IT Consulting Managed Services RFP

Information and Instructions
Cost Proposal

For all types of the Classification positions described (Exhibit A), provide a firm fixed hourly rate for each position that you are bidding on. The fixed hourly rate is a standard rate regardless of full-time continuous or part-time ad hoc assignment, whether on-site or remote. The Judicial Council expects a single rate that would cover a specialist in any existing or emerging technology. Resource time may be billed at a rate lower than published per agreement if appropriate for the specific resource but must not exceed the fixed hourly rate. Billing must be for actual time worked, to the half (.5) hour.

The Judicial Council is requesting that bidders submit rates for both a senior resource (greater than 10 years of relevant work experience) and a less-senior resource (greater than 3 but less than 10 years of relevant work experience) for all classifications the proposer is bidding on, (See Cost Response tab) Failure to do so will render your Proposal non-responsive.

The rates you quote will not be subject to change during the initial 3-year term of any agreement that may result from this RFP, but may be adjusted, as set forth in any subsequent agreement resulting from this RFP . Be advised that the Judicial Council does not pay at a higher rate for overtime, weekend, or holiday work and do not include any provisions to this effect in your cost. Any language in your proposal that qualifies or seeks to modify your hourly rate in any manner or impose overtime or other additional charges or fees will be disregarded when your Cost Proposal is evaluated.

In determining your hourly rates, please take the following into consideration. The Judicial Council does not anticipate reimbursing the selected Contractor for any travel and/or living charges incurred by Contractor's consultants when such charges are accrued for travel to or from the consultant's residence to their regularly assigned location. Nonetheless, if the Judicial Council, in its sole and absolute discretion, authorizes such payment during the term of any Agreement resulting from this RFP, it shall be subject to the Judicial Council's then current Travel and Living Expense Guidelines.

All hourly rates shall remain firm fixed for the full duration of the Initial Term. If the Judicial Council elects to exercise an option term, and the Contractor makes a written request for an adjustment to the hourly rates before the option term is exercised, and the Judicial Council agrees to the adjustment, hourly rates may not increase by more than the lesser of 3% or the average percentage change in the Employment Cost Index for total compensation, for private industry workers, by occupational group and industry, service-providing industries, over the prior twelve (12) month period. If Contractor does not request an increase before the extension option is exercised, the then-current rates will remain in effect for the option year. Any adjustment shall not be retroactive to a prior year. Except for such rate increases, rates shall remain firm fixed for the duration of the option term.

IT Consulting Managed Services RFP								
			Cost Response					

Instructions: Please fill out the green cells only. If you are not submitting cost for one or more classifications, please enter "No Bid" into the Hourly Rate fields.

Vendor Contact Information	
Contact Name	Mihir Desai
Title	Vice President & CFO
Vendor Name	3Di, Inc.
Physical Address	3 Pointe Drive, Suite 307
	Brea, CA 92821
Email Address	Mihir.desai@3disystems.com / marketing@3disystems.com

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Application Architect	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Application Support Analyst	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
Application Tester	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Back End Web Developer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Business Processing Re-engineering	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Business Systems Analyst	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Cloud Architect	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Cloud Engineer	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Content Designer	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
Content Strategist	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Data Analyst	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Data Engineer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Data Modeler	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Data Scientist	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00
Database Aministrator	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Delivery Manager								
Desktop Support Technician	$75.00	$65.00	$75.00	$65.00	$75.00	$65.00	$75.00	$65.00
Enterprise Architect	$130.00	$120.00	$130.00	$120.00	$130.00	$120.00	$130.00	$120.00
Enterprise Content Management (ECM) Administrator	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
ETL Tool Developer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Front End Web Developer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Information Security Specialist	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Infrastructure Engineer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Infrastructure Architect	$125.00	$120.00	$125.00	$120.00	$125.00	$120.00	$125.00	$120.00
Integrated Workplace Management System (IWMS) Analyst	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
IT Governance SME	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
IT Infrastructure SME	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
IT Program Manager	$150.00	$130.00	$150.00	$130.00	$150.00	$130.00	$150.00	$130.00
Network Administrator	$95.00	$80.00	$95.00	$80.00	$95.00	$80.00	$95.00	$80.00
Network Engineer	$95.00	$80.00	$95.00	$80.00	$95.00	$80.00	$95.00	$80.00
Programmer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Project Manager	$125.00	$105.00	$125.00	$105.00	$125.00	$105.00	$125.00	$105.00
Quality Assurance (QA) Analyst	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00
Report Writer	$100.00	$85.00	$100.00	$85.00	$100.00	$85.00	$100.00	$85.00

Job Classification	Northern Region Hourly Rate		Bay Region Hourly Rate		Central Region Hourly Rate		Southern Region Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Security Analyst	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Security Engineer	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00	$110.00	$90.00
Senior Business Systems Analyst	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Senior Project Manager	$130.00	$120.00	$130.00	$120.00	$130.00	$120.00	$130.00	$120.00
Senior Software Developer	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Senior Technical Lead	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00
Service Delivery Manager	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00
Service Desk Analyst	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
Systems Administrator	$95.00	$80.00	$95.00	$80.00	$95.00	$80.00	$95.00	$80.00
Technical Analyst	$100.00	$95.00	$100.00	$95.00	$100.00	$95.00	$100.00	$95.00
Technical Lead	$115.00	$110.00	$115.00	$110.00	$115.00	$110.00	$115.00	$110.00
Technical Writer	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
Telecommunications Engineer	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Trial Court Case Management System (CMS) Analyst	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Trial Court Case Management System (CMS) Integrator	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
User Experience (UX) and Graphic Designer	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00
User Researcher	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Visual Designer	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Senior Audio Visual Technician	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID
Audio Visual Technician	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID	NO BID

CERTIFICATION

By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are guarenteed for the MSA term as the maximum hourly rates to be charged. Proposer also agrees that it may charge lower rates when responding to a Request for Offer (RFO)

Authorized Proposer Signature:

IT Consulting Managed Services RFP

Pricing Assumptions

ASSUMPTIONS State all assumptions upon which its pricing is being determined.

