

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	Nidhi Saxena
Title	CEO & President
Vendor Name	DatamanUSA, LLC
Physical Address	6890 S Tucson Way, Suite 100, Centennial, CO 80112
Email Address	contact@datamanusa.com

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	\$98.55	\$79.78	\$109.50	\$88.64	\$98.55	\$79.78	\$109.50	\$88.64
Application Architect	\$199.80	\$139.86	\$222.00	\$155.40	\$199.80	\$139.86	\$222.00	\$155.40
Application Support Analyst	\$98.55	\$79.78	\$109.50	\$88.64	\$98.55	\$79.78	\$109.50	\$88.64
Application Tester	\$124.08	\$89.61	\$137.86	\$99.57	\$124.08	\$89.61	\$137.86	\$99.57
Back End Web Developer	\$179.82	\$119.88	\$199.80	\$133.20	\$179.82	\$119.88	\$199.80	\$133.20
Business Processing Re-engineering	\$183.82	\$123.88	\$204.24	\$137.64	\$183.82	\$123.88	\$204.24	\$137.64
Business Systems Analyst	\$142.46	\$102.11	\$158.29	\$113.46	\$142.46	\$102.11	\$158.29	\$113.46
Cloud Architect	\$185.58	\$125.64	\$206.20	\$139.60	\$185.58	\$125.64	\$206.20	\$139.60
Cloud Engineer	\$185.58	\$125.64	\$206.20	\$139.60	\$185.58	\$125.64	\$206.20	\$139.60
Content Designer	\$171.72	\$113.13	\$190.80	\$125.70	\$171.72	\$113.13	\$190.80	\$125.70
Content Strategist	\$171.72	\$113.13	\$190.80	\$125.70	\$171.72	\$113.13	\$190.80	\$125.70
Data Analyst	\$179.82	\$119.88	\$199.80	\$133.20	\$179.82	\$119.88	\$199.80	\$133.20
Data Engineer	\$185.58	\$125.64	\$206.20	\$139.60	\$185.58	\$125.64	\$206.20	\$139.60
Data Modeler	\$133.27	\$98.80	\$148.07	\$109.78	\$133.27	\$98.80	\$148.07	\$109.78
Data Scientist	\$136.09	\$100.90	\$151.21	\$112.11	\$136.09	\$100.90	\$151.21	\$112.11
Database Administrator	\$160.84	\$111.30	\$178.71	\$123.67	\$160.84	\$111.30	\$178.71	\$123.67
Delivery Manager	\$147.05	\$105.69	\$163.39	\$117.44	\$147.05	\$105.69	\$163.39	\$117.44
Desktop Support Technician	\$87.31	\$67.18	\$97.01	\$74.65	\$87.31	\$67.18	\$97.01	\$74.65
Enterprise Architect	\$184.22	\$124.28	\$204.68	\$138.08	\$184.22	\$124.28	\$204.68	\$138.08
Enterprise Content Management (ECM) Administrator	\$160.84	\$111.30	\$178.71	\$123.67	\$160.84	\$111.30	\$178.71	\$123.67
ETL Tool Developer	\$183.82	\$131.61	\$204.24	\$146.24	\$183.82	\$131.61	\$204.24	\$146.24
Front End Web Developer	\$170.03	\$124.72	\$188.92	\$138.58	\$170.03	\$124.72	\$188.92	\$138.58
Information Security Specialist	\$206.46	\$143.19	\$229.40	\$159.10	\$206.46	\$143.19	\$229.40	\$159.10
Infrastructure Engineer	\$147.05	\$105.69	\$163.39	\$117.44	\$147.05	\$105.69	\$163.39	\$117.44
Infrastructure Architect	\$150.17	\$107.93	\$166.86	\$119.93	\$150.17	\$107.93	\$166.86	\$119.93
Integrated Workplace Management System (IWMS) Analyst	\$147.05	\$105.69	\$163.39	\$117.44	\$147.05	\$105.69	\$163.39	\$117.44
IT Governance SME	\$147.05	\$105.69	\$163.39	\$117.44	\$147.05	\$105.69	\$163.39	\$117.44
IT Infrastructure SME	\$150.17	\$107.93	\$166.86	\$119.93	\$150.17	\$107.93	\$166.86	\$119.93
IT Program Manager	\$213.12	\$146.52	\$236.80	\$162.80	\$213.12	\$146.52	\$236.80	\$162.80
Network Administrator	\$110.29	\$82.72	\$122.54	\$91.91	\$110.29	\$82.72	\$122.54	\$91.91
Network Engineer	\$179.82	\$119.88	\$199.80	\$133.20	\$179.82	\$119.88	\$199.80	\$133.20
Programmer	\$199.80	\$139.86	\$222.00	\$155.40	\$199.80	\$139.86	\$222.00	\$155.40
Project Manager	\$199.80	\$139.86	\$222.00	\$155.40	\$199.80	\$139.86	\$222.00	\$155.40
Quality Assurance (QA) Analyst	\$179.82	\$119.88	\$199.80	\$133.20	\$179.82	\$119.88	\$199.80	\$133.20
Report Writer	\$124.08	\$89.61	\$137.86	\$99.57	\$124.08	\$89.61	\$137.86	\$99.57
SAP Basis Engineer	\$150.17	\$107.93	\$166.86	\$119.93	\$150.17	\$107.93	\$166.86	\$119.93
Security Analyst	\$124.08	\$89.61	\$137.86	\$99.57	\$124.08	\$89.61	\$137.86	\$99.57
Security Engineer	\$199.80	\$139.86	\$222.00	\$155.40	\$199.80	\$139.86	\$222.00	\$155.40
Senior Business Systems Analyst	\$186.48	\$126.54	\$207.20	\$140.60	\$186.48	\$126.54	\$207.20	\$140.60
Senior Project Manager	\$199.80	\$139.86	\$222.00	\$155.40	\$199.80	\$139.86	\$222.00	\$155.40
Senior Software Developer	\$185.58	\$125.64	\$206.20	\$139.60	\$185.58	\$125.64	\$206.20	\$139.60
Senior Technical Lead	\$128.67	\$94.21	\$142.97	\$104.67	\$128.67	\$94.21	\$142.97	\$104.67
Service Delivery Manager	\$147.05	\$105.69	\$163.39	\$117.44	\$147.05	\$105.69	\$163.39	\$117.44
Service Desk Analyst	\$114.89	\$86.85	\$127.65	\$96.50	\$114.89	\$86.85	\$127.65	\$96.50
Systems Administrator	\$114.89	\$86.85	\$127.65	\$96.50	\$114.89	\$86.85	\$127.65	\$96.50
Technical Analyst	\$110.29	\$82.72	\$122.54	\$91.91	\$110.29	\$82.72	\$122.54	\$91.91
Technical Lead	\$128.67	\$94.21	\$142.97	\$104.67	\$128.67	\$94.21	\$142.97	\$104.67
Technical Writer	\$179.82	\$119.88	\$199.80	\$133.20	\$179.82	\$119.88	\$199.80	\$133.20
Telecommunications Engineer	\$199.80	\$139.86	\$222.00	\$155.40	\$199.80	\$139.86	\$222.00	\$155.40
Trial Court Case Management System (CMS) Analyst	\$147.05	\$105.69	\$163.39	\$117.44	\$147.05	\$105.69	\$163.39	\$117.44
Trial Court Case Management System (CMS) Integrator	\$179.82	\$119.88	\$199.80	\$133.20	\$179.82	\$119.88	\$199.80	\$133.20
User Experience (UX) and Graphic Designer	\$116.26	\$86.29	\$129.18	\$95.88	\$116.26	\$86.29	\$129.18	\$95.88
User Researcher	\$128.67	\$94.21	\$142.97	\$104.67	\$128.67	\$94.21	\$142.97	\$104.67
Visual Designer	\$79.96	\$54.69	\$88.84	\$60.76	\$79.96	\$54.69	\$88.84	\$60.76
Senior Audio Visual Technician	\$81.76	\$56.49	\$90.84	\$62.76	\$81.76	\$56.49	\$90.84	\$62.76
Audio Visual Technician	\$79.96	\$54.69	\$88.84	\$60.76	\$79.96	\$54.69	\$88.84	\$60.76

