

Attachment C – Labor Rates/Price Sheet

AWARD CATEGORY 1			
PROCUREMENT ASSISTANCE SUPPORT SERVICES			
SECTION 1		SECTION 2	
HOURLY PRICING PER LABOR CATEGORY		MAXIMUM ANNUAL PERCENTAGE INCREASE REQUEST ON LABOR RATES	
Labor Categories	Fully Burdened Hourly Rate for Year 1 (Price Guarantee Period)	Maximum Annual Percentage Increase Request (not guaranteed or approved)	2%
Program Director (Key Personnel)	\$350.00		
Program Manager	\$325.00		
Subject Matter Expert III	\$350.00		
Subject Matter Expert II	\$325.00		
Subject Matter Expert I	\$290.00		
Acquisition Support Specialist III (Key Personnel)	\$300.00		
Acquisition Support Specialist II	\$275.00		
Acquisition Support Specialist I	\$225.00		
Analyst III	\$275.00		
Analyst II	\$250.00		
Analyst I	\$225.00		
Project Manager II	\$275.00		
Project Manager I	\$250.00		
Instructor/Trainer II	\$250.00		
Instructor/Trainer I	\$225.00		
Administrative	\$125.00		

AWARD CATEGORY 2							
IT RESEARCH, ADVISORY, AND CONSULTING SERVICES							
SECTION 1		SECTION 2		SECTION 3		SECTION 4	
HOURLY PRICING PER LABOR CATEGORY		MAXIMUM ANNUAL PERCENTAGE INCREASE REQUEST ON LABOR RATES		DISCOUNT OFF LICENSE/SUBSCRIPTION RATES		MAXIMUM ANNUAL PERCENTAGE INCREASE REQUEST ON SUBSCRIPTION RATES	
Labor Categories	Fully Burdened Hourly Rate for Year 1 (Price Guarantee Period)	Maximum Annual Percentage Increase Request on Labor Rates (not guaranteed or approved)	2%	Percentage Discount Offered on Subscription/Licenses	0%	Maximum Annual Percentage Increase Request on Subscription Rates (not guaranteed or approved)	2%
Project Manager	\$275.00						
System Architect (Software/Data/Database) I	\$275.00						
Cloud Subject Matter Expert	\$250.00						
IT Subject Matter Expert	\$275.00						
Technology Consultant I	\$225.00						
Technology Consultant II	\$250.00						
Cyber Security Specialist	\$300.00						
Administrative	\$125.00						

Value-Add Services

Our team offers additional public sector consulting services and we will offer the same rates as PASS, as they are identical or comparable roles. These are often accompanied with procurement related services as outlined in PASS.

Value-added services include:

Service Offering Title (Value-Add)	Short Description
Crowe Strategy Lab	Strategic planning consulting services, including stakeholder facilitation
Project Management	Establish PMO, PMO Coaching, third party project management, vendor management
Organizational Change Management	Support of change initiatives, OCM plans, training
Business Process Analysis	Process mapping, optimization, redesign, as-is and to-be restructuring

Labor Categories	Fully Burdened Hourly Rate for Year 1 (Price Guarantee Period)
Program Director (Key Personnel)	\$350.00
Program Manager	\$325.00
Subject Matter Expert III	\$350.00
Subject Matter Expert II	\$325.00
Subject Matter Expert I	\$290.00
Acquisition Support Specialist III (Key Personnel)	\$300.00
Acquisition Support Specialist II	\$275.00
Acquisition Support Specialist I	\$225.00
Analyst III	\$275.00
Analyst II	\$250.00
Analyst I	\$225.00
Project Manager II	\$275.00
Project Manager I	\$250.00
Instructor/Trainer II	\$250.00
Instructor/Trainer I	\$225.00
Administrative	\$125.00