	Pricing Assumptions
Agile Coach	Based on general market rate, Benefits and past compensation on Previous
Application Architect	NO BID
Application Support Analyst	Based on general market rate, Benefits and past compensation on Previous
Application Tester	NO BID
Back End Web Developer	Based on general market rate, Benefits and past compensation on Previous
Business Processing Re-engineering	NO BID
Business Systems Analyst	Based on general market rate, Benefits and past compensation on Previous
Cloud Architect	NO BID
Cloud Engineer	NO BID
Content Designer	Based on general market rate, Benefits and past compensation on Previous
Content Strategist	NO BID
Data Analyst	Based on general market rate, Benefits and past compensation on Previous
Data Engineer	Based on general market rate, Benefits and past compensation on Previous
Data Modeler	Based on general market rate, Benefits and past compensation on Previous
Data Scientist	Based on general market rate, Benefits and past compensation on Previous
Database Aministrator	Based on general market rate, Benefits and past compensation on Previous
Delivery Manager	Based on general market rate, Benefits and past compensation on Previous
Desktop Support Technician	Based on general market rate, Benefits and past compensation on Previous
Enterprise Architect	Based on general market rate, Benefits and past compensation on Previous
Enterprise Content Management (ECM) Administrator	NO BID
ETL Tool Developer	Based on general market rate, Benefits and past compensation on Previous
Front End Web Developer	Based on general market rate, Benefits and past compensation on Previous
Information Security Specialist	Based on general market rate, Benefits and past compensation on Previous
Infrastructure Engineer	Based on general market rate, Benefits and past compensation on Previous
Infrastructure Architect	Based on general market rate, Benefits and past compensation on Previous
Integrated Workplace Management System (IWMS) Analyst	NO BID
IT Governance SME	NO BID
IT Infrastructure SME	NO BID
IT Program Manager	Based on general market rate, Benefits and past compensation on Previous
Network Administrator	Based on general market rate, Benefits and past compensation on Previous
Network Engineer	Based on general market rate, Benefits and past compensation on Previous
Programmer	Based on general market rate, Benefits and past compensation on Previous
Project Manager	Based on general market rate, Benefits and past compensation on Previous
Quality Assurance (QA) Analyst	Based on general market rate, Benefits and past compensation on Previous
Report Writer	Based on general market rate, Benefits and past compensation on Previous

	Pricing Assumptions
SAP Basis Engineer	Based on general market rate, Benefits and past compensation on Previous
Security Analyst	Based on general market rate, Benefits and past compensation on Previous
Security Engineer	Based on general market rate, Benefits and past compensation on Previous
Senior Business Systems Analyst	Based on general market rate, Benefits and past compensation on Previous
Senior Project Manager	Based on general market rate, Benefits and past compensation on Previous
Senior Software Developer	Based on general market rate, Benefits and past compensation on Previous
Senior Technical Lead	Based on general market rate, Benefits and past compensation on Previous
Service Delivery Manager	Based on general market rate, Benefits and past compensation on Previous
Service Desk Analyst	Based on general market rate, Benefits and past compensation on Previous
Systems Administrator	Based on general market rate, Benefits and past compensation on Previous
Technical Analyst	Based on general market rate, Benefits and past compensation on Previous
Technical Lead	Based on general market rate, Benefits and past compensation on Previous
Technical Writer	Based on general market rate, Benefits and past compensation on Previous
Telecommunications Engineer	NO BID
Trial Court Case Management System (CMS) Analyst	NO BID
Trial Court Case Management System (CMS) Integrator	NO BID
User Experience (UX) and Graphic Designer	Based on general market rate, Benefits and past compensation on Previous Projects
User Researcher	NO BID
Visual Designer	NO BID
Senior Audio Visual Technician	NO BID
Audio Visual Technician	NO BID

IT Consulting Managed Services RFP

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Cost Response

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Instructions: Please fill out the green cells only. If you are not submitting cost for one or more classifications, please enter "No Bid" into the Hourly Rate fields.

Vendor Contact Information	
Contact Name	Gyan Saxena
Title	President
Vendor Name	Cloud Consulting Services Inc.
Physical Address	11, Falcon Hills Drive
	Highlands Ranch, CO, 80126
Email Address	Contact@CloudConsultingServicesInc.com

	Northern Region		Bay Region		Central Region		Southern Region	
Job Classification	**Hourly Rate**		**Hourly Rate**		**Hourly Rate**		**Hourly Rate**	
	Senior Resource	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**
Agile Coach	$93.07	$75.35	$104.02	$84.21	$93.07	$75.35	$104.02	$84.21
Application Architect	$188.70	$132.09	$210.90	$147.63	$188.70	$132.09	$210.90	$147.63
Application Support Analyst	$93.07	$75.35	$104.02	$84.21	$93.07	$75.35	$104.02	$84.21
Application Tester	$117.18	$84.63	$130.97	$94.59	$117.18	$84.63	$130.97	$94.59
Back End Web Developer	$169.83	$113.22	$189.81	$126.54	$169.83	$113.22	$189.81	$126.54
Business Processing Re-engineering	$173.60	$116.99	$194.03	$130.76	$173.60	$116.99	$194.03	$130.76
Business Systems Analyst	$134.54	$96.44	$150.37	$107.78	$134.54	$96.44	$150.37	$107.78
Cloud Architect	$175.27	$118.66	$195.89	$132.62	$175.27	$118.66	$195.89	$132.62
Cloud Engineer	$175.27	$118.66	$195.89	$132.62	$175.27	$118.66	$195.89	$132.62
Content Designer	$162.18	$106.85	$181.26	$119.42	$162.18	$106.85	$181.26	$119.42
Content Strategist	$162.18	$106.85	$181.26	$119.42	$162.18	$106.85	$181.26	$119.42
Data Analyst	$169.83	$113.22	$189.81	$126.54	$169.83	$113.22	$189.81	$126.54
Data Engineer	$175.27	$118.66	$195.89	$132.62	$175.27	$118.66	$195.89	$132.62
Data Modeler	$125.86	$93.31	$140.67	$104.29	$125.86	$93.31	$140.67	$104.29
Data Scientist	$128.53	$95.29	$143.65	$106.50	$128.53	$95.29	$143.65	$106.50
Database Aministrator	$151.90	$105.12	$169.77	$117.48	$151.90	$105.12	$169.77	$117.48
Delivery Manager	$138.88	$99.82	$155.22	$111.57	$138.88	$99.82	$155.22	$111.57
Desktop Support Technician	$82.46	$63.45	$92.16	$70.92	$82.46	$63.45	$92.16	$70.92
Enterprise Architect	$173.98	$117.37	$194.45	$131.18	$173.98	$117.37	$194.45	$131.18
Enterprise Content Management (ECM) Administrator	$151.90	$105.12	$169.77	$117.48	$151.90	$105.12	$169.77	$117.48
ETL Tool Developer	$173.60	$124.30	$194.03	$138.92	$173.60	$124.30	$194.03	$138.92
Front End Web Developer	$160.58	$117.79	$179.48	$131.65	$160.58	$117.79	$179.48	$131.65
Information Security Specialist	$194.99	$135.24	$217.93	$151.15	$194.99	$135.24	$217.93	$151.15
Infrastructure Engineer	$138.88	$99.82	$155.22	$111.57	$138.88	$99.82	$155.22	$111.57
Infrastructure Architect	$141.83	$101.94	$158.51	$113.93	$141.83	$101.94	$158.51	$113.93
Integrated Workplace Management System (IWMS) Analyst	$138.88	$99.82	$155.22	$111.57	$138.88	$99.82	$155.22	$111.57
IT Governance SME	$138.88	$99.82	$155.22	$111.57	$138.88	$99.82	$155.22	$111.57
IT Infrastructure SME	$141.83	$101.94	$158.51	$113.93	$141.83	$101.94	$158.51	$113.93
IT Program Manager	$201.28	$138.38	$224.96	$154.66	$201.28	$138.38	$224.96	$154.66
Network Administrator	$104.16	$78.12	$116.42	$87.31	$104.16	$78.12	$116.42	$87.31
Network Engineer	$169.83	$113.22	$189.81	$126.54	$169.83	$113.22	$189.81	$126.54
Programmer	$188.70	$132.09	$210.90	$147.63	$188.70	$132.09	$210.90	$147.63
Project Manager	$188.70	$132.09	$210.90	$147.63	$188.70	$132.09	$210.90	$147.63
Quality Assurance (QA) Analyst	$169.83	$113.22	$189.81	$126.54	$169.83	$113.22	$189.81	$126.54
Report Writer	$117.18	$84.63	$130.97	$94.59	$117.18	$84.63	$130.97	$94.59
SAP Basis Engineer	$141.83	$101.94	$158.51	$113.93	$141.83	$101.94	$158.51	$113.93
Security Analyst	$117.18	$84.63	$130.97	$94.59	$117.18	$84.63	$130.97	$94.59
Security Engineer	$188.70	$132.09	$210.90	$147.63	$188.70	$132.09	$210.90	$147.63
Senior Business Systems Analyst	$176.12	$119.51	$196.84	$133.57	$176.12	$119.51	$196.84	$133.57
Senior Project Manager	$188.70	$132.09	$210.90	$147.63	$188.70	$132.09	$210.90	$147.63
Senior Software Developer	$175.27	$118.66	$195.89	$132.62	$175.27	$118.66	$195.89	$132.62
Senior Technical Lead	$121.52	$88.97	$135.82	$99.44	$121.52	$88.97	$135.82	$99.44
Service Delivery Manager	$138.88	$99.82	$155.22	$111.57	$138.88	$99.82	$155.22	$111.57
Service Desk Analyst	$108.50	$82.03	$121.27	$91.68	$108.50	$82.03	$121.27	$91.68
Systems Administrator	$108.50	$82.03	$121.27	$91.68	$108.50	$82.03	$121.27	$91.68
Technical Analyst	$104.16	$78.12	$116.42	$87.31	$104.16	$78.12	$116.42	$87.31
Technical Lead	$121.52	$88.97	$135.82	$99.44	$121.52	$88.97	$135.82	$99.44
Technical Writer	$169.83	$113.22	$189.81	$126.54	$169.83	$113.22	$189.81	$126.54
Telecommunications Engineer	$188.70	$132.09	$210.90	$147.63	$188.70	$132.09	$210.90	$147.63
Trial Court Case Management System (CMS) Analyst	$138.88	$99.82	$155.22	$111.57	$138.88	$99.82	$155.22	$111.57
Trial Court Case Management System (CMS) Integrator	$169.83	$113.22	$189.81	$126.54	$169.83	$113.22	$189.81	$126.54
User Experience (UX) and Graphic Designer	$109.80	$81.49	$122.72	$91.08	$109.80	$81.49	$122.72	$91.08
User Researcher	$121.52	$88.97	$135.82	$99.44	$121.52	$88.97	$135.82	$99.44
Visual Designer	$75.52	$51.65	$84.40	$57.72	$75.52	$51.65	$84.40	$57.72
Senior Audio Visual Technician	$77.22	$53.35	$86.30	$59.62	$77.22	$53.35	$86.30	$59.62
Audio Visual Technician	$75.52	$51.65	$84.40	$57.72	$75.52	$51.65	$84.40	$57.72