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: 

IT Consulting Managed Services RFP

Pricing Assumptions

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

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

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

IT Consulting Managed Services RFP

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	Puran Moorjani								
Title	President								
Vendor Name	DPP Tech								
Physical Address	234 Van Ness Ave San Francisco CA 94102								
Email Address	pm@dpptech.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	\$95.00	\$85.00	\$105.00	\$95.00	\$95.00	\$85.00	\$100.00	\$90.00	
Application Architect	\$100.00	\$90.00	\$110.00	\$100.00	\$100.00	\$90.00	\$105.00	\$95.00	
Application Support Analyst	\$90.00	\$80.00	\$100.00	\$90.00	\$90.00	\$80.00	\$95.00	\$85.00	
Application Tester	\$80.00	\$75.00	\$85.00	\$80.00	\$80.00	\$75.00	\$80.00	\$75.00	
Back End Web Developer	\$100.00	\$90.00	\$110.00	\$100.00	\$100.00	\$90.00	\$105.00	\$95.00	
Business Processing Re-engineering	\$95.00	\$85.00	\$105.00	\$95.00	\$95.00	\$85.00	\$100.00	\$90.00	
Business Systems Analyst	\$95.00	\$85.00	\$105.00	\$95.00	\$95.00	\$85.00	\$100.00	\$90.00	
Cloud Architect	\$120.00	\$115.00	\$125.00	\$120.00	\$120.00	\$115.00	\$120.00	\$115.00	
Cloud Engineer	\$110.00	\$105.00	\$115.00	\$110.00	\$110.00	\$105.00	\$110.00	\$105.00	
Content Designer	\$96.00	\$102.00	\$90.00	\$96.00	\$96.00	\$102.00	\$85.00	\$91.00	
Content Strategist	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Data Analyst	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00	
Data Engineer	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Data Modeler	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Data Scientist	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Database Administrator	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Delivery Manager	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Desktop Support Technician	\$55.00	\$50.00	\$60.00	\$55.00	\$55.00	\$50.00	\$55.00	\$50.00	
Enterprise Architect	\$110.00	\$105.00	\$115.00	\$110.00	\$110.00	\$105.00	\$110.00	\$105.00	
Enterprise Content Management (ECM) Administrator	\$100.00	\$95.00	\$105.00	\$100.00	\$100.00	\$95.00	\$100.00	\$95.00	
ETL Tool Developer	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00	
Front End Web Developer	\$100.00	\$90.00	\$110.00	\$100.00	\$100.00	\$90.00	\$105.00	\$95.00	
Information Security Specialist	\$110.00	\$105.00	\$115.00	\$110.00	\$110.00	\$105.00	\$110.00	\$105.00	
Infrastructure Engineer	\$100.00	\$95.00	\$105.00	\$100.00	\$100.00	\$95.00	\$100.00	\$95.00	
Infrastructure Architect	\$115.00	\$110.00	\$120.00	\$115.00	\$115.00	\$110.00	\$115.00	\$110.00	
Integrated Workplace Management System (IWMS) Analyst	\$100.00	\$95.00	\$105.00	\$100.00	\$100.00	\$95.00	\$100.00	\$95.00	
IT Governance SME	\$125.00	\$120.00	\$130.00	\$125.00	\$125.00	\$120.00	\$125.00	\$120.00	
IT Infrastructure SME	\$125.00	\$120.00	\$130.00	\$125.00	\$125.00	\$120.00	\$125.00	\$120.00	
IT Program Manager	\$105.00	\$100.00	\$110.00	\$105.00	\$105.00	\$100.00	\$105.00	\$100.00	
Network Administrator	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00	
Network Engineer	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00	
Programmer	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00	
Project Manager	\$105.00	\$100.00	\$110.00	\$105.00	\$105.00	\$100.00	\$105.00	\$100.00	
Quality Assurance (QA) Analyst	\$80.00	\$75.00	\$85.00	\$80.00	\$80.00	\$75.00	\$80.00	\$75.00	
Report Writer	\$70.00	\$65.00	\$75.00	\$70.00	\$70.00	\$65.00	\$70.00	\$65.00	

