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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

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	Tom Calloway
Title	IT Services Consultant
Vendor Name	All Covered, IT Services Division of Konica Minolta
Physical Address	101 Metro Drive, Suite 730, San Jose, CA 95110
Email Address	tcalloway@allcovered.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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Application Architect	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Application Support Analyst	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Application Tester	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Back End Web Developer	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Business Processing Re-engineering	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Business Systems Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Cloud Architect	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Cloud Engineer	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Content Designer	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
Content Strategist	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
Data Analyst	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Data Engineer	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Data Modeler	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Data Scientist	$185.00	$175.00	$185.00	$175.00	$185.00	$175.00	$185.00	$175.00
Database Aministrator	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Delivery Manager	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
Desktop Support Technician	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Enterprise Architect	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Enterprise Content Management (ECM) Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
ETL Tool Developer	$185.00	$175.00	$185.00	$175.00	$185.00	$175.00	$185.00	$175.00
Front End Web Developer	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
Information Security Specialist	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Infrastructure Engineer	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Infrastructure Architect	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Network Administrator	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Network Engineer	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Programmer	$165.00	$155.00	$165.00	$155.00	$165.00	$155.00	$165.00	$155.00
Project Manager	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
Quality Assurance (QA) Analyst	$165.00	$155.00	$165.00	$155.00	$165.00	$155.00	$165.00	$155.00
Report Writer	$165.00	$155.00	$165.00	$155.00	$165.00	$155.00	$165.00	$155.00
SAP Basis Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Security Analyst	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Security Engineer	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Senior Business Systems Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Senior Project Manager	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00

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RFP Number: IT-2020-64-RB

	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**
Senior Software Developer	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00	$175.00	$165.00
Senior Technical Lead	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Service Delivery Manager	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
Service Desk Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Systems Administrator	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00	$250.00	$155.00
Technical Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Technical Lead	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Technical Writer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00	$160.00	$150.00
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: Steve Herbes, VP & General Counsel

DocuSigned by:
Stephen J. Herbes
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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	

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	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

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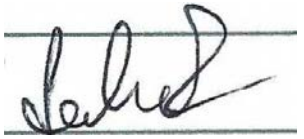
IT Consulting Managed Services RFP

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	Ted Fuentes
Title	President, Account Representative
Vendor Name	Alliance Resource Group (ARG)
Physical Address	2549-B Eastbluff Dr. #198 Newport Beach CA 92660
Email Address	tfuentes@allianceresourcegroup.net

Signature



	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	$117.50	$108.75	$124.50	$116.25	$117.50	$108.75	$121.25	$113.55
Application Architect	$103.13	$96.88	$109.41	$101.65	$103.13	$96.88	$106.89	$99.20
Application Support Analyst	$81.88	$75.75	$86.77	$79.60	$81.88	$75.75	$84.79	$77.68
Application Tester	$95.63	$89.75	$101.86	$94.30	$95.63	$89.38	$99.52	$92.03
Back End Web Developer	$66.88	$61.88	$71.67	$64.90	$66.88	$61.88	$70.05	$63.33
Business Processing Re-engineering	$110.63	$103.75	$116.88	$109.00	$110.63	$103.75	$114.26	$106.38
Business Systems Analyst	$110.63	$103.75	$116.88	$109.00	$110.63	$103.75	$114.26	$106.38
Cloud Architect	$110.00	$103.75	$116.88	$109.00	$110.00	$103.75	$114.26	$106.38
Cloud Engineer	$131.88	$124.75	$139.59	$131.05	$131.88	$124.75	$136.36	$127.90
Content Designer	$103.13	$96.88	$109.41	$101.65	$103.13	$96.88	$106.89	$99.20
Content Strategist	$103.13	$96.88	$109.41	$101.65	$103.13	$96.88	$106.89	$99.20
Data Analyst	$103.13	$96.88	$109.41	$101.65	$103.13	$96.88	$106.89	$99.20
Data Engineer	$117.50	$110.63	$124.50	$116.35	$117.50	$110.63	$121.63	$113.55
Data Modeler	$91.25	$68.75	$106.25	$81.25	$91.25	$68.75	$96.25	$75.00
Data Scientist	$95.63	$89.75	$101.86	$94.30	$95.63	$89.75	$99.52	$92.03
Database Aministrator	$103.13	$96.88	$109.41	$101.65	$103.13	$96.88	$106.88	$99.20
Delivery Manager	$88.75	$82.75	$94.31	$86.95	$88.75	$82.75	$92.16	$84.85
Desktop Support Technician	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Enterprise Architect	$167.81	$159.75	$177.33	$167.80	$167.81	$159.75	$173.13	$163.78
Enterprise Content Management (ECM) Administrator	$124.69	$117.75	$132.05	$123.70	$124.69	$117.75	$128.99	$120.63
ETL Tool Developer	$110.31	$103.75	$116.95	$109.00	$110.31	$103.75	$114.38	$106.38
Front End Web Developer	$110.31	$103.75	$116.95	$109.00	$110.31	$103.75	$114.38	$106.38
Information Security Specialist	$139.06	$131.88	$147.14	$138.40	$139.06	$131.88	$143.73	$135.08
Infrastructure Engineer	$110.31	$103.75	$116.95	$109.00	$110.31	$103.75	$114.38	$106.38
Infrastructure Architect	$139.06	$131.88	$147.14	$138.40	$139.06	$131.88	$143.73	$135.08
Integrated Workplace Management System (IWMS) Analyst	$112.50	$106.25	$118.75	$112.50	$112.50	$106.25	$112.50	$106.25
IT Governance SME	$162.50	$155.00	$175.00	$163.75	$162.50	$155.00	$168.75	$160.00
IT Infrastructure SME	$156.25	$148.75	$168.75	$157.50	$156.25	$148.75	$162.50	$153.75
IT Program Manager	$131.88	$124.75	$139.59	$131.05	$131.88	$124.75	$136.36	$127.90
Network Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Network Engineer	$95.94	$89.75	$101.86	$94.30	$95.94	$89.75	$99.52	$92.03
Programmer	$81.56	$75.63	$86.77	$79.60	$81.56	$75.63	$84.79	$77.68
Project Manager	$117.50	$110.63	$124.50	$116.35	$117.50	$110.63	$121.63	$113.55
Quality Assurance (QA) Analyst	$95.94	$89.75	$101.86	$94.30	$95.94	$89.75	$99.52	$92.03
Report Writer	$74.38	$68.75	$79.22	$72.25	$74.38	$68.75	$77.42	$70.50

	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**
SAP Basis Engineer	$124.69	$117.75	$132.05	$123.70	$124.69	$117.75	$128.99	$120.73
Security Analyst	$117.50	$110.63	$124.50	$116.35	$117.50	$110.63	$121.63	$113.55
Security Engineer	$131.88	$124.75	$139.59	$131.05	$131.88	$124.75	$136.36	$127.90
Senior Business Systems Analyst	$124.69	$117.75	$132.05	$123.70	$124.69	$117.75	$128.99	$120.73
Senior Project Manager	$131.88	$124.75	$139.59	$131.05	$131.88	$124.75	$136.36	$127.90
Senior Software Developer	$124.69	$117.75	$132.05	$123.70	$124.69	$117.75	$128.99	$120.73
Senior Technical Lead	$131.88	$124.75	$139.59	$131.05	$131.88	$124.75	$136.36	$127.90
Service Delivery Manager	$103.13	$96.88	$109.41	$101.65	$103.13	$96.88	$106.89	$99.20
Service Desk Analyst	$74.38	$68.75	$79.22	$72.25	$74.38	$68.75	$77.42	$70.50
Systems Administrator	$88.75	$82.75	$94.31	$86.88	$88.75	$82.75	$92.16	$84.85
Technical Analyst	$74.38	$68.75	$79.22	$71.88	$74.38	$68.75	$77.42	$70.50
Technical Lead	$124.69	$117.75	$132.05	$123.70	$124.69	$117.75	$128.99	$120.73
Technical Writer	$74.38	$69.38	$79.38	$72.25	$74.38	$68.75	$77.42	$70.50
Telecommunications Engineer	$74.38	$68.75	$79.38	$72.25	$74.38	$68.75	$77.42	$70.50
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	$74.38	$69.38	$79.22	$72.25	$74.38	$68.75	$77.42	$70.50
User Researcher	$67.19	$61.88	$71.67	$64.90	$67.19	$61.75	$70.05	$63.33
Visual Designer	$67.19	$61.88	$71.67	$64.90	$67.19	$61.75	$70.05	$63.33
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:								

Pricing Assumptions

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

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

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

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	Pietro Obert
Title	Senior Talent Acquisition Manager/Technical Resources
Vendor Name	Artizen, Inc.
Physical Address	460 City Center Drive Rohnert Park, CA 94928
Email Address	icc@artizen.com