CERTIFICATION
By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are guarenteed for the MSA term as the maximum hourly rates to be charged. Proposer also agrees that it may charge lower rates when responding to a Request for Offer (RFO)

Authorized Proposer Signature:

Pricing Assumptions

ASSUMPTIONS State all assumptions upon which its pricing is being determined.

	Pricing Assumptions
Agile Coach	Rates in cost response are not-to-exceed rates
Application Architect	Rates in cost response are not-to-exceed rates
Application Support Analyst	Rates in cost response are not-to-exceed rates
Application Tester	Rates in cost response are not-to-exceed rates
Back End Web Developer	Rates in cost response are not-to-exceed rates
Business Processing Re-engineering	Rates in cost response are not-to-exceed rates
Business Systems Analyst	Rates in cost response are not-to-exceed rates
Cloud Architect	Rates in cost response are not-to-exceed rates
Cloud Engineer	Rates in cost response are not-to-exceed rates
Content Designer	Rates in cost response are not-to-exceed rates
Content Strategist	Rates in cost response are not-to-exceed rates
Data Analyst	Rates in cost response are not-to-exceed rates
Data Engineer	Rates in cost response are not-to-exceed rates
Data Modeler	Rates in cost response are not-to-exceed rates
Data Scientist	Rates in cost response are not-to-exceed rates
Database Aministrator	Rates in cost response are not-to-exceed rates
Delivery Manager	Rates in cost response are not-to-exceed rates
Desktop Support Technician	Rates in cost response are not-to-exceed rates
Enterprise Architect	Rates in cost response are not-to-exceed rates
Enterprise Content Management (ECM) Administrator	Rates in cost response are not-to-exceed rates
ETL Tool Developer	Rates in cost response are not-to-exceed rates
Front End Web Developer	Rates in cost response are not-to-exceed rates
Information Security Specialist	Rates in cost response are not-to-exceed rates
Infrastructure Engineer	Rates in cost response are not-to-exceed rates
Infrastructure Architect	Rates in cost response are not-to-exceed rates
Integrated Workplace Management System (IWMS) Analyst	Rates in cost response are not-to-exceed rates
IT Governance SME	Rates in cost response are not-to-exceed rates
IT Infrastructure SME	Rates in cost response are not-to-exceed rates
IT Program Manager	Rates in cost response are not-to-exceed rates
Network Administrator	Rates in cost response are not-to-exceed rates
Network Engineer	Rates in cost response are not-to-exceed rates
Programmer	Rates in cost response are not-to-exceed rates
Project Manager	Rates in cost response are not-to-exceed rates
Quality Assurance (QA) Analyst	Rates in cost response are not-to-exceed rates
Report Writer	Rates in cost response are not-to-exceed rates

	Pricing Assumptions
SAP Basis Engineer	Rates in cost response are not-to-exceed rates
Security Analyst	Rates in cost response are not-to-exceed rates
Security Engineer	Rates in cost response are not-to-exceed rates
Senior Business Systems Analyst	Rates in cost response are not-to-exceed rates
Senior Project Manager	Rates in cost response are not-to-exceed rates
Senior Software Developer	Rates in cost response are not-to-exceed rates
Senior Technical Lead	Rates in cost response are not-to-exceed rates
Service Delivery Manager	Rates in cost response are not-to-exceed rates
Service Desk Analyst	Rates in cost response are not-to-exceed rates
Systems Administrator	Rates in cost response are not-to-exceed rates
Technical Analyst	Rates in cost response are not-to-exceed rates
Technical Lead	Rates in cost response are not-to-exceed rates
Technical Writer	Rates in cost response are not-to-exceed rates
Telecommunications Engineer	Rates in cost response are not-to-exceed rates
Trial Court Case Management System (CMS) Analyst	Rates in cost response are not-to-exceed rates
Trial Court Case Management System (CMS) Integrator	Rates in cost response are not-to-exceed rates
User Experience (UX) and Graphic Designer	Rates in cost response are not-to-exceed rates
User Researcher	Rates in cost response are not-to-exceed rates
Visual Designer	Rates in cost response are not-to-exceed rates
Senior Audio Visual Technician	Rates in cost response are not-to-exceed rates
Audio Visual Technician	Rates in cost response are not-to-exceed rates

