	\$1,873.12
SBIORCL001	Oracle DB Connector	SplashBI Connection to Oracle DB - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.	Per Connection	\$1,685.71
SBISQL001	SQL Server Connector	SplashBI Connection to SGQ Server - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.	Per Connection	\$1,498.31
SBIHAD001	Hadoop Big Data Connector	SplashBI Connection to Hadoop DB - allows for data transfer between databases so that client data can be represented in SplashBI reports and dashboards and security be leveraged where possible.	Per Connection	\$2,247.93
SBIGLC001	GL Connect	SplashBI Finance Reporting Tool users allow for the generation and modification of financial statements.	Per User	\$702.77



PART NO.	PRODUCT NAME	PRODUCT DESCRIPTION	UOI	GSA PRICE
		Client data is added to GLC for additional analysis and drill down capability.		
SBICONTENT001	Oracle EBS Seeded Content - Per Module	Oracle Seeded Conant reports are an inventory of SplashBI developed reports specific to a particular module of ERP. This content eliminates the need to develop customer reports in many cases giving customer quicker and easier access to transactional data.	Per Module	\$937.03
SBIIMPL001	SplashBI Hourly Implementation Rate	The SplashBI Hourly Implementation rate is used for all activities related to the plan, coordination, education and implementation of our software not otherwise directly related to a specific labor category	Per Hour	\$140.55
SPLASHDEV001	Developer/Admin - Reports & Dashboards (includes XL Connect)	Users with this type of role has most comprehensive control over Software functionality including user administration, connection maintenance, configure system-wide settings, ERP Mapping, license administration, user permissions, technical set up and more. This user can also schedule and monitor system maintenance jobs required for optimum performance of Software.	Per User	\$1,405.54
300-008	XL Connect Support	XL Connect Support, Enterprise wide	Yearly	\$2,342.57
375-008	GL Connect Support	GL Connect Support, Enterprise wide	Yearly	\$2,342.57
100-008	eXpress Engine Support	eXpress Engine Support, Enterprise wide	Yearly	\$23,425.69