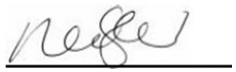
Job Classification	Northern Region Hourly Rate		Bay Region Hourly Rate		Central Region Hourly Rate		Southern Region Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	$ 225.00	$ 195.00	$ 225.00	$ 195.00	$ 225.00	$ 195.00	$ 225.00	$ 195.00
Application Architect	$ 148.75	$ 131.75	$ 175.00	$ 155.00	$ 148.75	$ 131.75	$ 157.50	$ 139.50
Application Support Analyst	$ 80.75	$ 63.75	$ 95.00	$ 75.00	$ 80.75	$ 63.75	$ 85.50	$ 67.50
Application Tester	$ 80.75	$ 63.75	$ 95.00	$ 75.00	$ 80.75	$ 63.75	$ 85.50	$ 67.50
Back End Web Developer	$ 110.50	$ 93.50	$ 130.00	$ 110.00	$ 110.50	$ 93.50	$ 117.00	$ 99.00
Business Processing Re-engineering	$ 102.00	$ 89.25	$ 120.00	$ 105.00	$ 102.00	$ 89.25	$ 108.00	$ 94.50
Business Systems Analyst	$ 93.50	$ 80.75	$ 110.00	$ 95.00	$ 93.50	$ 80.75	$ 99.00	$ 85.50
Cloud Architect	$ 157.25	$ 131.75	$ 185.00	$ 155.00	$ 157.25	$ 131.75	$ 166.50	$ 139.50
Cloud Engineer	$ 131.75	$ 106.25	$ 155.00	$ 125.00	$ 131.75	$ 106.25	$ 139.50	$ 112.50
Content Designer	$ 119.00	$ 106.25	$ 140.00	$ 125.00	$ 119.00	$ 106.25	$ 126.00	$ 112.50
Content Strategist	$ 110.50	$ 93.50	$ 130.00	$ 110.00	$ 110.50	$ 93.50	$ 117.00	$ 99.00
Data Analyst	$ 89.25	$ 80.75	$ 105.00	$ 95.00	$ 89.25	$ 80.75	$ 94.50	$ 85.50
Data Engineer	$ 106.25	$ 89.25	$ 125.00	$ 105.00	$ 106.25	$ 89.25	$ 112.50	$ 94.50
Data Modeler	$ 114.75	$ 97.75	$ 135.00	$ 115.00	$ 114.75	$ 97.75	$ 121.50	$ 103.50
Data Scientist	$ 127.50	$ 110.50	$ 150.00	$ 130.00	$ 127.50	$ 110.50	$ 135.00	$ 117.00
Database Administrator	$ 123.25	$ 106.25	$ 145.00	$ 125.00	$ 123.25	$ 106.25	$ 130.50	$ 112.50
Delivery Manager	$ 114.75	$ 102.00	$ 135.00	$ 120.00	$ 114.75	$ 102.00	$ 121.50	$ 108.00
Desktop Support Technician	$ 68.00	$ 59.50	$ 80.00	$ 70.00	$ 68.00	$ 59.50	$ 72.00	$ 63.00
Enterprise Architect	$ 157.25	$ 140.25	$ 185.00	$ 165.00	$ 157.25	$ 140.25	$ 166.50	$ 148.50
Enterprise Content Management (ECM) Administrator	$ 119.00	$ 102.00	$ 140.00	$ 120.00	$ 119.00	$ 102.00	$ 126.00	$ 108.00
ETL Tool Developer	$ 110.50	$ 102.00	$ 130.00	$ 120.00	$ 110.50	$ 102.00	$ 117.00	$ 108.00
Front End Web Developer	$ 106.25	$ 89.25	$ 125.00	$ 105.00	$ 106.25	$ 89.25	$ 112.50	$ 94.50
Information Security Specialist	$ 157.25	$ 140.25	$ 185.00	$ 165.00	$ 157.25	$ 140.25	$ 166.50	$ 148.50
Infrastructure Engineer	$ 114.75	$ 102.00	$ 135.00	$ 120.00	$ 114.75	$ 102.00	$ 121.50	$ 108.00
Infrastructure Architect	$ 140.25	$ 123.25	$ 165.00	$ 145.00	$ 140.25	$ 123.25	$ 148.50	$ 130.50
Integrated Workplace Management System (IWMS) Analyst	$ 175.00	$ 155.00	$ 175.00	$ 155.00	$ 175.00	$ 155.00	$ 175.00	$ 155.00
IT Governance SME	$ 165.00	$ 145.00	$ 160.00	$ 140.00	$ 165.00	$ 145.00	$ 165.00	$ 145.00
IT Infrastructure SME	$ 165.00	$ 145.00	$ 160.00	$ 140.00	$ 165.00	$ 145.00	$ 165.00	$ 145.00
IT Program Manager	$ 148.75	$ 131.75	$ 175.00	$ 155.00	$ 148.75	$ 131.75	$ 157.50	$ 139.50
Network Administrator	$ 106.25	$ 97.75	$ 125.00	$ 115.00	$ 106.25	$ 97.75	$ 112.50	$ 103.50
Network Engineer	$ 114.75	$ 102.00	$ 135.00	$ 120.00	$ 114.75	$ 102.00	$ 121.50	$ 108.00
Programmer	$ 110.50	$ 93.50	$ 130.00	$ 110.00	$ 110.50	$ 93.50	$ 117.00	$ 99.00
Project Manager	$ 127.50	$ 110.50	$ 150.00	$ 130.00	$ 127.50	$ 110.50	$ 135.00	$ 117.00
Quality Assurance (QA) Analyst	$ 89.25	$ 80.75	$ 105.00	$ 95.00	$ 89.25	$ 80.75	$ 94.50	$ 85.50
Report Writer	$ 93.50	$ 80.75	$ 110.00	$ 95.00	$ 93.50	$ 80.75	$ 99.00	$ 85.50
SAP Basis Engineer	$ 157.25	$ 140.25	$ 185.00	$ 165.00	$ 157.25	$ 140.25	$ 166.50	$ 148.50

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
Security Analyst	$ 106.25	$ 93.50	$ 125.00	$ 110.00	$ 106.25	$ 93.50	$ 112.50	$ 99.00
Security Engineer	$ 153.00	$ 136.00	$ 180.00	$ 160.00	$ 153.00	$ 136.00	$ 162.00	$ 144.00
Senior Business Systems Analyst	$ 106.25	$ 93.50	$ 125.00	$ 110.00	$ 106.25	$ 93.50	$ 112.50	$ 99.00
Senior Project Manager	$ 144.50	$ 127.50	$ 170.00	$ 150.00	$ 144.50	$ 127.50	$ 153.00	$ 135.00
Senior Software Developer	$ 123.25	$ 106.25	$ 145.00	$ 125.00	$ 123.25	$ 106.25	$ 130.50	$ 112.50
Senior Technical Lead	$ 165.75	$ 148.75	$ 195.00	$ 175.00	$ 165.75	$ 148.75	$ 175.50	$ 157.50
Service Delivery Manager	$ 131.75	$ 114.75	$ 155.00	$ 135.00	$ 131.75	$ 114.75	$ 139.50	$ 121.50
Service Desk Analyst	$ 59.50	$ 51.00	$ 70.00	$ 60.00	$ 59.50	$ 51.00	$ 63.00	$ 54.00
Systems Administrator	$ 80.75	$ 72.25	$ 95.00	$ 85.00	$ 80.75	$ 72.25	$ 85.50	$ 76.50
Technical Analyst	$ 110.50	$ 93.50	$ 130.00	$ 110.00	$ 110.50	$ 93.50	$ 117.00	$ 99.00
Technical Lead	$ 148.75	$ 131.75	$ 175.00	$ 155.00	$ 148.75	$ 131.75	$ 157.50	$ 139.50
Technical Writer	$ 89.25	$ 72.25	$ 105.00	$ 85.00	$ 89.25	$ 72.25	$ 94.50	$ 76.50
Telecommunications Engineer	$ 80.75	$ 72.25	$ 95.00	$ 85.00	$ 80.75	$ 72.25	$ 85.50	$ 76.50
Trial Court Case Management System (CMS) Analyst	$ 110.50	$ 97.75	$ 130.00	$ 115.00	$ 110.50	$ 97.75	$ 117.00	$ 103.50
Trial Court Case Management System (CMS) Integrator	$ 123.25	$ 110.50	$ 145.00	$ 130.00	$ 123.25	$ 110.50	$ 130.50	$ 117.00
User Experience (UX) and Graphic Designer	$ 97.75	$ 89.25	$ 115.00	$ 105.00	$ 97.75	$ 89.25	$ 103.50	$ 94.50
User Researcher	$ 114.75	$ 106.25	$ 135.00	$ 125.00	$ 114.75	$ 106.25	$ 121.50	$ 112.50
Visual Designer	$ 106.25	$ 97.75	$ 125.00	$ 115.00	$ 106.25	$ 97.75	$ 112.50	$ 103.50
Senior Audio Visual Technician	$ 72.25	$ 63.75	$ 85.00	$ 75.00	$ 72.25	$ 63.75	$ 76.50	$ 67.50
Audio Visual Technician	$ 63.75	$ 55.25	$ 75.00	$ 65.00	$ 63.75	$ 55.25	$ 67.50	$ 58.50

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:



Rosanna Hayden, CEO

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	Mr. Hemang Vyas
Title	President
Vendor Name	Atomogy Corporation
Physical Address	2937 Veneman Ave, Ste B-155
	Modesto, CA 95356
Email Address	hvyas@atomogy.org

	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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Application Architect	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Application Support Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Application Tester	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Back End Web Developer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Business Processing Re-engineering	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Business Systems Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Content Strategist	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Data Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Data Engineer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Data Modeler	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Data Scientist	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Database Aministrator	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Delivery Manager	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Desktop Support Technician	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Enterprise Architect	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Enterprise Content Management (ECM) Administrator	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
ETL Tool Developer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Front End Web Developer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Information Security Specialist	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Infrastructure Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Infrastructure Architect	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Network Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Network Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Programmer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Project Manager	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Quality Assurance (QA) Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Report Writer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
SAP Basis Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