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	\$100.00	\$90.00	\$110.00	\$100.00	\$100.00	\$90.00	\$105.00	\$95.00
Security Analyst	\$95.00	\$90.00	\$100.00	\$95.00	\$95.00	\$90.00	\$95.00	\$90.00
Security Engineer	\$95.00	\$80.00	\$110.00	\$95.00	\$95.00	\$80.00	\$105.00	\$90.00
Senior Business Systems Analyst	\$100.00	\$90.00	\$110.00	\$100.00	\$100.00	\$90.00	\$105.00	\$95.00
Senior Project Manager	\$110.00	\$100.00	\$120.00	\$110.00	\$110.00	\$100.00	\$115.00	\$105.00
Senior Software Developer	\$110.00	\$100.00	\$120.00	\$110.00	\$110.00	\$100.00	\$115.00	\$105.00
Senior Technical Lead	\$110.00	\$100.00	\$120.00	\$110.00	\$110.00	\$100.00	\$115.00	\$105.00
Service Delivery Manager	\$100.00	\$95.00	\$105.00	\$100.00	\$100.00	\$95.00	\$100.00	\$95.00
Service Desk Analyst	\$70.00	\$65.00	\$75.00	\$70.00	\$70.00	\$65.00	\$70.00	\$65.00
Systems Administrator	\$85.00	\$80.00	\$90.00	\$85.00	\$85.00	\$80.00	\$85.00	\$80.00
Technical Analyst	\$80.00	\$75.00	\$85.00	\$80.00	\$80.00	\$75.00	\$80.00	\$75.00
Technical Lead	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00
Technical Writer	\$70.00	\$65.00	\$75.00	\$70.00	\$70.00	\$65.00	\$70.00	\$65.00
Telecommunications Engineer	\$75.00	\$70.00	\$80.00	\$75.00	\$75.00	\$70.00	\$75.00	\$70.00
Trial Court Case Management System (CMS) Analyst	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00
Trial Court Case Management System (CMS) Integrator	\$90.00	\$85.00	\$95.00	\$90.00	\$90.00	\$85.00	\$90.00	\$85.00
User Experience (UX) and Graphic Designer	\$105.00	\$100.00	\$110.00	\$105.00	\$105.00	\$100.00	\$105.00	\$100.00
User Researcher	\$75.00	\$70.00	\$80.00	\$75.00	\$75.00	\$70.00	\$75.00	\$70.00
Visual Designer	\$85.00	\$80.00	\$90.00	\$85.00	\$85.00	\$80.00	\$85.00	\$80.00
Senior Audio Visual Technician	\$75.00	\$70.00	\$80.00	\$75.00	\$75.00	\$70.00	\$75.00	\$70.00
Audio Visual Technician	\$65.00	\$60.00	\$70.00	\$65.00	\$65.00	\$60.00	\$65.00	\$60.00
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: 								

Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Application Architect	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Application Support Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Application Tester	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Back End Web Developer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Business Processing Re-engineering	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Business Systems Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Cloud Architect	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Cloud Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Content Designer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Content Strategist	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Data Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Data Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Data Modeler	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Data Scientist	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Database Administrator	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Delivery Manager	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Desktop Support Technician	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Enterprise Architect	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Enterprise Content Management (ECM) Administrator	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
ETL Tool Developer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)

	Pricing Assumptions
Front End Web Developer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Information Security Specialist	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Infrastructure Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Infrastructure Architect	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Integrated Workplace Management System (IWMS) Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
IT Governance SME	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
IT Infrastructure SME	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
IT Program Manager	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Network Administrator	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Network Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Programmer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Project Manager	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Quality Assurance (QA) Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Report Writer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
SAP Basis Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Security Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Security Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Senior Business Systems Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Senior Project Manager	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Senior Software Developer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Senior Technical Lead	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Service Delivery Manager	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Service Desk Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Systems Administrator	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Technical Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Technical Lead	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Technical Writer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Telecommunications Engineer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Trial Court Case Management System (CMS) Analyst	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
Trial Court Case Management System (CMS) Integrator	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
User Experience (UX) and Graphic Designer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State unemployment and Federal unemployment)
User Researcher	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Visual Designer	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State

	Pricing Assumptions
Senior Audio Visual Technician	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State
Audio Visual Technician	Hourly rate + PTO + Payroll costs (Employer SS, Employer Medicaid, State