IT Consulting Managed Services RFP

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Information and Instructions
Cost Proposal

</div>

For all types of the Classification positions described (Exhibit A), provide a firm fixed hourly rate for each position that you are bidding on. The fixed hourly rate is a standard rate regardless of full-time continuous or part-time ad hoc assignment, whether on-site or remote. The Judicial Council expects a single rate that would cover a specialist in any existing or emerging technology. Resource time may be billed at a rate lower than published per agreement if appropriate for the specific resource but must not exceed the fixed hourly rate. Billing must be for actual time worked, to the half (.5) hour.

The Judicial Council is requesting that bidders submit rates for both a senior resource (greater than 10 years of relevant work experience) and a less-senior resource (greater than 3 but less than 10 years of relevant work experience) for all classifications the proposer is bidding on, (See Cost Response tab) Failure to do so will render your Proposal non-responsive.

The rates you quote will not be subject to change during the initial 3-year term of any agreement that may result from this RFP, but may be adjusted, as set forth in any subsequent agreement resulting from this RFP . Be advised that the Judicial Council does not pay at a higher rate for overtime, weekend, or holiday work and do not include any provisions to this effect in your cost. Any language in your proposal that qualifies or seeks to modify your hourly rate in any manner or impose overtime or other additional charges or fees will be disregarded when your Cost Proposal is

In determining your hourly rates, please take the following into consideration. The Judicial Council does not anticipate reimbursing the selected Contractor for any travel and/or living charges incurred by Contractor's consultants when such charges are accrued for travel to or from the consultant's residence to their regularly assigned location. Nonetheless, if the Judicial Council, in its sole and absolute discretion, authorizes such payment during the term of any Agreement resulting from this RFP, it shall be subject to the Judicial Council's then current Travel and Living Expense Guidelines.

All hourly rates shall remain firm fixed for the full duration of the Initial Term. If the Judicial Council elects to exercise an option term, and the Contractor makes a written request for an adjustment to the hourly rates before the option term is exercised, and the Judicial Council agrees to the adjustment, hourly rates may not increase by more than the lesser of 3% or the average percentage change in the Employment Cost Index for total compensation, for private industry workers, by occupational group and industry, service-providing industries, over the prior twelve (12) month period. If Contractor does not request an increase before the extension option is exercised, the then-current rates will remain in effect for the option year. Any adjustment shall not be retroactive to a prior year. Except for such rate increases, rates shall remain firm fixed for the duration of the option term.

RFP Number: IT-2020-64-RB

IT Consulting Managed Services RFP				Cost Response							

Instructions: Please fill out the green cells only. If you are not submitting cost for one or more classifications, please enter "No Bid" into the Hourly Rate fields.

Vendor Contact Information							
Contact Name	Rajni Varshney		
Title	EVP		
Vendor Name	McKinsol Consulting Inc.		
Physical Address	6 Moyse Place #101, Edison, NJ. 08820		
Email Address	avarshney@mckinsol.com		

Job Classification	Northern Region Hourly Rate		Bay Region Hourly Rate		Central Region Hourly Rate		Southern Region Hourly Rate	
	Senior Resource	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**
Agile Coach	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Application Architect	$121.00	$110.00	$126.50	$115.00	$121.00	$110.00	$126.50	$115.00
Application Support Analyst	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Application Tester	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Back End Web Developer	$77.00	$70.00	$82.50	$75.00	$77.00	$70.00	$82.50	$75.00
Business Processing Re-engineering	$77.00	$70.00	$82.50	$75.00	$77.00	$70.00	$82.50	$75.00
Business Systems Analyst	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Cloud Architect	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Cloud Engineer	$137.50	$125.00	$143.00	$130.00	$137.50	$125.00	$143.00	$130.00
Content Designer	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Content Strategist	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Data Analyst	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Data Engineer	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Data Modeler	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Data Scientist	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Database Aministrator	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Delivery Manager	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Desktop Support Technician	$121.00	$110.00	$126.50	$115.00	$121.00	$110.00	$126.50	$115.00
Enterprise Architect	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Enterprise Content Management (ECM) Administrator	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
ETL Tool Developer	$110.00	$100.00	$115.50	$105.00	$110.00	$100.00	$115.50	$105.00
Front End Web Developer	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Information Security Specialist	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Infrastructure Engineer	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Infrastructure Architect	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Integrated Workplace Management System (IWMS) Analyst	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
IT Governance SME	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
IT Infrastructure SME	$110.00	$100.00	$115.50	$105.00	$110.00	$100.00	$115.50	$105.00
IT Program Manager	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Network Administrator	$121.00	$110.00	$126.50	$115.00	$121.00	$110.00	$126.50	$115.00
Network Engineer	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Programmer	$93.50	$85.00	$99.00	$90.00	$93.50	$85.00	$99.00	$90.00
Project Manager	$93.50	$85.00	$99.00	$90.00	$93.50	$85.00	$99.00	$90.00
Quality Assurance (QA) Analyst	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
Report Writer	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00

RFP Number: IT-2020-64-RB

Job Classification	Northern Region Hourly Rate		Bay Region Hourly Rate		Central Region Hourly Rate		Southern Region Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Security Analyst	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
Security Engineer	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Senior Business Systems Analyst	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Senior Project Manager	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Senior Software Developer	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Senior Technical Lead	$143.00	$130.00	$148.50	$135.00	$143.00	$130.00	$148.50	$135.00
Service Delivery Manager	$93.50	$85.00	$99.00	$90.00	$93.50	$85.00	$99.00	$90.00
Service Desk Analyst	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
Systems Administrator	$143.00	$130.00	$148.50	$135.00	$143.00	$130.00	$148.50	$135.00
Technical Analyst								
Technical Lead	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
Technical Writer	$93.50	$85.00	$99.00	$90.00	$93.50	$85.00	$99.00	$90.00
Telecommunications Engineer	$132.00	$120.00	$137.50	$125.00	$132.00	$120.00	$137.50	$125.00
Trial Court Case Management System (CMS) Analyst	$110.00	$100.00	$115.50	$105.00	$110.00	$100.00	$115.50	$105.00
Trial Court Case Management System (CMS) Integrator	$99.00	$90.00	$104.50	$95.00	$99.00	$90.00	$104.50	$95.00
User Experience (UX) and Graphic Designer	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
User Researcher	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Visual Designer	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Senior Audio Visual Technician	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00
Audio Visual Technician	$88.00	$80.00	$93.50	$85.00	$88.00	$80.00	$93.50	$85.00