	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**
Security Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Security Engineer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Senior Business Systems Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Senior Project Manager	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Senior Software Developer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Senior Technical Lead	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Service Delivery Manager	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Service Desk Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Systems Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Technical Analyst	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Technical Lead	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
Technical Writer	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
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	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	No Bid	No Bid
User Researcher	$89.00	$78.00	$89.00	$78.00	$89.00	$78.00	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:	Hemang Vyas							

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	SENTHIL K MUNIAPPAN
Title	CEO/PRESIDENT
Vendor Name	BM ASSOCIATES, INC.
Physical Address	9700 VILLAGE CENTER DR, SUITE 50-E GRANITE BAY, CA 95746
Email Address	SENTHIL@BMASSOCIATES.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	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00
Application Architect	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Application Support Analyst	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00
Application Tester	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00
Back End Web Developer	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
Business Processing Re-engineering	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00
Business Systems Analyst	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00
Cloud Architect	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00
Cloud Engineer	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00
Content Designer	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00
Content Strategist	$105.00	$90.00	$105.00	$90.00	$105.00	$90.00	$105.00	$90.00
Data Analyst	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00
Data Engineer	$115.00	$95.00	$115.00	$95.00	$115.00	$95.00	$115.00	$95.00
Data Modeler	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
Data Scientist	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00
Database Aministrator	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Delivery Manager	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00
Desktop Support Technician	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
Enterprise Architect	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Enterprise Content Management (ECM) Administrator	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
ETL Tool Developer	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
Front End Web Developer	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00
Information Security Specialist	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Infrastructure Engineer	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Infrastructure Architect	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Integrated Workplace Management System (IWMS) Analyst	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
IT Governance SME	$135.00	$110.00	$135.00	$110.00	$135.00	$110.00	$135.00	$110.00
IT Infrastructure SME	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
IT Program Manager	$140.00	$120.00	$140.00	$120.00	$140.00	$120.00	$140.00	$120.00
Network Administrator	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00
Network Engineer	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
Programmer	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00	$110.00	$95.00
Project Manager	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Quality Assurance (QA) Analyst	$105.00	$95.00	$105.00	$95.00	$105.00	$95.00	$105.00	$95.00
Report Writer	$105.00	$90.00	$105.00	$90.00	$105.00	$90.00	$105.00	$90.00

	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**
SAP Basis Engineer	$150.00	$120.00	$150.00	$120.00	$150.00	$120.00	$150.00	$120.00
Security Analyst	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00
Security Engineer	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00	$125.00	$110.00
Senior Business Systems Analyst	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00	$115.00	$105.00
Senior Project Manager	$140.00	$120.00	$140.00	$120.00	$140.00	$120.00	$140.00	$120.00
Senior Software Developer	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00	$120.00	$110.00
Senior Technical Lead	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00	$130.00	$110.00
Service Delivery Manager	$140.00	$120.00	$140.00	$120.00	$140.00	$120.00	$140.00	$120.00
Service Desk Analyst	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00	$100.00	$90.00
Systems Administrator	$120.00	$100.00	$120.00	$100.00	$120.00	$100.00	$120.00	$100.00
Technical Analyst	$105.00	$95.00	$105.00	$95.00	$105.00	$95.00	$105.00	$95.00
Technical Lead	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00
Technical Writer	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00	$90.00	$80.00
Telecommunications Engineer	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
Trial Court Case Management System (CMS) Analyst	$110.00	$100.00	$110.00	$100.00	$110.00	$100.00	$110.00	$100.00
Trial Court Case Management System (CMS) Integrator	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00	$120.00	$105.00
User Experience (UX) and Graphic Designer	$120.00	$100.00	$120.00	$100.00	$120.00	$100.00	$120.00	$100.00
User Researcher	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
Visual Designer	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00	$115.00	$100.00
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:								

Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	NONE
Application Architect	NONE
Application Support Analyst	NONE
Application Tester	NONE
Back End Web Developer	NONE
Business Processing Re-engineering	NONE
Business Systems Analyst	NONE
Cloud Architect	NONE
Cloud Engineer	NONE
Content Designer	NONE
Content Strategist	NONE
Data Analyst	NONE
Data Engineer	NONE
Data Modeler	NONE
Data Scientist	NONE
Database Aministrator	NONE
Delivery Manager	NONE
Desktop Support Technician	NONE
Enterprise Architect	NONE
Enterprise Content Management (ECM) Administrator	NONE
ETL Tool Developer	NONE
Front End Web Developer	NONE
Information Security Specialist	NONE
Infrastructure Engineer	NONE
Infrastructure Architect	NONE
Integrated Workplace Management System (IWMS) Analyst	NONE
IT Governance SME	NONE
IT Infrastructure SME	NONE
IT Program Manager	NONE
Network Administrator	NONE
Network Engineer	NONE
Programmer	NONE
Project Manager	NONE
Quality Assurance (QA) Analyst	NONE
Report Writer	NONE

	Pricing Assumptions
SAP Basis Engineer	NONE
Security Analyst	NONE
Security Engineer	NONE
Senior Business Systems Analyst	NONE
Senior Project Manager	NONE
Senior Software Developer	NONE
Senior Technical Lead	NONE
Service Delivery Manager	NONE
Service Desk Analyst	NONE
Systems Administrator	NONE
Technical Analyst	NONE
Technical Lead	NONE
Technical Writer	NONE
Telecommunications Engineer	NONE
Trial Court Case Management System (CMS) Analyst	NONE
Trial Court Case Management System (CMS) Integrator	NONE
User Experience (UX) and Graphic Designer	NONE
User Researcher	NONE
Visual Designer	NONE
Senior Audio Visual Technician	NONE
Audio Visual Technician	NONE

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	Raminder Singh
Title	President
Vendor Name	California Creative Solutions Inc. dba CCS Global Tech
Physical Address	13475 Danielson Street, Suite 220 Poway, CA 92064
Email Address	Gov@ccsglobaltech.com

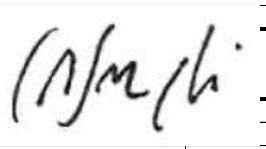
	Northern Region		Bay Region		Central Region		Southern Region	
Job Classification	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Application Architect	$ 98.00	$ 78.00	$ 127.00	$ 102.00	$ 98.00	$ 78.00	$ 127.00	$ 102.00
Application Support Analyst	$ 60.00	$ 48.00	$ 77.00	$ 62.00	$ 60.00	$ 48.00	$ 77.00	$ 62.00
Application Tester	$ 60.00	$ 48.00	$ 77.00	$ 62.00	$ 60.00	$ 48.00	$ 77.00	$ 62.00
Back End Web Developer	$ 68.00	$ 54.00	$ 88.00	$ 70.00	$ 68.00	$ 54.00	$ 88.00	$ 70.00
Business Processing Re-engineering								
Business Systems Analyst	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Cloud Architect	$ 106.00	$ 85.00	$ 138.00	$ 110.00	$ 106.00	$ 85.00	$ 138.00	$ 110.00
Cloud Engineer	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Content Designer	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00
Content Strategist	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Data Analyst	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Data Engineer	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Data Modeler	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Data Scientist	$ 102.00	$ 82.00	$ 132.00	$ 106.00	$ 102.00	$ 82.00	$ 132.00	$ 106.00
Database Aministrator	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Delivery Manager								
Desktop Support Technician	$ 47.00	$ 38.00	$ 61.00	$ 49.00	$ 47.00	$ 38.00	$ 61.00	$ 49.00
Enterprise Architect	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Enterprise Content Management (ECM) Administrator	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00
ETL Tool Developer	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Front End Web Developer	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Information Security Specialist	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Infrastructure Engineer	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Infrastructure Architect	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Integrated Workplace Management System (IWMS) Analyst								
IT Governance SME								
IT Infrastructure SME	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
IT Program Manager	$ 89.00	$ 71.00	$ 116.00	$ 93.00	$ 89.00	$ 71.00	$ 116.00	$ 93.00
Network Administrator	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00
Network Engineer	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00
Programmer	$ 81.00	$ 65.00	$ 105.00	$ 84.00	$ 81.00	$ 65.00	$ 105.00	$ 84.00
Project Manager	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Quality Assurance (QA) Analyst	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Report Writer	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00

	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**
SAP Basis Engineer	$ 102.00	$ 82.00	$ 132.00	$ 106.00	$ 102.00	$ 82.00	$ 132.00	$ 106.00
Security Analyst	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Security Engineer	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Senior Business Systems Analyst	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Senior Project Manager	$ 89.00	$ 71.00	$ 116.00	$ 93.00	$ 89.00	$ 71.00	$ 116.00	$ 93.00
Senior Software Developer	$ 89.00	$ 71.00	$ 116.00	$ 93.00	$ 89.00	$ 71.00	$ 116.00	$ 93.00
Senior Technical Lead	$ 94.00	$ 75.00	$ 121.00	$ 97.00	$ 94.00	$ 75.00	$ 121.00	$ 97.00
Service Delivery Manager	$ 102.00	$ 82.00	$ 132.00	$ 106.00	$ 102.00	$ 82.00	$ 132.00	$ 106.00
Service Desk Analyst	$ 47.00	$ 38.00	$ 61.00	$ 49.00	$ 47.00	$ 38.00	$ 61.00	$ 49.00
Systems Administrator	$ 77.00	$ 62.00	$ 99.00	$ 79.00	$ 77.00	$ 62.00	$ 99.00	$ 79.00
Technical Analyst	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Technical Lead	$ 85.00	$ 68.00	$ 110.00	$ 88.00	$ 85.00	$ 68.00	$ 110.00	$ 88.00
Technical Writer	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00
Telecommunications Engineer	$ 72.00	$ 58.00	$ 94.00	$ 75.00	$ 72.00	$ 58.00	$ 94.00	$ 75.00
Trial Court Case Management System (CMS) Analyst								
Trial Court Case Management System (CMS) Integrator								
User Experience (UX) and Graphic Designer	$ 68.00	$ 54.00	$ 88.00	$ 70.00	$ 68.00	$ 54.00	$ 88.00	$ 70.00
User Researcher								
Visual Designer	$ 68.00	$ 54.00	$ 88.00	$ 70.00	$ 68.00	$ 54.00	$ 88.00	$ 70.00
Senior Audio Visual Technician								
Audio Visual Technician								