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	Erik Pacheco								
Title	Group Service Delivery Manager								
Vendor Name	eJangar Inc. (DBA eJAmerica)								
Physical Address	1691 Kettering STE 106 Irvine, CA 92614								
Email Address	rfp@ejamerica.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	\$75.00	\$57.00	\$77.00	\$59.00	\$71.00	\$54.00	\$75.00	\$57.00	
Application Architect	\$106.00	\$81.00	\$111.00	\$85.00	\$101.00	\$77.00	\$106.00	\$81.00	
Application Support Analyst	\$82.00	\$63.00	\$86.00	\$66.00	\$78.00	\$60.00	\$82.00	\$63.00	
Application Tester	\$76.00	\$58.00	\$80.00	\$61.00	\$72.00	\$55.00	\$76.00	\$58.00	
Back End Web Developer	\$93.00	\$71.00	\$97.00	\$74.00	\$88.00	\$67.00	\$93.00	\$71.00	
Business Processing Re-engineering	\$82.00	\$63.00	\$86.00	\$66.00	\$78.00	\$60.00	\$82.00	\$63.00	
Business Systems Analyst	\$82.00	\$63.00	\$86.00	\$66.00	\$78.00	\$60.00	\$82.00	\$63.00	
Cloud Architect	\$90.00	\$69.00	\$94.00	\$72.00	\$85.00	\$65.00	\$90.00	\$69.00	
Cloud Engineer	\$56.00	\$43.00	\$59.00	\$45.00	\$54.00	\$41.00	\$56.00	\$43.00	
Content Designer	\$71.00	\$54.00	\$73.00	\$56.00	\$67.00	\$51.00	\$71.00	\$54.00	
Content Strategist	\$76.00	\$58.00	\$80.00	\$61.00	\$72.00	\$55.00	\$76.00	\$58.00	
Data Analyst	\$84.00	\$64.00	\$88.00	\$67.00	\$80.00	\$61.00	\$84.00	\$64.00	
Data Engineer	\$84.00	\$64.00	\$88.00	\$67.00	\$80.00	\$61.00	\$84.00	\$64.00	
Data Modeler	\$72.00	\$55.00	\$75.00	\$57.00	\$68.00	\$52.00	\$72.00	\$55.00	
Data Scientist	\$84.00	\$64.00	\$88.00	\$67.00	\$80.00	\$61.00	\$84.00	\$64.00	
Database Administrator	\$93.00	\$71.00	\$97.00	\$74.00	\$88.00	\$67.00	\$93.00	\$71.00	
Delivery Manager	\$80.00	\$61.00	\$84.00	\$64.00	\$76.00	\$58.00	\$80.00	\$61.00	
Desktop Support Technician	\$43.00	\$33.00	\$45.00	\$34.00	\$41.00	\$31.00	\$43.00	\$33.00	
Enterprise Architect	\$106.00	\$81.00	\$111.00	\$85.00	\$101.00	\$77.00	\$106.00	\$81.00	
Enterprise Content Management (ECM) Administrator	\$90.00	\$69.00	\$94.00	\$72.00	\$85.00	\$65.00	\$90.00	\$69.00	
ETL Tool Developer	\$93.00	\$71.00	\$97.00	\$74.00	\$88.00	\$67.00	\$93.00	\$71.00	
Front End Web Developer	\$93.00	\$71.00	\$97.00	\$74.00	\$88.00	\$67.00	\$93.00	\$71.00	
Information Security Specialist	\$91.00	\$70.00	\$95.00	\$73.00	\$86.00	\$66.00	\$91.00	\$70.00	
Infrastructure Engineer	\$71.00	\$54.00	\$73.00	\$56.00	\$67.00	\$51.00	\$71.00	\$54.00	
Infrastructure Architect	\$75.00	\$57.00	\$78.00	\$60.00	\$71.00	\$54.00	\$75.00	\$57.00	
Integrated Workplace Management System (IWMS) Analyst	\$68.00	\$52.00	\$71.00	\$54.00	\$64.00	\$49.00	\$68.00	\$52.00	
IT Governance SME	\$77.00	\$59.00	\$81.00	\$62.00	\$73.00	\$56.00	\$77.00	\$59.00	
IT Infrastructure SME	\$75.00	\$57.00	\$78.00	\$60.00	\$71.00	\$54.00	\$75.00	\$57.00	
IT Program Manager	\$80.00	\$61.00	\$84.00	\$64.00	\$76.00	\$58.00	\$80.00	\$61.00	
Network Administrator	\$75.00	\$57.00	\$78.00	\$60.00	\$71.00	\$54.00	\$75.00	\$57.00	
Network Engineer	\$89.00	\$68.00	\$93.00	\$71.00	\$84.00	\$64.00	\$89.00	\$68.00	
Programmer	\$60.00	\$46.00	\$63.00	\$48.00	\$58.00	\$44.00	\$60.00	\$46.00	
Project Manager	\$80.00	\$61.00	\$84.00	\$64.00	\$76.00	\$58.00	\$80.00	\$61.00	
Quality Assurance (QA) Analyst	\$54.00	\$41.00	\$56.00	\$43.00	\$51.00	\$39.00	\$54.00	\$41.00	
Report Writer	\$50.00	\$38.00	\$51.00	\$39.00	\$47.00	\$36.00	\$50.00	\$38.00	

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	\$75.00	\$57.00	\$77.00	\$59.00	\$71.00	\$54.00	\$75.00	\$57.00
Security Analyst	\$76.00	\$58.00	\$80.00	\$61.00	\$72.00	\$55.00	\$76.00	\$58.00
Security Engineer	\$82.00	\$63.00	\$86.00	\$66.00	\$78.00	\$60.00	\$82.00	\$63.00
Senior Business Systems Analyst	\$88.00	\$67.00	\$91.00	\$70.00	\$82.00	\$63.00	\$88.00	\$67.00
Senior Project Manager	\$94.00	\$72.00	\$98.00	\$75.00	\$89.00	\$68.00	\$94.00	\$72.00
Senior Software Developer	\$84.00	\$64.00	\$88.00	\$67.00	\$80.00	\$61.00	\$84.00	\$64.00
Senior Technical Lead	\$69.00	\$53.00	\$72.00	\$55.00	\$65.00	\$50.00	\$69.00	\$53.00
Service Delivery Manager	\$80.00	\$61.00	\$84.00	\$64.00	\$76.00	\$58.00	\$80.00	\$61.00
Service Desk Analyst	\$43.00	\$33.00	\$45.00	\$34.00	\$41.00	\$31.00	\$43.00	\$33.00
Systems Administrator	\$75.00	\$57.00	\$78.00	\$60.00	\$71.00	\$54.00	\$75.00	\$57.00
Technical Analyst	\$82.00	\$63.00	\$86.00	\$66.00	\$78.00	\$60.00	\$82.00	\$63.00
Technical Lead	\$84.00	\$64.00	\$88.00	\$67.00	\$80.00	\$61.00	\$84.00	\$64.00
Technical Writer	\$50.00	\$38.00	\$51.00	\$39.00	\$47.00	\$36.00	\$50.00	\$38.00
Telecommunications Engineer	\$58.00	\$44.00	\$60.00	\$46.00	\$55.00	\$42.00	\$58.00	\$44.00
Trial Court Case Management System (CMS) Analyst	\$82.00	\$63.00	\$86.00	\$66.00	\$78.00	\$60.00	\$82.00	\$63.00
Trial Court Case Management System (CMS) Integrator	\$65.00	\$50.00	\$68.00	\$52.00	\$62.00	\$47.00	\$65.00	\$50.00
User Experience (UX) and Graphic Designer	\$93.00	\$71.00	\$97.00	\$74.00	\$88.00	\$67.00	\$93.00	\$71.00
User Researcher	\$76.00	\$58.00	\$80.00	\$61.00	\$72.00	\$55.00	\$76.00	\$58.00
Visual Designer	\$75.00	\$57.00	\$78.00	\$60.00	\$71.00	\$54.00	\$75.00	\$57.00
Senior Audio Visual Technician	\$50.00	\$38.00	\$51.00	\$39.00	\$47.00	\$36.00	\$50.00	\$38.00
Audio Visual Technician	\$42.00	\$32.00	\$43.00	\$33.00	\$39.00	\$30.00	\$42.00	\$32.00
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: Erik Pacheco								

Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	Pricing is based on long term projects. No travel/equipment/other costs included in
Application Architect	Pricing is based on long term projects. No travel/equipment/other costs included in
Application Support Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Application Tester	Pricing is based on long term projects. No travel/equipment/other costs included in
Back End Web Developer	Pricing is based on long term projects. No travel/equipment/other costs included in
Business Processing Re-engineering	Pricing is based on long term projects. No travel/equipment/other costs included in the price
Business Systems Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Cloud Architect	Pricing is based on long term projects. No travel/equipment/other costs included in
Cloud Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Content Designer	Pricing is based on long term projects. No travel/equipment/other costs included in
Content Strategist	Pricing is based on long term projects. No travel/equipment/other costs included in
Data Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Data Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Data Modeler	Pricing is based on long term projects. No travel/equipment/other costs included in
Data Scientist	Pricing is based on long term projects. No travel/equipment/other costs included in
Database Administrator	Pricing is based on long term projects. No travel/equipment/other costs included in
Delivery Manager	Pricing is based on long term projects. No travel/equipment/other costs included in
Desktop Support Technician	Pricing is based on long term projects. No travel/equipment/other costs included in
Enterprise Architect	Pricing is based on long term projects. No travel/equipment/other costs included in
Enterprise Content Management (ECM) Administrator	Pricing is based on long term projects. No travel/equipment/other costs included in the price
ETL Tool Developer	Pricing is based on long term projects. No travel/equipment/other costs included in
Front End Web Developer	Pricing is based on long term projects. No travel/equipment/other costs included in
Information Security Specialist	Pricing is based on long term projects. No travel/equipment/other costs included in
Infrastructure Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Infrastructure Architect	Pricing is based on long term projects. No travel/equipment/other costs included in
Integrated Workplace Management System (IWMS) Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in the price
IT Governance SME	Pricing is based on long term projects. No travel/equipment/other costs included in
IT Infrastructure SME	Pricing is based on long term projects. No travel/equipment/other costs included in
IT Program Manager	Pricing is based on long term projects. No travel/equipment/other costs included in
Network Administrator	Pricing is based on long term projects. No travel/equipment/other costs included in
Network Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Programmer	Pricing is based on long term projects. No travel/equipment/other costs included in
Project Manager	Pricing is based on long term projects. No travel/equipment/other costs included in
Quality Assurance (QA) Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Report Writer	Pricing is based on long term projects. No travel/equipment/other costs included in

	Pricing Assumptions
SAP Basis Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Security Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Security Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Senior Business Systems Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in the price
Senior Project Manager	Pricing is based on long term projects. No travel/equipment/other costs included in
Senior Software Developer	Pricing is based on long term projects. No travel/equipment/other costs included in
Senior Technical Lead	Pricing is based on long term projects. No travel/equipment/other costs included in
Service Delivery Manager	Pricing is based on long term projects. No travel/equipment/other costs included in
Service Desk Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Systems Administrator	Pricing is based on long term projects. No travel/equipment/other costs included in
Technical Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in
Technical Lead	Pricing is based on long term projects. No travel/equipment/other costs included in
Technical Writer	Pricing is based on long term projects. No travel/equipment/other costs included in
Telecommunications Engineer	Pricing is based on long term projects. No travel/equipment/other costs included in
Trial Court Case Management System (CMS) Analyst	Pricing is based on long term projects. No travel/equipment/other costs included in the price
Trial Court Case Management System (CMS) Integrator	Pricing is based on long term projects. No travel/equipment/other costs included in the price
User Experience (UX) and Graphic Designer	Pricing is based on long term projects. No travel/equipment/other costs included in the price
User Researcher	Pricing is based on long term projects. No travel/equipment/other costs included in
Visual Designer	Pricing is based on long term projects. No travel/equipment/other costs included in
Senior Audio Visual Technician	Pricing is based on long term projects. No travel/equipment/other costs included in
Audio Visual Technician	Pricing is based on long term projects. No travel/equipment/other costs included in

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.

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 Administrator	
Delivery Manager	
Desktop Support Technician	
Enterprise Architect	
Enterprise Content Management (ECM) Administrator	
ETL Tool Developer	
Front End Web Developer	
Information Security Specialist	
Infrastructure Engineer	
Infrastructure Architect	
Integrated Workplace Management System (IWMS) Analyst	
IT Governance SME	
IT Infrastructure SME	
IT Program Manager	
Network Administrator	
Network Engineer	
Programmer	
Project Manager	
Quality Assurance (QA) Analyst	
Report Writer	

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

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	Angela Basi
Title	Principal
Vendor Name	Ernst & Young LLP
Physical Address	2901 Douglas Blvd. Ste 300 Roseville, CA, 95661
Email Address	angela.basi@ey.com