CERTIFICATION

By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are guarenteed for the MSA term as the maximum hourly rates to be charged. Proposer also agrees that it may charge lower rates when responding to a Request for Offer (RFO)

Authorized Proposer Signature:

DocuSigned by:

Rajni Varshney

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RFP Number: IT-2020-64-RB

IT Consulting Managed Services RFP

Pricing Assumptions

	Pricing Assumptions
Agile Coach	
Application Architect	
Application Support Analyst	
Application Tester	
Back End Web Developer	
Business Processing Re-engineering	
Business Systems Analyst	
Cloud Architect	
Cloud Engineer	
Content Designer	
Content Strategist	
Data Analyst	
Data Engineer	
Data Modeler	
Data Scientist	
Database Aministrator	
Delivery Manager	
Desktop Support Technician	
Enterprise Architect	
Enterprise Content Management (ECM) Administrator	
ETL Tool Developer	
Front End Web Developer	
Information Security Specialist	
Infrastructure Engineer	
Infrastructure Architect	
Integrated Workplace Management System (IWMS) Analyst	
IT Governance SME	
IT Infrastructure SME	
IT Program Manager	
Network Administrator	
Network Engineer	
Programmer	
Project Manager	
Quality Assurance (QA) Analyst	
Report Writer	

RFP Number: IT-2020-64-RB

	Pricing Assumptions
SAP Basis Engineer	
Security Analyst	
Security Engineer	
Senior Business Systems Analyst	
Senior Project Manager	
Senior Software Developer	
Senior Technical Lead	
Service Delivery Manager	
Service Desk Analyst	
Systems Administrator	
Technical Analyst	
Technical Lead	
Technical Writer	
Telecommunications Engineer	
Trial Court Case Management System (CMS) Analyst	
Trial Court Case Management System (CMS) Integrator	
User Experience (UX) and Graphic Designer	
User Researcher	
Visual Designer	
Senior Audio Visual Technician	
Audio Visual Technician	

IT Consulting Managed Services RFP

Information and Instructions
Cost Proposal

For all types of the Classification positions described (Exhibit A), provide a firm fixed hourly rate for each position that you are bidding on. The fixed hourly rate is a standard rate regardless of full-time continuous or part-time ad hoc assignment, whether on-site or remote. The Judicial Council expects a single rate that would cover a specialist in any existing or emerging technology. Resource time may be billed at a rate lower than published per agreement if appropriate for the specific resource but must not exceed the fixed hourly rate. Billing must be for actual time worked, to the half (.5) hour.

The Judicial Council is requesting that bidders submit rates for both a senior resource (greater than 10 years of relevant work experience) and a less-senior resource (greater than 3 but less than 10 years of relevant work experience) for all classifications the proposer is bidding on, (See Cost Response tab) Failure to do so will render your Proposal non-responsive.

The rates you quote will not be subject to change during the initial 3-year term of any agreement that may result from this RFP, but may be adjusted, as set forth in any subsequent agreement resulting from this RFP . Be advised that the Judicial Council does not pay at a higher rate for overtime, weekend, or holiday work and do not include any provisions to this effect in your cost. Any language in your proposal that qualifies or seeks to modify your hourly rate in any manner or impose overtime or other additional charges or fees will be disregarded when your Cost Proposal is evaluated.

In determining your hourly rates, please take the following into consideration. The Judicial Council does not anticipate reimbursing the selected Contractor for any travel and/or living charges incurred by Contractor's consultants when such charges are accrued for travel to or from the consultant's residence to their regularly assigned location. Nonetheless, if the Judicial Council, in its sole and absolute discretion, authorizes such payment during the term of any Agreement resulting from this RFP, it shall be subject to the Judicial Council's then current Travel and Living Expense Guidelines.

All hourly rates shall remain firm fixed for the full duration of the Initial Term. If the Judicial Council elects to exercise an option term, and the Contractor makes a written request for an adjustment to the hourly rates before the option term is exercised, and the Judicial Council agrees to the adjustment, hourly rates may not increase by more than the lesser of 3% or the average percentage change in the Employment Cost Index for total compensation, for private industry workers, by occupational group and industry, service-providing industries, over the prior twelve (12) month period. If Contractor does not request an increase before the extension option is exercised, the then-current rates will remain in effect for the option year. Any adjustment shall not be retroactive to a prior year. Except for such rate increases, rates shall remain firm fixed for the duration of the option term.

IT Consulting Managed Services RFP									
			Cost Response						
Instructions: Please fill out the green cells only. If you are not submitting cost for one or more classifications, please enter "No Bid" into the Hourly Rate fields.									
Vendor Contact Information									
Contact Name									
Title									
Vendor Name		**Milestone**							
Physical Address									
Email Address									
	Northern Region		**Bay Region**		**Central Region**		**Southern Region**		
Job Classification	**Hourly Rate**		**Hourly Rate**		**Hourly Rate**		**Hourly Rate**		
	Senior Resource	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	**Senior Resource**	**Less-Senior Resource**	
Agile Coach	$114.50	$72.74	$134.70	$85.58	$92.74	$58.92	$103.05	$65.47	
Application Architect	$154.70	$107.76	$158.48	$126.78	$109.11	$87.29	$121.23	$96.99	
Application Support Analyst	$70.05	$53.88	$82.41	$63.39	$56.74	$43.64	$63.04	$48.49	
Application Tester	$74.09	$60.62	$87.16	$71.31	$60.01	$49.10	$66.68	$54.56	
Back End Web Developer	$94.29	$67.35	$110.93	$79.24	$76.38	$54.56	$84.86	$60.62	
Business Processing Re-engineering	$101.03	$53.88	$118.86	$63.39	$81.83	$43.64	$90.93	$48.49	
Business Systems Analyst	$80.82	$64.66	$95.09	$76.07	$65.47	$52.37	$72.74	$58.19	
Cloud Architect	$148.18	$121.23	$174.32	$142.63	$120.02	$98.20	$133.36	$109.11	
Cloud Engineer	$107.76	$67.35	$126.78	$79.24	$87.29	$54.56	$96.99	$60.62	
Content Designer	$87.86	$67.35	$103.01	$79.24	$70.92	$54.56	$78.80	$60.62	
Content Strategist	$74.09	$64.66	$87.16	$76.07	$53.53	$52.37	$62.97	$58.19	
Data Analyst	$87.56	$53.88	$103.01	$63.39	$70.92	$43.64	$78.80	$48.49	
Data Engineer	$87.56	$67.35	$103.01	$79.24	$70.92	$54.56	$78.80	$60.62	
Data Modeler	$94.29	$53.88	$110.93	$63.39	$76.38	$43.64	$84.86	$48.49	
Data Scientist	$121.23	$74.09	$142.63	$87.16	$98.20	$60.01	$109.11	$66.68	
Database Aministrator	$101.03	$80.82	$118.86	$95.09	$81.83	$58.39	$90.93	$68.70	
Delivery Manager	$101.03	$80.82	$118.86	$95.09	$81.83	$58.39	$90.93	$68.70	
Desktop Support Technician	$80.82	$60.62	$95.09	$71.31	$58.39	$49.10	$68.78	$54.56	
Enterprise Architect	$114.50	$94.29	$134.70	$110.93	$92.74	$76.38	$103.05	$84.86	
Enterprise Content Management (ECM) Administrator	$74.09	$53.88	$87.16	$63.39	$60.01	$43.64	$66.68	$48.49	
ETL Tool Developer	$87.56	$60.62	$103.01	$71.31	$70.92	$49.10	$78.80	$54.56	
Front End Web Developer	$94.29	$67.35	$110.93	$79.24	$76.38	$54.56	$84.86	$60.62	
Information Security Specialist	$121.23	$101.03	$142.63	$118.86	$98.20	$81.83	$109.11	$90.93	
Infrastructure Engineer	$94.29	$78.13	$110.93	$91.92	$76.38	$63.28	$84.86	$70.32	
Infrastructure Architect	$94.29	$74.09	$110.93	$87.16	$76.38	$60.01	$84.86	$66.68	
Integrated Workplace Management System (IWMS) Analyst	$53.88	$47.15	$63.39	$55.47	$43.64	$38.19	$48.89	$42.43	
IT Governance SME	$101.03	$74.09	$118.86	$87.16	$81.83	$60.01	$90.93	$66.68	
IT Infrastructure SME	$101.03	$67.35	$118.86	$79.24	$81.83	$54.56	$90.93	$60.62	
IT Program Manager	$101.03	$67.35	$118.86	$79.24	$81.83	$54.56	$90.93	$60.62	
Network Administrator	$87.56	$67.35	$103.01	$79.24	$70.92	$54.56	$78.80	$60.62	
Network Engineer	$94.29	$72.74	$110.93	$85.58	$76.38	$58.92	$84.86	$65.47	
Programmer	$87.56	$60.62	$103.01	$71.31	$70.92	$49.10	$78.80	$54.56	
Project Manager	$74.09	$53.88	$87.16	$63.39	$60.01	$43.64	$66.68	$48.49	
Quality Assurance (QA) Analyst	$87.56	$67.35	$103.01	$79.24	$70.92	$54.56	$78.80	$60.62	
Report Writer	$53.88	$47.15	$63.39	$55.47	$43.63	$38.19	$48.89	$42.43	