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

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

RESPONSE TO

JUDICIAL COUNCIL OF CALIFORNIA

RFP NUMBER: IT-2020-64-RB

RFP TITLE: IT CONSULTING MANAGED SERVICES

COST PROPOSAL

Applicant:
Accend Networks
75. E Santa Clara Street., Suite 600
San Jose, CA 95113
Email: paula@accendnetworks.com
Phone: (408) 784-2345 Local / 855-8ACCEND Toll Free
Fax: (877) 266-3207

accendnetworks

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Exhibit B – Cost and Pricing Assumptions ***4***

accendnetworks

Cover Letter

Date: May 24, 2021

RE: *REQUEST FOR PROPOSAL (RFP) NO. IT-2020-64-RB,(Information Technology Consulting Managed Services)*

Accend Networks ("Accend") is pleased to submit this price proposal to the Judicial Council of California (JCC).

Project Background:

The Judicial Council of California (JCC) is the chief policy-making agency of the California judicial system. The JCC helps to improve the administration of justice by surveying judicial business, recommending improvements to the courts, and making recommendations to the governor and legislature. The Superior Court System in California comprises 58 trials courts, one (1) in each county.

We understand that the JCC objective of this RFP is to have qualified firms for IT needs of the Judicial Council of California, Superior Courts, Appellate Courts, the Supreme Court and other California Judicial Branch Entities, all of which may be referred to as "JBEs" . The qualified vendor will provide the IT Consulting Services that meet the IT needs of JBEs.

The JCC will establish a Master Agreement with several Proposers for each geographic region (Region) for an initial three (3) year term with three (3) additional consecutive one-year option terms for a potential of maximum term of six (6) years. The JBEs have been split into four (4) Regions, Northern, Bay, Central, and Southern. The Proposer can bid on one or more regions and on one or more classifications

About Accend Networks:

Accend Networks (Accend), incorporated in 2011 and headquartered in San Jose, California, is an IT Professional Services and Solutions Provider with the experience, expertise, corporate infrastructure, and flexibility to make us uniquely qualified to provide JCC with IT Managed Services to support any short- and long-term optimization goal. Our goal is to provide unparalleled IT services and support to JCC.

We offer reasonable pricing for our quality consulting services. We bill our clients through submitting monthly invoices based on the time approved by the client's manager and on the MSA signed between the parties.

Accend's key features:

- Existing contract with Superior Court of California, County of Alameda, a JBE located in the Bay Region
- Competitive pricing
- Streamlined Billing and Invoicing processes
- Defined Escalation process for Finance/Account Issue
- Automated Finance reports available upon request

Designated representative for the RFP	
Prime Vendor (Accend Networks) **Paula Wong, CEO and Founder** 75 E. Santa Clara St., Suite 600 San Jose, CA 95113 email: paula@accendnetworks.com mobile: 408-784-2345	**Subcontractor (Solara Systems Inc.)** Andrew Rodriguez, President Solara Systems Inc. 31805 Temecula Parkway, Ste. 676 Temecula, CA. 92592 Email: andrew@solaracomm.com mobile: 951-252-6170

We have provided reasonable costs for the effort defined in this proposal for the JCC. Our strategy for this effort is first and foremost to provide the IT Managed Consulting Services as mentioned in the RFP.

Thank you for giving Accend Networks this opportunity to participate in this RFP. We look forward to building and maintaining a successful partnership with your esteemed organization.

Sincerely,

Paula Wong

Paula Wong (CEO & Founder)
For Accend Networks
email: paula@accendnetworks.com| phone: 408-784-2345

accendnetworks

Exhibit B – Cost and Pricing Assumptions

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	**Paula Wong**
Title	**CEO and Founder**
Vendor Name	**Accend Netowrks**
Physical Address	**75 E. Santa Clara Street, Suite 600**
	San Jose, CA 95113
Email Address	paula@accendnetworks.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								
Application Architect								
Application Support Analyst								
Application Tester								
Back End Web Developer								
Business Processing Re-engineering								
Business Systems Analyst								
Cloud Architect	$87.98	$74.64	$90.00	$76.36	$72.73	$61.71	$83.24	$70.63
Cloud Engineer	$59.07	$45.71	$60.43	$46.76	$48.83	$37.79	$55.89	$43.25
Content Designer								
Content Strategist								
Data Analyst	$121.27	$105.23	$124.06	$107.65	$100.25	$86.99	$114.74	$99.57
Data Engineer								
Data Modeler								
Data Scientist								
Database Aministrator	$129.25	$76.21	$132.23	$77.96	$106.86	$63.00	$122.30	$72.11
Delivery Manager								
Desktop Support Technician	$69.48	$53.62	$71.08	$54.85	$57.44	$44.32	$65.74	$50.73
Enterprise Architect	$106.55	$93.21	$109.00		$88.08	$77.06	$100.81	$88.20
Enterprise Content Management (ECM) Administrator								
ETL Tool Developer								
Front End Web Developer								
Information Security Specialist	$91.49	$62.88	$93.60	$64.33	$75.64	$51.99	$86.57	$59.50
Infrastructure Engineer	$65.91	$52.55	$67.43	$53.76	$54.49	$43.44	$62.37	$49.72
Infrastructure Architect	$70.75	$57.39	$72.38	$58.71	$58.49	$47.44	$66.94	$54.30
Integrated Workplace Management System (IWMS) Analyst								
IT Governance SME								
IT Infrastructure SME	$65.86	$52.50	$67.38	$53.71	$54.45	$43.40	$62.32	$49.68
IT Program Manager								
Network Administrator	$97.66	$79.14	$99.91	$80.96	$80.74	$65.42	$92.41	$74.88
Network Engineer	$126.41	$111.55	$129.32	$114.12	$104.50	$92.22	$119.61	$105.55
Programmer								
Project Manager								
Quality Assurance (QA) Analyst								
Report Writer								
SAP Basis Engineer								
Security Analyst	$113.96	$89.37	$116.58	$91.43	$94.21	$73.88	$107.82	$84.56
Security Engineer	$79.76	$53.11	$81.60	$54.33	$65.94	$43.90	$75.47	$50.25
Senior Business Systems Analyst								
Senior Project Manager								
Senior Software Developer								
Senior Technical Lead	$84.46	$57.02	$86.40	$58.33	$69.82	$47.14	$79.91	$53.95
Service Delivery Manager								
Service Desk Analyst								
Systems Administrator	$106.41	$82.29	$108.86	$84.18	$87.97	$68.03	$100.68	$77.86
Technical Analyst	$58.65	$45.29	$60.00	$46.33	$48.49	$37.44	$55.49	$42.85
Technical Lead	$90.52	$74.91	$92.60	$76.63	$74.83	$61.92	$85.65	$70.88
Technical Writer								
Telecommunications Engineer	$86.22	$72.59	$88.20	$74.26	$71.27	$60.01	$81.58	$68.68
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	$46.53	$33.17	$47.60	$33.93	$38.47	$27.42	$44.03	$31.38
Audio Visual Technician	$33.17	$27.65	$33.93	$28.29	$27.42	$22.86	$31.38	$26.17

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:

Paula Wong, CEO and Founder
email: paula@accendnetworks.com
phone: 408-784-2345

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	
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.