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	No Bid	No Bid	\$243.00	\$203.00	No Bid	No Bid	\$233.00	\$206.00
Application Architect	No Bid	No Bid	\$228.00	\$206.00	No Bid	No Bid	\$217.00	\$196.00
Application Support Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Application Tester	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Back End Web Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Business Processing Re-engineering	No Bid	No Bid	\$239.00	\$196.00	No Bid	No Bid	\$228.00	\$185.00
Business Systems Analyst	No Bid	No Bid	\$157.00	\$120.00	No Bid	No Bid	\$203.00	\$163.00
Cloud Architect	No Bid	No Bid	\$250.00	\$213.00	No Bid	No Bid	\$228.00	\$206.00
Cloud Engineer	No Bid	No Bid	\$239.00	\$217.00	No Bid	No Bid	\$217.00	\$196.00
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	No Bid	No Bid	\$196.00	\$174.00	No Bid	No Bid	\$174.00	\$152.00
Data Engineer	No Bid	No Bid	\$206.00	\$185.00	No Bid	No Bid	\$196.00	\$174.00
Data Modeler	No Bid	No Bid	\$228.00	\$206.00	No Bid	No Bid	\$217.00	\$196.00
Data Scientist	No Bid	No Bid	\$228.00	\$206.00	No Bid	No Bid	\$206.00	\$185.00
Database Administrator	No Bid	No Bid	\$196.00	\$163.00	No Bid	No Bid	\$185.00	\$153.00
Delivery Manager	No Bid	No Bid	\$206.00	\$173.00	No Bid	No Bid	\$196.00	\$174.00
Desktop Support Technician	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Enterprise Architect	No Bid	No Bid	\$227.00	\$205.00	No Bid	No Bid	\$216.00	\$195.00
Enterprise Content Management (ECM) Administrator	No Bid	No Bid			No Bid	No Bid		
ETL Tool Developer	No Bid	No Bid	\$217.00	\$183.00	No Bid	No Bid	\$217.00	\$183.00
Front End Web Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Information Security Specialist	No Bid	No Bid	\$185.00	\$153.00	No Bid	No Bid	\$163.00	\$133.00
Infrastructure Engineer	No Bid	No Bid	\$228.00	\$193.00	No Bid	No Bid	\$217.00	\$196.00
Infrastructure Architect	No Bid	No Bid	\$250.00	\$217.00	No Bid	No Bid	\$261.00	\$228.00
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	\$250.00	\$228.00	No Bid	No Bid	\$228.00	\$206.00
IT Infrastructure SME	No Bid	No Bid	\$239.00	\$217.00	No Bid	No Bid	\$217.00	\$196.00
IT Program Manager	No Bid	No Bid	\$217.00	\$196.00	No Bid	No Bid	\$217.00	\$196.00
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Project Manager	No Bid	No Bid	\$206.00	\$173.00	No Bid	No Bid	\$196.00	\$163.00
Quality Assurance (QA) Analyst	No Bid	No Bid	\$233.00	\$192.00	No Bid	No Bid	\$239.00	\$183.00
Report Writer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
SAP Basis Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Security Analyst	No Bid	No Bid	\$202.00	\$196.00	No Bid	No Bid	\$185.00	\$163.00
Security Engineer	No Bid	No Bid	\$217.00	\$196.00	No Bid	No Bid	\$196.00	\$174.00
Senior Business Systems Analyst	No Bid	No Bid	\$180.00	\$162.00	No Bid	No Bid	\$180.00	\$162.00
Senior Project Manager	No Bid	No Bid	\$285.00	\$190.00	No Bid	No Bid	\$285.00	\$190.00
Senior Software Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Senior Technical Lead	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Technical Lead	No Bid	No Bid	\$213.00	\$193.00	No Bid	No Bid	\$206.00	\$173.00
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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 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: 



Global Justice Solutions, LLC
Courts | Probation | Law Enforcement

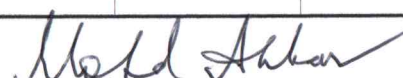
Cost Proposal (Original)

RFP # IT-2020-64-RB- IT Consulting Managed Services
Proposal Due Date & Time: Tuesday, May 25, 2021, 3.00 p.m.

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	Akbar Farook								
Title	CEO								
Vendor Name	GLOBAL JUSTICE SOLUTIONS, LLC								
Physical Address	355 South Grand Avenue, Suite 2450, PMB# 845, Los Angeles, CA 90071								
Email Address	akbar.farook@globalljusticesolutions.us								
Job Classification	Northern Region		Bay Region		Central Region		Southern Region		
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate		
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	
Agile Coach	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
Application Architect	\$148.75	\$140.25	\$175.00	\$165.00	\$148.75	\$140.25	\$175.00	\$165.00	
Application Support Analyst	\$85.00	\$76.50	\$100.00	\$90.00	\$85.00	\$76.50	\$100.00	\$90.00	
Application Tester	\$85.00	\$76.50	\$100.00	\$90.00	\$85.00	\$76.50	\$100.00	\$90.00	
Back End Web Developer	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
Business Processing Re-engineering	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
Business Systems Analyst	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00	
Cloud Architect	\$157.25	\$144.50	\$185.00	\$170.00	\$157.25	\$144.50	\$185.00	\$170.00	
Cloud Engineer	\$148.75	\$140.25	\$175.00	\$165.00	\$148.75	\$140.25	\$175.00	\$165.00	
Content Designer	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00	
Content Strategist	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Data Analyst	\$106.25	\$102.00	\$125.00	\$120.00	\$106.25	\$102.00	\$125.00	\$120.00	
Data Engineer	\$131.75	\$119.00	\$155.00	\$140.00	\$131.75	\$119.00	\$155.00	\$140.00	
Data Modeler	\$114.75	\$106.25	\$135.00	\$125.00	\$114.75	\$106.25	\$135.00	\$125.00	
Data Scientist	\$140.25	\$131.75	\$165.00	\$155.00	\$140.25	\$131.75	\$165.00	\$155.00	
Database Administrator	\$114.75	\$106.25	\$135.00	\$125.00	\$114.75	\$106.25	\$135.00	\$125.00	
Delivery Manager	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
Desktop Support Technician	\$63.75	\$51.00	\$75.00	\$60.00	\$63.75	\$51.00	\$75.00	\$60.00	
Enterprise Architect	\$148.75	\$140.25	\$175.00	\$165.00	\$148.75	\$140.25	\$175.00	\$165.00	
Enterprise Content Management (ECM) Administrator	\$123.25	\$106.25	\$145.00	\$125.00	\$123.25	\$106.25	\$145.00	\$125.00	
ETL Tool Developer	\$106.25	\$93.50	\$125.00	\$110.00	\$106.25	\$93.50	\$125.00	\$110.00	
Front End Web Developer	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
Information Security Specialist	\$136.00	\$127.50	\$160.00	\$150.00	\$136.00	\$127.50	\$160.00	\$150.00	
Infrastructure Engineer	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00	
Infrastructure Architect	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
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	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00	
IT Infrastructure SME	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00	
IT Program Manager	\$153.00	\$144.50	\$180.00	\$170.00	\$153.00	\$144.50	\$180.00	\$170.00	
Network Administrator	\$127.50	\$110.50	\$150.00	\$130.00	\$127.50	\$110.50	\$150.00	\$130.00	
Network Engineer	\$114.75	\$106.25	\$135.00	\$125.00	\$114.75	\$106.25	\$135.00	\$125.00	
Programmer	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00	
Project Manager	\$148.75	\$140.25	\$175.00	\$165.00	\$148.75	\$140.25	\$175.00	\$165.00	
Quality Assurance (QA) Analyst	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00	
Report Writer	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00	