Job Classification	Northern Region Hourly Rate		Bay Region Hourly Rate		Central Region Hourly Rate		Southern Region Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Security Analyst	$94.29	$74.09	$110.93	$87.16	$76.38	$60.01	$84.86	$66.68
Security Engineer	$114.50	$94.29	$134.70	$110.93	$92.74	$76.38	$103.05	$84.86
Senior Business Systems Analyst	$107.76	$87.56	$126.78	$103.01	$87.29	$63.26	$96.99	$74.42
Senior Project Manager	$107.76	$67.35	$126.78	$79.24	$87.29	$54.56	$96.99	$60.62
Senior Software Developer	$101.03	$80.82	$118.86	$95.09	$81.83	$58.39	$90.93	$68.70
Senior Technical Lead	$107.76	$87.56	$126.78	$103.01	$87.29	$76.38	$96.99	$84.86
Service Delivery Manager	$87.56	$67.35	$103.01	$79.24	$70.92	$54.56	$78.80	$60.62
Service Desk Analyst	$60.62	$67.35	$71.39	$79.24	$49.10	$54.56	$54.56	$60.62
Systems Administrator	$87.56	$67.35	$103.01	$79.24	$70.92	$54.56	$78.80	$60.62
Technical Analyst	$107.76	$74.09	$126.78	$87.16	$87.29	$60.01	$96.99	$66.68
Technical Lead	$94.29	$80.82	$110.93	$95.09	$76.38	$58.39	$84.86	$68.70
Technical Writer	$60.62	$47.15	$71.31	$55.47	$49.10	$38.19	$54.56	$42.43
Telecommunications Engineer	$60.62	$51.19	$71.31	$60.22	$49.10	$41.46	$54.56	$46.07
Trial Court Case Management System (CMS) Analyst	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
Trial Court Case Management System (CMS) Integrator	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00	$0.00
User Experience (UX) and Graphic Designer	$101.03	$80.82	$118.86	$95.09	$81.83	$58.39	$90.93	$68.70
User Researcher	$74.09	$53.88	$87.16	$63.39	$60.01	$43.64	$66.68	$48.49
Visual Designer	$107.76	$80.82	$126.78	$95.09	$87.29	$60.47	$96.99	$72.74
Senior Audio Visual Technician	$101.03	$74.09	$118.86	$87.16	$81.83	$60.01	$90.93	$66.68
Audio Visual Technician	$74.09	$60.62	$87.16	$71.31	$60.01	$49.10	$66.68	$54.56

CERTIFICATION
By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are guarenteed for the MSA term as the maximum hourly rates to be charged. Proposer also agrees that it may charge lower rates when responding to a Request for Offer (RFO)

Authorized Proposer Signature:

Pricing Assumptions

ASSUMPTIONS State all assumptions upon which its pricing is being determined.

	Pricing Assumptions
Agile Coach	
Application Architect	
Application Support Analyst	
Application Tester	
Back End Web Developer	
Business Processing Re-engineering	
Business Systems Analyst	
Cloud Architect	
Cloud Engineer	
Content Designer	
Content Strategist	
Data Analyst	
Data Engineer	
Data Modeler	
Data Scientist	
Database Aministrator	
Delivery Manager	
Desktop Support Technician	
Enterprise Architect	
Enterprise Content Management (ECM) Administrator	
ETL Tool Developer	
Front End Web Developer	
Information Security Specialist	
Infrastructure Engineer	
Infrastructure Architect	
Integrated Workplace Management System (IWMS) Analyst	
IT Governance SME	
IT Infrastructure SME	
IT Program Manager	
Network Administrator	
Network Engineer	
Programmer	
Project Manager	
Quality Assurance (QA) Analyst	
Report Writer	

	Pricing Assumptions
SAP Basis Engineer	
Security Analyst	
Security Engineer	
Senior Business Systems Analyst	
Senior Project Manager	
Senior Software Developer	
Senior Technical Lead	
Service Delivery Manager	
Service Desk Analyst	
Systems Administrator	
Technical Analyst	
Technical Lead	
Technical Writer	
Telecommunications Engineer	
Trial Court Case Management System (CMS) Analyst	
Trial Court Case Management System (CMS) Integrator	
User Experience (UX) and Graphic Designer	
User Researcher	
Visual Designer	
Senior Audio Visual Technician	
Audio Visual Technician	

SATWIC RESPONSE TO REQUEST FOR PROPOSAL

INFORMATION TECHNOLOGY CONSULTING MANAGED SERVICES

FOR

JUDICIAL COUNCIL OF CALIFORNIA

RFP Number: IT-2020-64-RB

May 20, 2021

Cost Proposal

An ISO 27001 Certifed Company

Sanjeev Sehgal, SVP Sales

177 E Colorado Blvd, Suite 200 Pasadena, CA 91105

sales@satwic.com, (818)230-2181

1. Cost proposal

05/20/2021
Judicial Council of California,
Branch Accounting and Procurement, Administrative Division,
455 Golden Gate Avenue, 6th Floor San Francisco, CA 94102-3688

Subject – RFP Number-IT-2020-64-RB Information Technology Consulting Managed Services

Satwic Inc. welcomes opportunity to respond to this solicitation and have reviewed detailed specifications listed in RFP and subsequent addendums.