Job Classifications and Descriptions

Job Classification	Job Description	Tools to be provided by contractor	Certifications Needed
Agile Coach	The Agile Coach transforms initiatives to deliver lasting change within agencies that focus on delivering value for citizens. Coaches may be required to work either: at the team level, working with teams to ensure that delivery teams within agencies are adopting agile methodology and performing effectively; at the portfolio or program level, to help agencies to establish the right processes for managing a portfolio of work in an agile way; at the organization level, to drive strategic change across the organization and ensure that adoption of agile techniques is embedded from the most senior levels of the organization; or across all levels to ensure that organizations adopt a pragmatic approach to the way in which they govern delivery and continuous improvement of digital services. Possesses knowledge and experience in raining the teams to write good user stories; prioritization of the work based on business value and handling of the tasks by the team; and team member role training, time-boxing and providing strong metrics for all players.	Project Management tools	Disciplined Agile Coach (DAC) Certification
Application Architect	The Application Architect analyzes and designs the architecture for software applications and enhancements, including the appropriate application of frameworks and design patterns and the interrelationships of components and interfaces. Provides solutions to business-critical complex problems. Supports problem research and resolution as a lead team member.	Software Development Lifecycle tools Report generation tools Project Management tools Software Testing tools	
Application Support Analyst	The Application Support Analyst coordinates the tracking, research, and solutions for defects and service requests relating to existing automated systems. Facilitates communication between application users and the helpdesk staff, 3rd party helpdesk staff, and support and maintenance teams in the prioritization and tracking of incidents and requests. Serves as subject matter expert to the application team on the operations and functionality of automated applications.	Software Development Lifecycle tools Report generation tools Software Testing tools	
Application Tester	The Application Tester writes test cases and test plans, executes test cases, investigates potential defects, logs defects, reports test results, organizes and participates in test plan walkthroughs, does functional and system integration testing, prepares traceability matrix to reflect test coverage, and prioritizes test requirements and organizes test cases accordingly.	Software Development Lifecycle tools Report generation tools Software Testing tools	
Audio Visual Technician	The Audio Visual Technician provides broadcast design, implementation and ongoing support and solutions for telecommunications, Audio Visual (AV), and video remote services. In coordination with other members of the team, assists with day to day duties in the broadcast, production, operations and administration of court taping, video, and communications equipment and systems. Assists in the maintenance, installation, and troubleshooting of broadcast and telecommunication equipment utilized. Leverages both local and cloud-based resources hosting these systems. Coordinates and resolves technical issues related to video remote services.		
Back End Web Developer	The Back End Web Developer performs web development using open-source web programming languages (e.g., Ruby, Python) and frameworks (e.g., Django, Rails). Develops and consumes web-based, RESTful APIs. Works in team environments that use various methodologies (e.g., Scrum, Lean), author developer-friendly documentation (e.g., API documentation, deployment operations), and test-driven development techniques. Uses version control systems (e.g., Git and GitHub). Researches and learns new programming tools and techniques. Develops relational and non-relational database systems and develops scalable search technology (e.g. ElasticSearch, Solr) to handle large data sets. Works with open source solutions and community. Communicates technical concepts to a non-technical audience. Possesses knowledge and experience in translating technical work into user-friendly visuals, programming skills HTML/CSS, and database, session management, and knowledge in one of the following programming languages: PHP, ASP.NET, JavaScript, or Ruby on Rails.		
Business Processing Reengineering	The Business Process Reengineering develops and implements business process reengineering methods and techniques in order to improve operational efficiency and financial performance.	Project Management tools	
Business Systems Analyst	The Business Systems Analyst serves as a liaison between the business operations and the technical teams to develop and document business/functional requirements for IT solutions.	Project Management tools	
Cloud Architect	The Cloud Architect performs work including application designs and cloud approval plans and systems required to manage cloud storage. Leads the creation of a technical framework and provides technical leadership in support of initiatives in cloud computing and automation, with a focus on the design of systems and services that run on cloud platforms.		AWS Certified Solutions Architect Microsoft Azure Architect Technologies
Cloud Engineer	The Cloud Engineer designs, plans, manages, maintains, and supports any technological duties associated with cloud computing. Develops and implements cloud-applications, migrates existing on-premise applications to the cloud, and debugs cloud stacks.		AWS Certified DevOps Engineer AWS Certified SysOps Administrator Microsoft Azure Administrator
Content Designer	The Content Designer improves content creation efforts by leading the research & development of interactive and experiential storytelling for projects. Advises how to improve the ongoing iteration of content models. Collaborates with designers and other content strategists to improve how the effectiveness of digital, print, and other content is measured. Develops and maintains appropriate voice for produced content. Advises how to streamline content production and management solutions and processes based on user research. Assigns, edits, and produces content for products, services, and various projects. Plans and facilitates content strategy workshops and brainstorming sessions on developing content and content services (including API development). Collaborates closely with developers and designers to create, test, and deploy effective content marketing experiences using various methods of software development. Offers educated recommendations on how to deliver a consistent, sustainable and standards-driven execution of content strategy across products, services, and projects. Collaborates with content managers, writers, information architects, interaction designers, developers, and content creators of all types.		
Content Strategist	The Content Strategist improves content creation efforts by leading the research and development of interactive and experiential storytelling for projects. Advises how to improve the ongoing iteration of content models. Collaborates with designers and other content strategists to improve how the effectiveness of digital, print, and other content is measured. Develops and maintains appropriate voice for produced content. Advises how to streamline content production and management solutions and processes based on user research. Assigns, edits, and produces content for products, services, and various projects. Plans and facilitates content strategy workshops and brainstorming sessions on developing content and content services (including API development). Collaborates closely with developers and designers to create, test, and deploy effective content marketing experiences using various methods of software development. Offers educated recommendations on how to deliver a consistent, sustainable and standards-driven execution of content strategy across products, services, and projects.		
Data Analyst	The Data Analyst provides analysis, mining, and presentation of data to provide statistical, operational, auditing and other business insights with the purpose of understanding or making conclusions from the data for decision making purposes.		
Data Engineer	The Data Engineer is responsible for designing, developing and implementing the data pipeline used to support the creation of data warehouse, data marts and all transformation, transformation and load of data functions in the company. Experience with industry ETL tools and techniques to data extracting is a must. After the groundwork has been laid, tests their designs to ensure the system runs smoothly.		
Data Modeler	The Data Modeler consults with business process owners, functional analysts, and Subject Matter Experts (SME's) to gather knowledge of business processes in order to develop effective data warehousing solutions. Performs detailed data analysis and develops data models based on business requirements and data warehousing principles. Designs, develops, configures, and executes loading of data from source system extractions, creating a flexible, scalable, supportable and analytical reportive system.		
Data Scientist	The Data Scientist advises the business on potential data and provides new insights into the business mission through the use of advanced statistical analysis, data mining, and data visualization techniques to create solutions that enable enhanced business performance.		
Database Administrator	The Database Administrator (DBA) provides planning, development, implementation, and administration of systems for the acquisition, storage, and retrieval of data.		
Product Delivery Manager	The Delivery Manager establishes teams for successful delivery by removing obstacles (or blockers to progress), constantly helping the team to become more self-organizing, and enabling the work the team does rather than impose how it's done. Manages one or more projects, typically to deliver a specific product or transformation via a multi-disciplinary, high- skilled digital team. Defines project needs and feeds these into the portfolio/program process to enable resources to be appropriately allocated. Delivers projects and products using the appropriate project management methodology, learning and iterating frequently. Works with Product Manager to define the roadmap for any given product and translate this into user stories. Ensures all products are built to an appropriate level of quality for the stage (alpha/beta/production). Actively and openly shares knowledge of best practices.		
Desktop Support Technician	The Desktop Support Technician performs work involving receiving, responding, and deploying technical assistance on computers, peripheral equipment, application, local and wide area networks. Assists with clients with hardware and software issues. Provides on-site or remote technical assistance including the setting up of computer hardware systems, installing and upgrading software, and troubleshooting basic IT issues.	Remote Desktop tools Call tracking software	
Enterprise Architect	The Enterprise Architect improves the current IT infrastructure, optimizes business operations, and sets the direction and approach for integrating information applications and programs. Responsible for cataloging, developing, coordinating, communicating, maintaining, and enforcing overall enterprise architecture models, representations, initiatives, capabilities, and components to adequately perform the organization's business and technology activities.		
Enterprise Content Management (ECM) Administrator	The Enterprise Content Management Administrator performs work involving the planning, development, implementation, and administration of systems to identity, classify, capture, index, store, retrieve, distribute, archive, and destroy electronic content. Additionally, includes developing forms and workflows (e.g. Laserfiche/DocuWare).		
ETL Tool Developer	The ETL Tool Developer designs and creates the data warehouse and all related extraction, transformation and load of data functions in the company. After the groundwork has been laid, tests their designs to ensure the system runs smoothly.		
Front End Web Developer	The Front End Web Developer performs front end web development using modern techniques and frameworks (e.g., HTML5, CSS3, CSS frameworks like LESS and Sass, Responsive Design, Bourbon, Twitter Bootstrap). Performs JavaScript development using modern standards, including strict mode compliance, modularization techniques and tools, and frameworks and libraries (e.g., JQuery, MV* frameworks such as Backbone.js and Ember.js, D3). Develops and consumes web-based RESTful APIs. Works in team environments that use various methodologies (e.g., Scrum, Lean). Uses version control systems (e.g., Git and GitHub). Ensures Section 508 Compliance. Researches and learns new programming tools and techniques. Work with open source solutions and community. Creates web layouts from static images and creates views and templates in full-stack frameworks like Rails, Express, or Django. Presents completed HTML and CSS mobile and desktop mockups to clients, fixes front end related bug issues on existing client website and HTML prototypes, and updates and creates print media and internal graphics for the marketing department. Possesses expertise in several programming languages, libraries, tools, and frameworks.		
Information Security Specialist	The Information Security Specialist interprets information security policies, standards and other requirements as they relate to internal information system, and coordinates the implementation of these and other information security requirements. Redesigns and reengineers internal information handling processes so that information is appropriately protected from a wide variety of problems including unauthorized disclosure, unauthorized use, inappropriate modification, premature deletion, and unavailability.		
Infrastructure Engineer	The Infrastructure Engineer designs, builds, deploys, and maintains IT infrastructure using the latest technology. Ensures all the IT systems that support businesses of any size function efficiently. Manages the security of computer systems and inter-application information transfers. Ensures optimum uptime for complete network services and servers. Establishes models to maintain and configure entire desktop and mobile computers. Ensures sufficient network redundancy.	Automated Monitoring tools for servers, infrastructure and applications Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Backup and Recovery tools Remote Management tools Patch Management tools Infrastructure Management tools	
Infrastructure Architect	The Infrastructure Architect consults on and performs complex and specialized work in the analysis, design, testing, and implementation of complex infrastructure environments, including hardware, operating systems, and middleware components. Interfaces with 3rd party vendors and staff to ensure that goals and objectives are met. Supports problem research and resolution.		
Integrated Workplace Management System (IWMS) Analyst	The Integrated Workplace Management System (IWMS) Analyst maintains system configuration changes and enhancements for new and existing modules. Changes include updating workflows, queries, portals, GUIs, Report writer Crystal and BIRT, data migration and cleanup, project management, software/system testing, and system support.	Job Scheduling tools	
IT Governance SME	The IT Governance Subject Matter Expert provides service delivery strategies and direction based on analysis of current operations management and technology. Develops comparative financial models for outsourcing vendor selection and provides assessments of market maturity and services fit. Responsible for sourcing strategy analysis and vendor financial proposal analysis. Defines strategies and requirements to provide core services while reducing costs and operational risks. Develops service strategy roadmaps as needed.		
IT Infrastructure SME	The IT Infrastructure Subject Matter Expert provides appropriate sourcing and subject matter expertise. Develops outlines of critical milestones required to support current outsourcing relationship. Identifies key activities required to support a renewal of current services and the possibility of a re-compete for services. Performs detailed assessments of current pricing levels and methodologies and provides recommendations on pricing and scope that may require renegotiation. Identifies new business needs and infrastructure requirements. Develops recommendations to address service performance deficiencies with current outsourcing vendor.	Automated Monitoring tools for servers, infrastructure and applications Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Backup and Recovery tools Remote Management tools Patch Management tools Infrastructure Management tools	
IT Program Manager	The IT Program Manager is responsible for all aspects of a complex technology program including but not limited to: management of various project plans and scopes; budgets and expenditures; resource availability; coordination and liaising with business partners, 3rd party vendors and/or courts; budgetary and management reporting; and compliance with policies and procedures.	Project Management tools	
Network Administrator	The Network Administrator manages the daily operations of computer networks. Is in charge of overseeing digital security and performing maintenance to ensure that the system is operating at full capacity, including installing hardware and software when necessary.	Automated Monitoring tools for network devices and infrastructure Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Infrastructure Management tools Network Configuration Management tools IP Management tools Firewall Security Management tools	CCNP Certification