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00
Security Analyst	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00
Security Engineer	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00
Senior Business Systems Analyst	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00
Senior Project Manager	\$153.00	\$144.50	\$180.00	\$170.00	\$153.00	\$144.50	\$180.00	\$170.00
Senior Software Developer	\$148.75	\$136.00	\$175.00	\$160.00	\$148.75	\$136.00	\$175.00	\$160.00
Senior Technical Lead	\$144.50	\$131.75	\$170.00	\$155.00	\$144.50	\$131.75	\$170.00	\$155.00
Service Delivery Manager	\$144.50	\$140.25	\$170.00	\$165.00	\$144.50	\$140.25	\$170.00	\$165.00
Service Desk Analyst	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00
Systems Administrator	\$127.50	\$110.50	\$150.00	\$130.00	\$127.50	\$110.50	\$150.00	\$130.00
Technical Analyst	\$123.25	\$106.25	\$145.00	\$125.00	\$123.25	\$106.25	\$145.00	\$125.00
Technical Lead	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00
Technical Writer	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00
Telecommunications Engineer	\$106.25	\$85.00	\$125.00	\$100.00	\$106.25	\$85.00	\$125.00	\$100.00
Trial Court Case Management System (CMS) Analyst	\$136.00	\$106.25	\$160.00	\$125.00	\$136.00	\$106.25	\$160.00	\$126.00
Trial Court Case Management System (CMS) Integrator	\$136.00	\$106.25	\$160.00	\$125.00	\$136.00	\$106.25	\$160.00	\$125.00
User Experience (UX) and Graphic Designer	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00
User Researcher	\$127.50	\$106.25	\$150.00	\$125.00	\$127.50	\$106.25	\$150.00	\$125.00
Visual Designer	\$140.25	\$127.50	\$165.00	\$150.00	\$140.25	\$127.50	\$165.00	\$150.00
Senior Audio Visual Technician	\$106.25	\$93.50	\$125.00	\$110.00	\$106.25	\$93.50	\$125.00	\$110.00
Audio Visual Technician	\$85.00	\$76.50	\$100.00	\$90.00	\$85.00	\$76.50	\$100.00	\$90.00

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:  **AKBAR FAROOK, CEO**

IT Consulting Managed Services RFP

Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	Pricing is based on the job description and tasks provided in the RFP
Application Architect	Pricing is based on the job description and tasks provided in the RFP
Application Support Analyst	Pricing is based on the job description and tasks provided in the RFP
Application Tester	Pricing is based on the job description and tasks provided in the RFP
Back End Web Developer	Pricing is based on the job description and tasks provided in the RFP
Business Processing Re-engineering	Pricing is based on the job description and tasks provided in the RFP
Business Systems Analyst	Pricing is based on the job description and tasks provided in the RFP
Cloud Architect	Pricing is based on the job description and tasks provided in the RFP
Cloud Engineer	Pricing is based on the job description and tasks provided in the RFP
Content Designer	Pricing is based on the job description and tasks provided in the RFP
Content Strategist	NO BID
Data Analyst	Pricing is based on the job description and tasks provided in the RFP
Data Engineer	Pricing is based on the job description and tasks provided in the RFP
Data Modeler	Pricing is based on the job description and tasks provided in the RFP
Data Scientist	Pricing is based on the job description and tasks provided in the RFP
Database Administrator	Pricing is based on the job description and tasks provided in the RFP
Delivery Manager	Pricing is based on the job description and tasks provided in the RFP
Desktop Support Technician	Pricing is based on the job description and tasks provided in the RFP
Enterprise Architect	Pricing is based on the job description and tasks provided in the RFP
Enterprise Content Management (ECM) Administrator	Pricing is based on the job description and tasks provided in the RFP
ETL Tool Developer	Pricing is based on the job description and tasks provided in the RFP
Front End Web Developer	Pricing is based on the job description and tasks provided in the RFP
Information Security Specialist	Pricing is based on the job description and tasks provided in the RFP
Infrastructure Engineer	Pricing is based on the job description and tasks provided in the RFP
Infrastructure Architect	Pricing is based on the job description and tasks provided in the RFP
Integrated Workplace Management System (IWMS) Analyst	NO BID
IT Governance SME	Pricing is based on the job description and tasks provided in the RFP
IT Infrastructure SME	Pricing is based on the job description and tasks provided in the RFP
IT Program Manager	Pricing is based on the job description and tasks provided in the RFP
Network Administrator	Pricing is based on the job description and tasks provided in the RFP
Network Engineer	Pricing is based on the job description and tasks provided in the RFP
Programmer	Pricing is based on the job description and tasks provided in the RFP
Project Manager	Pricing is based on the job description and tasks provided in the RFP
Quality Assurance (QA) Analyst	Pricing is based on the job description and tasks provided in the RFP
Report Writer	Pricing is based on the job description and tasks provided in the RFP
SAP Basis Engineer	Pricing is based on the job description and tasks provided in the RFP