As part of RFP requirements, we herewith submit our cost proposal document '*IT-2020-64-RB-Exhibit-B-Cost-Proposal.xlsx*' attached along with this

Thanking You,

Subbaiah Cherumandanda, President, Satwic Inc.

IT Consulting Managed Services RFP

Information and Instructions
Cost Proposal

For all types of the Classification positions described (Exhibit A), provide a firm fixed hourly rate for each position that you are bidding on. The fixed hourly rate is a standard rate regardless of full-time continuous or part-time ad hoc assignment, whether on-site or remote. The Judicial Council expects a single rate that would cover a specialist in any existing or emerging technology. Resource time may be billed at a rate lower than published per agreement if appropriate for the specific resource but must not exceed the fixed hourly rate. Billing must be for actual time worked, to the half (.5) hour.

The Judicial Council is requesting that bidders submit rates for both a senior resource (greater than 10 years of relevant work experience) and a less-senior resource (greater than 3 but less than 10 years of relevant work experience) for all classifications the proposer is bidding on, (See Cost Response tab) Failure to do so will render your Proposal non-responsive.

The rates you quote will not be subject to change during the initial 3-year term of any agreement that may result from this RFP, but may be adjusted, as set forth in any subsequent agreement resulting from this RFP . Be advised that the Judicial Council does not pay at a higher rate for overtime, weekend, or holiday work and do not include any provisions to this effect in your cost. Any language in your proposal that qualifies or seeks to modify your hourly rate in any manner or impose overtime or other additional charges or fees will be disregarded when your Cost Proposal is evaluated.

In determining your hourly rates, please take the following into consideration. The Judicial Council does not anticipate reimbursing the selected Contractor for any travel and/or living charges incurred by Contractor's consultants when such charges are accrued for travel to or from the consultant's residence to their regularly assigned location. Nonetheless, if the Judicial Council, in its sole and absolute discretion, authorizes such payment during the term of any Agreement resulting from this RFP, it shall be subject to the Judicial Council's then current Travel and Living Expense Guidelines.

All hourly rates shall remain firm fixed for the full duration of the Initial Term. If the Judicial Council elects to exercise an option term, and the Contractor makes a written request for an adjustment to the hourly rates before the option term is exercised, and the Judicial Council agrees to the adjustment, hourly rates may not increase by more than the lesser of 3% or the average percentage change in the Employment Cost Index for total compensation, for private industry workers, by occupational group and industry, service-providing industries, over the prior twelve (12) month period. If Contractor does not request an increase before the extension option is exercised, the then-current rates will remain in effect for the option year. Any adjustment shall not be retroactive to a prior year. Except for such rate increases, rates shall remain firm fixed for the duration of the option term.

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	$95.75	$75.00	$95.75	$75.00	$95.75	$75.00	$95.75	$75.00
Application Architect	$127.75	$101.75	$127.75	$101.75	$127.75	$101.75	$127.75	$101.75
Application Support Analyst	$92.25	$77.25	$92.25	$77.25	$92.25	$77.25	$92.25	$77.25
Application Tester	$86.00	$74.75	$86.00	$74.75	$86.00	$74.75	$86.00	$74.75
Back End Web Developer	$93.75	$79.00	$93.75	$79.00	$93.75	$79.00	$93.75	$79.00
Business Processing Re-engineering	$106.25	$81.50	$106.25	$81.50	$106.25	$81.50	$106.25	$81.50
Business Systems Analyst	$94.00	$80.25	$94.00	$80.25	$94.00	$80.25	$94.00	$80.25
Cloud Architect	$123.50	$89.00	$123.50	$89.00	$123.50	$89.00	$123.50	$89.00
Cloud Engineer	$108.75	$84.00	$108.75	$84.00	$108.75	$84.00	$108.75	$84.00
Content Designer	$85.50	$71.25	$85.50	$71.25	$85.50	$71.25	$85.50	$71.25
Content Strategist	$85.50	$71.25	$85.50	$71.25	$85.50	$71.25	$85.50	$71.25
Data Analyst	$87.75	$78.00	$87.75	$78.00	$87.75	$78.00	$87.75	$78.00
Data Engineer	$108.75	$91.75	$108.75	$91.75	$108.75	$91.75	$108.75	$91.75
Data Modeler	$106.75	$88.00	$106.75	$88.00	$106.75	$88.00	$106.75	$88.00
Data Scientist	$118.50	$91.75	$118.50	$91.75	$118.50	$91.75	$118.50	$91.75
Database Administrator	$107.75	$88.00	$107.75	$88.00	$107.75	$88.00	$107.75	$88.00
Delivery Manager	$103.75	$89.00	$103.75	$89.00	$103.75	$89.00	$103.75	$89.00
Desktop Support Technician	$48.75	$39.25	$48.75	$39.25	$48.75	$39.25	$48.75	$39.25
Enterprise Architect	$123.50	$99.00	$123.50	$99.00	$123.50	$99.00	$123.50	$99.00
Enterprise Content Management (ECM) Administrator	$114.50	$99.00	$114.50	$99.00	$114.50	$99.00	$114.50	$99.00
ETL Tool Developer	$94.00	$85.80	$94.00	$85.80	$94.00	$85.80	$94.00	$85.80
Front End Web Developer	$94.00	$79.00	$94.00	$79.00	$94.00	$79.00	$94.00	$79.00
Information Security Specialist	$99.00	$88.00	$99.00	$88.00	$99.00	$88.00	$99.00	$88.00
Infrastructure Engineer	$98.00	$84.50	$98.00	$84.50	$98.00	$84.50	$98.00	$84.50
Infrastructure Architect	$119.50	$94.00	$119.50	$94.00	$119.50	$94.00	$119.50	$94.00
Integrated Workplace Management System (IWMS) Analyst	$88.25	$76.00	$88.25	$76.00	$88.25	$76.00	$88.25	$76.00
IT Governance SME	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00
IT Infrastructure SME	$117.00	$101.50	$117.00	$101.50	$117.00	$101.50	$117.00	$101.50
IT Program Manager	$117.25	$100.50	$117.25	$100.50	$117.25	$100.50	$117.25	$100.50
Network Administrator	$106.25	$94.25	$106.25	$94.25	$106.25	$94.25	$106.25	$94.25
Network Engineer	$94.00	$84.50	$94.00	$84.50	$94.00	$84.50	$94.00	$84.50
Programmer	$90.50	$78.00	$90.50	$78.00	$90.50	$78.00	$90.50	$78.00
Project Manager	$108.75	$96.25	$108.75	$96.25	$108.75	$96.25	$108.75	$96.25
Quality Assurance (QA) Analyst	$90.00	$77.00	$90.00	$77.00	$90.00	$77.00	$90.00	$77.00
Report Writer	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
SAP Basis Engineer	$108.75	$93.75	$108.75	$93.75	$108.75	$93.75	$108.75	$93.75
Security Analyst	$94.00	$87.50	$94.00	$87.50	$94.00	$87.50	$94.00	$87.50
Security Engineer	$94.00	$87.50	$94.00	$87.50	$94.00	$87.50	$94.00	$87.50
Senior Business Systems Analyst	$97.75	$83.25	$97.75	$83.25	$97.75	$83.25	$97.75	$83.25
Senior Project Manager	$114.50	$95.75	$114.50	$95.75	$114.50	$95.75	$114.50	$95.75
Senior Software Developer	$109.25	$88.50	$109.25	$88.50	$109.25	$88.50	$109.25	$88.50
Senior Technical Lead	$117.25	$96.25	$117.25	$96.25	$117.25	$96.25	$117.25	$96.25
Service Delivery Manager	$101.25	$96.00	$101.25	$96.00	$101.25	$96.00	$101.25	$96.00
Service Desk Analyst	$49.00	$43.75	$49.00	$43.75	$49.00	$43.75	$49.00	$43.75
Systems Administrator	$408.75	$94.00	$408.75	$94.00	$408.75	$94.00	$408.75	$94.00