Network Engineer	The Network Engineer performs development, implementation, administration and troubleshooting of a large Cisco-based enterprise network platform. Provides expert level analysis, policy development, and decision-support regarding the planning, design, optimization, and evaluation of the network communications infrastructure and associated network services. Investigates and resolves difficult and complex support issues related to LAN/WAN infrastructure.	Automated Monitoring tools for network devices and infrastructure Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Infrastructure Management tools Network Configuration Management tools IP Management tools Firewall Security Management tools	CCT/CCNA Certification
Programmer	The Programmer, in development of applications software, is responsible for analyzing and refining systems requirements. Translates systems requirements into applications prototypes. Plans and designs systems architecture. Writes, debugs, and maintains code. Determines and designs applications architecture and determines output media/formats. Designs user interfaces, working with customers to test applications. Assures software and systems quality and functionality. Integrates hardware and software components. Writes and maintains program documentation. Evaluates new applications software technologies and ensures the rigorous application of information security/information assurance policies, principles and practices to the delivery of application software services.		
Project Manager	The Project Manager provides day-to-day responsibilities for running complex technical projects throughout all stages of system development life cycle. Develops and maintains project plans. Defines resources and schedule for implementation. Creates and executes strategies for risk mitigation and contingency planning. Plans and ensures timely creation and review of project deliverables and milestones. Efficiently identifies and solves project issues. Ensures quality documentation is created and maintained. Manages and resolves conflicts within groups.	Project Management tools	
Quality Assurance (QA) Analyst	The QA Analyst performs quality assurance tasks to ensure that system objectives are met and that solutions function as expected. Develops and supports the planning, design, and execution of test plans, test scripts, and process plans for projects. Works closely with various departments to perform and validate test cases based on quality requirements, and recommends changes to predetermined quality guidelines. Ensures that the end product meets the minimum quality standards. Is fully functional and user-friendly.	Software Development Lifecycle tools Report generation tools Project Management tools Software Testing tools	
Report Writer	The Report Writer provides development of customized reports from databases to extract and collect data according to the current needs. Versed in Business Intelligence report writing as well as executive dashboard reports.	Report generation tools	
SAP Basis Engineer	The SAP Basis Engineer provides technical support for SAP systems, which can include implementing standards and requirements, overseeing upgrades, establishing processes for monitoring performance, and system configuration, design, and application.		SAP Basis Certification
Security Analyst	The Security Analyst provides analysis of application data flows from the client, through a layered security model, and to the servers for problem resolution. Responds to security alerts generated by IDS/IPS probes and identifies at-risk components. Takes measures to protect infrastructure and preserve information for forensic purposes. Guides support staff to proper closure of risk points. Provides third level support to network related issues.	Security Management tools Firewall Security Management tools	
Security Engineer	The Security Engineer serves as the security engineer of complex technology implementations in a product-centric environment, and is comfortable with bridging the gap between legacy development or operations teams and working toward a shared culture and vision. Works to ensure developers create the most secure systems while enhancing the privacy of all system users. Has experience with white-hat hacking and fundamental computer science concepts. Performs security audits, risk analysis, applications-level security testing, and security code reviews. Develops and implements technical solutions to help mitigate security vulnerabilities. Conducts research to identify new attack vectors, and possess knowledge and experience in safeguarding sensitive data from cyber-attacks.	Security Management tools Firewall Security Management tools	
Senior Audio Visual Technician	The Senior Audio Visual Technician provides complex broadcast design, implementation and ongoing support and solutions for telecommunications, Audio Visual (AV), and video remote services. Responsible for day to day duties in the broadcast, production, operations and administration of court taping, video, and communication operations. Responsible for the most complex maintenance, installation, and troubleshooting of broadcast and telecommunication equipment. Leverages both local and cloud-based resources hosting these systems.		
Senior Business Systems Analyst	The Senior Business Systems Analyst provides lead direction and work review of project staff and/or performs and coordinates complex and specialized work. Plans and conducts business process analysis to system mapping design, testing, and functional documentation of new and existing automated systems. Works with other business systems analysts, application managers and development teams to achieve business objectives and maintain client satisfaction. Works closely with business users to ensure best practices and adherence to the Software Development Life Cycle.	Project Management tools	
Senior Project Manager	The Senior Project Manager manages and oversees all aspects of the most complex IT projects to deliver an IT product, service or system. This includes but is not limited to managing task between external and internal IT project teams, and interacting with department heads, agency secretaries at the user agency, State control agencies, and individuals of similar status and capacity in the private sector.	Project Management tools	
Senior Software Developer	The Senior Software Developer performs work involving the design, development, modification, testing, securing, implementation, documentation and support of new or existing applications software. Modifies and maintains existing systems for adaptation to business and/or technology changes. Engages directly with IT management, development teams, technical delivery teams, and vendors to ensure the successful design, development, and delivery of technology-based solutions.		
Senior Technical Lead	The Senior Technical Lead ensures IT architectural integrity and functions as the interface between systems developers and IT project managers. Provides coordination, oversight and leadership for the analyses, planning, design, implementation, documentation, assessment, and management of IT architecture and infrastructure. Works as a framework to align IT approaches with an agency's goals and business processes. Identifies potential improvements to enterprise architecture to meet organizational goals, and establishes and implements metrics for evaluating the accomplishments of enterprise architecture goals and objectives. Utilizes methods and approaches for sharing information through the use of IT assets, project management concepts, methods and practices, enterprise architecture concepts and principles, and multiple IT disciplines sufficient to develop major components of the enterprise architecture plan including strategic drivers, current and target architectures, the sequencing plan, architectural segments and reference models and standards.	Automated Monitoring tools for servers, infrastructure and applications Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Backup and Recovery tools Remote Management tools Patch Management tools Infrastructure Management tools	
Service Delivery Manager	The Service Delivery Manager assists in providing service delivery by providing oversight and direction of resources based upon priorities, project management and technical leadership. Integrates project schedules and manages program activities within the technology center. Assists with 3rd party vendor management as well as supporting user groups. Assists with process improvement initiatives and management reporting.	Outage Notification Tool Service Management Tool - Must include Change, Configuration, Incident, Problem and Release Management functions KPI/SLR Monitoring & Reporting	
Service Desk Analyst	The Service Desk Analyst receives and responds to requests for assistance over the phone in a tier 1 capacity. Helps users resolve issues with computer hardware or software. Responds to user inquiries, assess problems and issues with IT equipment and applications, and help resolve these issues for users. Works closely with other IT department personnel to provide assistance on tasks that are outside the scope of their knowledge or expertise.	Account Management, Account Support Outage Notification Tool Service Management Tool - Must include Change, Configuration, Incident, Problem and Release Management functions KPI/SLR Monitoring & Reporting SPOC 800 dial number for support	
Systems Administrator	The System Administrator performs work involving the planning, development, implementation, and administration of systems for supporting production, development, testing and staging. Configures and maintains the networked computer system, including hardware, system software, and applications. Ensuring data is stored securely and backed up regularly. Diagnoses and resolves hardware, software, networking, and system issues when they arise. Replaces and upgrades defective or outdated components when necessary. Monitors system performance to ensure everything runs smoothly and securely. Researches and recommends new approaches to improve the networked computer system. Documents any processes which employees need to follow in order to successfully work within the computing system.	Automated Monitoring tools for servers, infrastructure and applications Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Backup and Recovery tools Remote Management tools Patch Management tools Infrastructure Management tools	
Technical Analyst	The Technical Analyst provides technical project oversight and serve as technical lead for various technology projects. Serves as the liaison with 3rd party vendors, conducts and documents technical assessments, validates business requirements, generates conceptual diagrams, and provides subject matter expertise on shared infrastructure and security components.	Automated Monitoring tools for servers, infrastructure and applications Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Backup and Recovery tools Remote Management tools Patch Management tools Infrastructure Management tools	
Technical Lead	The Technical Lead develops reference models of the enterprise and maintain the information in the IT repository. Determines the gaps between the current and the target architecture and develop plans for transitioning to target architecture. Defines the policies and principles to guide technology decisions for the enterprise architecture. Identifies opportunities to leverage enterprise-level systems to support business processes and utilize emerging technologies. Promote and educates customers and stakeholders on the use and value of the enterprise architecture. Provides enterprise architecture guidance, support and coordination to customers and IT project teams. Documents the enterprise architecture infrastructure, including the business units and key processes, using modeling techniques. Ensures technical integration is achieved across the enterprise by participating in test planning, validation and reviews. Evaluates the impact of enterprise architecture products and services on IT investments, business operations, stakeholder satisfaction and other outcomes. Coordinates and conducts governance and portfolio management activities associated with ensuring compliance with the enterprise architecture. Ensures the rigorous application of information security/information assurance policies, principles and practices to all components of the enterprise architecture.	Automated Monitoring tools for servers, infrastructure and applications Secure Remote Access Management tools Job Scheduling tools Performance Monitoring tools Backup and Recovery tools Remote Management tools Patch Management tools Infrastructure Management tools	
Technical Writer	The Technical Writer develops, edits, and delivers technology specific documentation of existing and new applications. This may include procedure documentation, specification requirements documentation, QA documentation, user guide documentation, code review/formatting documentation, and other technical documentation as needed.		
Telecommunications Engineer	The Telecommunications Engineer performs work involving design, development, implementation, administration and troubleshooting of a large, Cisco-based enterprise telephony platform. Provides expert-level analysis, policy development, and decision-support regarding the planning, design, optimization, and evaluation of network communication infrastructure and associated network and telephony services.		
Trial Court Case Management System (CMS) Analyst	The Trial Court Case Management System (CMS) Analyst supports projects by performing the lead business analyst role for CMS which may include business process reengineering. Assists with maintaining interfaces, preparing business and technical requirements, functional design and providing training as needed. Tasks may include items such as gap analysis, configuration changes, creating searches and reports, as well as identifying data cleansing tasks.		
Trial Court Case Management System (CMS) Integrator	The Trial Court Case Management System (CMS) Integrator performs various tasks supporting the CMS application. These tasks include conducting health checks on the application, replicating and resolving user issues, user management, capacity planning, interface configuration, security and applying case management system patches/updates.		
User Experience (UX) and Graphic Designer	The User Experience (UX) and Graphic Designer researches, plans, organizes, designs, and tests how information is presented to users to streamline their interaction with applications software and websites. Develops visual assets for application software and website user interface.		
User Researcher	The User Researcher conducts stakeholder interviews, user requirements analysis, task analysis, conceptual modeling, information architecture, interaction design, and usability testing. Designs and specifies user interfaces and information architecture. Leads participatory and iterative design activities, including observational studies, and other forms of requirements discovery. Produces user requirements specifications and experience goals, personas, storyboards, scenarios, flowcharts, design prototypes, and design specifications. Effectively communicates research findings, conceptual ideas, detailed design, and design rationale and goals both verbally and visually. Plans and facilitates collaborative critiques and analysis and synthesis working sessions. Works closely with visual designers and development teams to ensure that customer goals are met and design specifications are executed upon. Designs and develops primarily internet/web pages and applications. Develops proof-of-concepts and prototypes of easy-to navigate user interfaces (UIs) that consists of web pages with graphics, and other interactive and visually appealing. Researches user needs as well as potential system enhancements. Codes, tests, debugs documents, and implements web applications using a variety of platforms. Plans, recruits, and facilitates the usability testing of a system. Analyzes and synthesizes the results of usability testing in order to provide recommendations for change to a system. Creates such artifacts as Usability Testing Plan, Testing Scripts, and Usability Testing Report. Monitors design performance and ensures compliance with guidelines.		
Visual Designer	The Visual Designer guides, mentors, and coaches team members while leading projects to successful completion. Develops and maintains relationships with key peers in Marketing, Branding, UX leaders, IT leaders, and others to identify and plan creative solutions. Manages external service resources and budgets for visual design. Ensures successful completion of all work executed by the team (on time, on budget, and ensuring quality). Ensures compliance with the project management methodologies and the Project Management Office processes and standards. Develops, maintains, and ensures compliance of application release management, outage management and change control processes and standards. Defines, creates, communicates, and manages resource plans and other requisite project documentation such as style guides and provides updates as necessary. Works with team members to solve problems through analysis of existing systems and processes. Works on full lifecycle projects from requirements gathering through design, implementation and rollout. Works on highly interactive custom web and mobile front-ends as well as full desktop applications.		