Job Classification	Northern Region Hourly Rate		Bay Region Hourly Rate		Central Region Hourly Rate		Southern Region Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Technical Analyst	$93.75	$83.25	$93.75	$83.25	$93.75	$83.25	$93.75	$83.25
Technical Lead	$99.00	$82.00	$99.00	$82.00	$99.00	$82.00	$99.00	$82.00
Technical Writer	$94.00	$69.00	$94.00	$69.00	$94.00	$69.00	$94.00	$69.00
Telecommunications Engineer	$80.00	$75.00	$80.00	$75.00	$80.00	$75.00	$80.00	$75.00
Trial Court Case Management System (CMS) Analyst	$85.00	$75.00	$85.00	$75.00	$85.00	$75.00	$85.00	$75.00
Trial Court Case Management System (CMS) Integrator	$85.00	$75.00	$85.00	$75.00	$85.00	$75.00	$85.00	$75.00
User Experience (UX) and Graphic Designer	$90.00	$75.00	$90.00	$75.00	$90.00	$75.00	$90.00	$75.00
User Researcher	$75.00	$68.00	$75.00	$68.00	$75.00	$68.00	$75.00	$68.00
Visual Designer	$88.00	$75.00	$88.00	$75.00	$88.00	$75.00	$88.00	$75.00
Senior Audio Visual Technician	$75.00	$60.00	$75.00	$60.00	$75.00	$60.00	$75.00	$60.00
Audio Visual Technician	$65.00	$50.00	$65.00	$50.00	$65.00	$50.00	$65.00	$50.00

CERTIFICATION

By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are guarenteed for the MSA term as the maximum hourly rates to be charged. Proposer also agrees that it may charge lower rates when responding to a Request for Offer (RFO)

Authorized Proposer Signature:

IT Consulting Managed Services RFP

Pricing Assumptions

ASSUMPTIONS State all assumptions upon which its pricing is being determined.

	Pricing Assumptions
Agile Coach	Hourly rates quoted are all inclusive
Application Architect	Hourly rates quoted are all inclusive
Application Support Analyst	Hourly rates quoted are all inclusive
Application Tester	Hourly rates quoted are all inclusive
Back End Web Developer	Hourly rates quoted are all inclusive
Business Processing Re-engineering	Hourly rates quoted are all inclusive
Business Systems Analyst	Hourly rates quoted are all inclusive
Cloud Architect	Hourly rates quoted are all inclusive
Cloud Engineer	Hourly rates quoted are all inclusive
Content Designer	Hourly rates quoted are all inclusive
Content Strategist	Hourly rates quoted are all inclusive
Data Analyst	Hourly rates quoted are all inclusive
Data Engineer	Hourly rates quoted are all inclusive
Data Modeler	Hourly rates quoted are all inclusive
Data Scientist	Hourly rates quoted are all inclusive
Database Aministrator	Hourly rates quoted are all inclusive
Delivery Manager	Hourly rates quoted are all inclusive
Desktop Support Technician	Hourly rates quoted are all inclusive
Enterprise Architect	Hourly rates quoted are all inclusive
Enterprise Content Management (ECM) Administrator	Hourly rates quoted are all inclusive
ETL Tool Developer	Hourly rates quoted are all inclusive
Front End Web Developer	Hourly rates quoted are all inclusive
Information Security Specialist	Hourly rates quoted are all inclusive
Infrastructure Engineer	Hourly rates quoted are all inclusive
Infrastructure Architect	Hourly rates quoted are all inclusive
Integrated Workplace Management System (IWMS) Analyst	Hourly rates quoted are all inclusive
IT Governance SME	Hourly rates quoted are all inclusive
IT Infrastructure SME	Hourly rates quoted are all inclusive
IT Program Manager	Hourly rates quoted are all inclusive
Network Administrator	Hourly rates quoted are all inclusive
Network Engineer	Hourly rates quoted are all inclusive
Programmer	Hourly rates quoted are all inclusive
Project Manager	Hourly rates quoted are all inclusive
Quality Assurance (QA) Analyst	Hourly rates quoted are all inclusive
Report Writer	Hourly rates quoted are all inclusive

	Pricing Assumptions
SAP Basis Engineer	Hourly rates quoted are all inclusive
Security Analyst	Hourly rates quoted are all inclusive
Security Engineer	Hourly rates quoted are all inclusive
Senior Business Systems Analyst	Hourly rates quoted are all inclusive
Senior Project Manager	Hourly rates quoted are all inclusive
Senior Software Developer	Hourly rates quoted are all inclusive
Senior Technical Lead	Hourly rates quoted are all inclusive
Service Delivery Manager	Hourly rates quoted are all inclusive
Service Desk Analyst	Hourly rates quoted are all inclusive
Systems Administrator	Hourly rates quoted are all inclusive
Technical Analyst	Hourly rates quoted are all inclusive
Technical Lead	Hourly rates quoted are all inclusive
Technical Writer	Hourly rates quoted are all inclusive
Telecommunications Engineer	Hourly rates quoted are all inclusive
Trial Court Case Management System (CMS) Analyst	Hourly rates quoted are all inclusive
Trial Court Case Management System (CMS) Integrator	Hourly rates quoted are all inclusive
User Experience (UX) and Graphic Designer	Hourly rates quoted are all inclusive
User Researcher	Hourly rates quoted are all inclusive
Visual Designer	Hourly rates quoted are all inclusive
Senior Audio Visual Technician	Hourly rates quoted are all inclusive
Audio Visual Technician	Hourly rates quoted are all inclusive

Note: If a consultant is required for a very short duration and the consultant is not local, we will request approval of Expenses as per JCC policies.