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	Chales McMahon
Title	Executive Vice President
Vendor Name	Ampcus Inc.
Physical Address	14900 Conference Center Drive, Suite 500 Chantilly, VA 20151
Email Address	commercial@ampcus.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	$133.00	$112.00	$154.00	$126.00	$126.00	$112.00	$126.00	$112.00
Application Architect	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
Application Support Analyst	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Application Tester	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Back End Web Developer	$119.00	$105.00	$133.00	$112.00	$112.00	$98.00	$119.00	$98.00
Business Processing Re-engineering	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Business Systems Analyst	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Cloud Architect	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
Cloud Engineer	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Content Designer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Content Strategist	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Data Analyst	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Data Engineer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Data Modeler	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Data Scientist	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Database Aministrator	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Delivery Manager	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Desktop Support Technician	$70.00	$56.00	$84.00	$70.00	$70.00	$56.00	$84.00	$56.00
Enterprise Architect	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
Enterprise Content Management (ECM) Administrator	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
ETL Tool Developer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Front End Web Developer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Information Security Specialist	$154.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
Infrastructure Engineer	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Infrastructure Architect	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
Integrated Workplace Management System (IWMS) Analyst	$154.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
IT Governance SME	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
IT Infrastructure SME	$175.00	$161.00	$189.00	$175.00	$161.00	$140.00	$175.00	$140.00
IT Program Manager	$147.00	$126.00	$161.00	$140.00	$147.00	$126.00	$154.00	$126.00
Network Administrator	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Network Engineer	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Programmer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Project Manager	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Quality Assurance (QA) Analyst	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Report Writer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
SAP Basis Engineer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Security Analyst	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Security Engineer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Senior Business Systems Analyst	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Senior Project Manager	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Senior Software Developer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Senior Technical Lead	$182.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
Service Delivery Manager	$182.00	$133.00	$189.00	$168.00	$147.00	$126.00	$175.00	$126.00
Service Desk Analyst	$154.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
Systems Administrator	$154.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
Technical Analyst	$154.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
Technical Lead	$154.00	$133.00	$189.00	$154.00	$147.00	$126.00	$154.00	$126.00
Technical Writer	$70.00	$56.00	$84.00	$70.00	$70.00	$56.00	$84.00	$56.00
Telecommunications Engineer	$126.00	$112.00	$133.00	$112.00	$112.00	$98.00	$126.00	$98.00
Trial Court Case Management System (CMS) Analyst	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Trial Court Case Management System (CMS) Integrator	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
User Experience (UX) and Graphic Designer	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
User Researcher	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Visual Designer	$112.00	$98.00	$126.00	$112.00	$105.00	$84.00	$112.00	$84.00
Senior Audio Visual Technician	$84.00	$70.00	$91.00	$77.00	$84.00	$70.00	$91.00	$70.00
Audio Visual Technician	$70.00	$56.00	$84.00	$70.00	$70.00	$56.00	$84.00	$56.00

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: Charles McMahon

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	
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	

22nd Century Technologies, Inc.

CMMI Level 3 | ISO 27001 | ISO 20000 | ISO 9001

REQUEST FOR PROPOSALS
JUDICIAL COUNCIL OF CALIFORNIA
INFORMATION TECHNOLOGY CONSULTING MANAGED SERVICES
RFP Number: IT-2020-64-RB

Submitted To:
Judicial Council Of California
455 Golden Gate Avenue
San Francisco, California 94102
solicitations@jud.ca.gov

Due Date & Time: May 25, 2021 by 3:00 P.M. (PDT)

COST PROPOSAL

Submitted By:
Eva Gaddis-McKnight, Administrator
22nd Century Technologies, Inc.
818 W 7TH ST ATE 930, Los Angeles CA 90017
Telephone No: 888-99-(87284)
Email: sledproposals@tscti.com

COST PROPOSAL

i. A fixed hourly rate 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 being bid on. (See Exhibit B - Cost Response Workbook). The fixed hourly rate is a standard rate regardless of full-time continuous or part-time ad hoc assignment, whether on-site or remote, inclusive of travel to the assigned office at the JBE. The Judicial Council expects a single rate, by Region, that would cover a Classification. Resources time may be billed at a rate lower than published per the Master Agreement if appropriate for the specific resource but must not exceed the fixed hourly rate.

TSCTI Response: TSCTI has provided the pricing based on the above-mentioned points

ii. Proposer must submit Cost Response Workbook, Exhibit B. Proposer will provide hourly rates for each of the Job Classifications and Regions they wish to provide services for under any Master Agreement. Proposer will not be deemed non-responsive if their Proposal does not have rates filled in for all Job Classifications or all Regions.

TSCTI Response: Provide below:

RFP Number: IT-2020-64-RB
ATTACHMENT B - COST RESPONSE PROPOSAL

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-2020-64-RB-Exhibit-B-Cost-Proposal-Judicial Council of California

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	Eva Gaddis-McKnight
Title	Administrator
Vendor Name	22nd Century Technologies, Inc.
Physical Address	Head Office: 8251 Greensboro Drive Suite 900 McLean VA Local Address: 818 W 7TH ST ATE 930, Los Angeles CA 90017
Email Address	sledproposals@tsct.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	$129.05	$109.69	$135.50	$115.17	$129.05	$109.69	$129.05	$109.69
Application Architect	$143.55	$122.02	$150.73	$128.12	$143.55	$122.02	$143.55	$122.02
Application Support Analyst	$87.00	$73.95	$91.35	$77.65	$87.00	$73.95	$87.00	$73.95
Application Tester	$91.35	$77.65	$95.92	$81.53	$91.35	$77.65	$91.35	$77.65
Back End Web Developer	$85.55	$72.72	$89.83	$76.36	$85.55	$72.72	$85.55	$72.72
Business Processing Re-engineering	$110.20	$93.67	$115.71	$98.35	$110.20	$93.67	$110.20	$93.67
Business Systems Analyst	$97.15	$82.58	$102.01	$86.71	$97.15	$82.58	$97.15	$82.58
Cloud Architect	$145.00	$123.25	$152.25	$129.41	$145.00	$123.25	$145.00	$123.25
Cloud Engineer	$123.25	$104.76	$129.41	$110.00	$123.25	$104.76	$123.25	$104.76
Content Designer	$86.28	$73.34	$90.59	$77.01	$86.28	$73.34	$86.28	$73.34
Content Strategist	$71.05	$60.39	$74.60	$63.41	$71.05	$60.39	$71.05	$60.39
Data Analyst	$97.15	$82.58	$102.01	$86.71	$97.15	$82.58	$97.15	$82.58
Data Engineer	$100.05	$85.04	$105.05	$89.29	$100.05	$85.04	$100.05	$85.04
Data Modeler	$92.80	$78.88	$97.44	$82.82	$92.80	$78.88	$92.80	$78.88
Data Scientist	$108.75	$92.44	$114.19	$97.06	$108.75	$92.44	$108.75	$92.44
Database Aministrator	$89.90	$76.42	$94.40	$80.24	$89.90	$76.42	$89.90	$76.42
Delivery Manager	$114.55	$97.37	$120.28	$102.24	$114.55	$97.37	$114.55	$97.37
Desktop Support Technician	$49.30	$41.91	$51.77	$44.01	$49.30	$41.91	$49.30	$41.91
Enterprise Architect	$143.55	$122.02	$150.73	$128.12	$143.55	$122.02	$143.55	$122.02
Enterprise Content Management (ECM) Administrator	$91.35	$77.65	$95.92	$81.53	$91.35	$77.65	$91.35	$77.65
ETL Tool Developer	$92.80	$78.88	$97.44	$82.82	$92.80	$78.88	$92.80	$78.88
Front End Web Developer	$95.70	$81.35	$100.49	$85.42	$95.70	$81.35	$95.70	$81.35
Information Security Specialist	$123.25	$104.76	$129.41	$110.00	$123.25	$104.76	$123.25	$104.76
Infrastructure Engineer	$89.90	$76.42	$94.40	$80.24	$89.90	$76.42	$89.90	$76.42
Infrastructure Architect	$130.50	$110.93	$137.03	$116.48	$130.50	$110.93	$130.50	$110.93
Integrated Workplace Management System (IWMS) Analyst	$114.55	$97.37	$120.28	$102.24	$114.55	$97.37	$114.55	$97.37
IT Governance SME	$126.15	$107.23	$132.46	$112.59	$126.15	$107.23	$126.15	$107.23
IT Infrastructure SME	$123.25	$104.76	$129.41	$110.00	$123.25	$104.76	$123.25	$104.76
IT Program Manager	$152.25	$129.41	$159.86	$135.88	$152.25	$129.41	$152.25	$129.41
Network Administrator	$94.25	$80.11	$98.96	$84.12	$94.25	$80.11	$94.25	$80.11
Network Engineer	$97.15	$82.58	$102.01	$86.71	$97.15	$82.58	$97.15	$82.58
Programmer	$89.90	$76.42	$94.40	$80.24	$89.90	$76.42	$89.90	$76.42
Project Manager	$137.75	$117.09	$144.64	$122.94	$137.75	$117.09	$137.75	$117.09
Quality Assurance (QA) Analyst	$91.35	$77.65	$95.92	$81.53	$91.35	$77.65	$91.35	$77.65
Report Writer	$75.40	$64.09	$79.17	$67.29	$75.40	$64.09	$75.40	$64.09
SAP Basis Engineer	$129.05	$109.69	$135.50	$115.17	$129.05	$109.69	$129.05	$109.69

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
Security Analyst	$108.75	$92.44	$114.19	$97.06	$108.75	$92.44	$108.75	$92.44
Security Engineer	$104.40	$88.74	$109.62	$93.18	$104.40	$88.74	$104.40	$88.74
Senior Business Systems Analyst	$101.50	$86.28	$106.58	$90.59	$101.50	$86.28	$101.50	$86.28
Senior Project Manager	$143.55	$122.02	$150.73	$128.12	$143.55	$122.02	$143.55	$122.02
Senior Software Developer	$105.85	$89.97	$111.14	$94.47	$105.85	$89.97	$105.85	$89.97
Senior Technical Lead	$104.40	$88.74	$109.62	$93.18	$104.40	$88.74	$104.40	$88.74
Service Delivery Manager	$123.25	$104.76	$129.41	$110.00	$123.25	$104.76	$123.25	$104.76
Service Desk Analyst	$49.30	$41.91	$51.77	$44.01	$49.30	$41.91	$49.30	$41.91
Systems Administrator	$91.35	$77.65	$95.92	$81.53	$91.35	$77.65	$91.35	$77.65
Technical Analyst	$87.00	$73.95	$91.35	$77.65	$87.00	$73.95	$87.00	$73.95
Technical Lead	$92.80	$78.88	$97.44	$82.82	$92.80	$78.88	$92.80	$78.88
Technical Writer	$75.40	$64.09	$79.17	$67.29	$75.40	$64.09	$75.40	$64.09
Telecommunications Engineer	$71.05	$60.39	$74.60	$63.41	$71.05	$60.39	$71.05	$60.39
Trial Court Case Management System (CMS) Analyst	$101.50	$86.28	$106.58	$90.59	$101.50	$86.28	$101.50	$86.28
Trial Court Case Management System (CMS) Integrator	$104.40	$88.74	$109.62	$93.18	$104.40	$88.74	$104.40	$88.74
User Experience (UX) and Graphic Designer	$79.75	$67.79	$83.74	$71.18	$79.75	$67.79	$79.75	$67.79
User Researcher	$78.30	$66.56	$82.22	$69.89	$78.30	$66.56	$78.30	$66.56
Visual Designer	$73.95	$62.86	$77.65	$66.00	$73.95	$62.86	$73.95	$62.86
Senior Audio Visual Technician	$55.10	$46.84	$57.86	$49.18	$55.10	$46.84	$55.10	$46.84
Audio Visual Technician	$47.85	$40.67	$50.24	$42.70	$47.85	$40.67	$47.85	$40.67

CERTIFICATION
By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are guaranteed 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: Eva Gaddis-McKnight

IT-2020-64-RB-Exhibit-B-Cost-Proposal-Judicial Council of California 3

Pricing Assumptions

None

iii. By submitting a Cost Proposal, Proposer certifies that if awarded a Master Agreement, it agrees that the hourly rates specified in the Cost Response are maximum hourly rates for the initial term of the Master Agreement. Proposer may charge lower rates when responding to an RFO.
TSCTI Response: TSCTI complies.

iv. List any and all assumptions in the sections provided in the Cost Response Workbook.
TSCTI Response: TSCTI is not taking any assumptions.

v. Billing must be for actual time worked, to the nearest half hour increments.
TSCTI Response: TSCTI has read & understood the above statement.

vi. Be advised that JBEs do 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.
TSCTI Response: TSCTI has read & understood the above statement.

vii. In determining your hourly rates, please take the following into consideration. JBEs do not anticipate reimbursing the selected Proposer for any travel and/or living charges incurred by Proposer's consultants when such charges are accrued for travel to or from the consultant's residence to their regularly assigned location. Nonetheless, if the JBE, in its sole and absolute discretion, authorizes such payment during the term of any Master Agreement resulting from this RFP, it shall be subject to the JBE's then current Travel and Living Expense Guidelines. viii. 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, there may be adjustments to the pricing as described in Section 1.2 above.
TSCTI Response: TSCTI has read & understood the above statement and agrees to comply by it.

NOTE: It is unlawful for any person engaged in business within this state to sell or use any article or product as a "loss leader" as defined in Section 17030 of the Business and Professions Code.