	Pricing Assumptions
Security Analyst	Pricing is based on the job description and tasks provided in the RFP
Security Engineer	Pricing is based on the job description and tasks provided in the RFP
Senior Business Systems Analyst	Pricing is based on the job description and tasks provided in the RFP
Senior Project Manager	Pricing is based on the job description and tasks provided in the RFP
Senior Software Developer	Pricing is based on the job description and tasks provided in the RFP
Senior Technical Lead	Pricing is based on the job description and tasks provided in the RFP
Service Delivery Manager	Pricing is based on the job description and tasks provided in the RFP
Service Desk Analyst	Pricing is based on the job description and tasks provided in the RFP
Systems Administrator	Pricing is based on the job description and tasks provided in the RFP
Technical Analyst	Pricing is based on the job description and tasks provided in the RFP
Technical Lead	Pricing is based on the job description and tasks provided in the RFP
Technical Writer	Pricing is based on the job description and tasks provided in the RFP
Telecommunications Engineer	Pricing is based on the job description and tasks provided in the RFP
Trial Court Case Management System (CMS) Analyst	Pricing is based on the job description and tasks provided in the RFP
Trial Court Case Management System (CMS) Integrator	Pricing is based on the job description and tasks provided in the RFP
User Experience (UX) and Graphic Designer	Pricing is based on the job description and tasks provided in the RFP
User Researcher	Pricing is based on the job description and tasks provided in the RFP
Visual Designer	Pricing is based on the job description and tasks provided in the RFP
Senior Audio Visual Technician	Pricing is based on the job description and tasks provided in the RFP
Audio Visual Technician	Pricing is based on the job description and tasks provided in the RFP

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	Sandeep Harjani							
Title	President							
Vendor Name	Infojini, Inc.							
Physical Address	HQ: 10015 Old Columbia Rd, Suite B215, Columbia, MD 21046 California Office: 649 Mission Street, San Francisco, CA 94105							
Email Address	statebids@infojiniconsulting.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	\$128	\$120	\$135	\$128	\$128	\$120	\$135	\$128
Application Architect	\$128	\$120	\$135	\$128	\$128	\$120	\$135	\$128
Application Support Analyst	\$85	\$80	\$90	\$85	\$85	\$80	\$90	\$85
Application Tester	\$75	\$70	\$80	\$75	\$75	\$70	\$80	\$75
Back End Web Developer	\$98	\$93	\$105	\$98	\$98	\$93	\$105	\$98
Business Processing Re-engineering	\$112	\$105	\$120	\$112	\$112	\$105	\$120	\$112
Business Systems Analyst	\$90	\$85	\$95	\$90	\$90	\$85	\$95	\$90
Cloud Architect	\$128	\$120	\$135	\$128	\$128	\$120	\$135	\$128
Cloud Engineer	\$118	\$110	\$125	\$118	\$118	\$110	\$125	\$118
Content Designer	\$65	\$60	\$70	\$65	\$65	\$60	\$70	\$65
Content Strategist	\$80	\$75	\$85	\$80	\$80	\$75	\$85	\$80
Data Analyst	\$98	\$93	\$105	\$98	\$98	\$93	\$105	\$98
Data Engineer	\$104	\$98	\$110	\$104	\$104	\$98	\$110	\$104
Data Modeler	\$85	\$80	\$90	\$85	\$85	\$80	\$90	\$85
Data Scientist	\$104	\$98	\$110	\$104	\$104	\$98	\$110	\$104
Database Administrator	\$122	\$114	\$130	\$122	\$122	\$114	\$130	\$122
Delivery Manager	\$75	\$70	\$80	\$75	\$75	\$70	\$80	\$75
Desktop Support Technician	\$50	\$46	\$55	\$50	\$50	\$46	\$55	\$50
Enterprise Architect	\$122	\$114	\$130	\$122	\$122	\$114	\$130	\$122
Enterprise Content Management (ECM) Administrator	\$105	\$100	\$112	\$105	\$105	\$100	\$112	\$105
ETL Tool Developer	\$104	\$98	\$110	\$104	\$104	\$98	\$110	\$104
Front End Web Developer	\$98	\$93	\$105	\$98	\$98	\$93	\$105	\$98
Information Security Specialist	\$112	\$105	\$120	\$112	\$112	\$105	\$120	\$112
Infrastructure Engineer	\$105	\$98	\$112	\$105	\$105	\$98	\$112	\$105
Infrastructure Architect	\$98	\$93	\$105	\$98	\$98	\$93	\$105	\$98
Integrated Workplace Management System (IWMS) Analyst	\$98	\$93	\$105	\$98	\$98	\$93	\$105	\$98
IT Governance SME	\$90	\$85	\$95	\$90	\$90	\$85	\$95	\$90
IT Infrastructure SME	\$95	\$90	\$100	\$95	\$95	\$90	\$100	\$95
IT Program Manager	\$112	\$105	\$120	\$112	\$112	\$105	\$120	\$112
Network Administrator	\$95	\$90	\$100	\$95	\$95	\$90	\$100	\$95
Network Engineer	\$118	\$110	\$125	\$118	\$118	\$110	\$125	\$118
Programmer	\$95	\$90	\$102	\$95	\$95	\$90	\$102	\$95
Project Manager	\$104	\$98	\$110	\$104	\$104	\$98	\$110	\$104
Quality Assurance (QA) Analyst	\$70	\$65	\$75	\$70	\$70	\$65	\$75	\$70
Report Writer	\$60	\$55	\$65	\$60	\$60	\$55	\$65	\$60

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	\$112	\$105	\$120	\$112	\$112	\$105	\$120	\$112
Security Analyst	\$100	\$95	\$107	\$100	\$100	\$95	\$107	\$100
Security Engineer	\$108	\$100	\$116	\$108	\$108	\$100	\$116	\$108
Senior Business Systems Analyst	\$104	\$98	\$110	\$104	\$104	\$98	\$110	\$104
Senior Project Manager	\$118	\$110	\$125	\$118	\$118	\$110	\$125	\$118
Senior Software Developer	\$118	\$110	\$125	\$118	\$118	\$110	\$125	\$118
Senior Technical Lead	\$108	\$102	\$115	\$108	\$108	\$102	\$115	\$108
Service Delivery Manager	\$75	\$70	\$80	\$75	\$75	\$70	\$80	\$75
Service Desk Analyst	\$62	\$57	\$67	\$62	\$62	\$57	\$67	\$62
Systems Administrator	\$95	\$90	\$100	\$95	\$95	\$90	\$100	\$95
Technical Analyst	\$98	\$93	\$105	\$98	\$98	\$93	\$105	\$98
Technical Lead	\$112	\$105	\$120	\$112	\$112	\$105	\$120	\$112
Technical Writer	\$70	\$65	\$75	\$70	\$70	\$65	\$75	\$70
Telecommunications Engineer	\$105	\$98	\$113	\$105	\$105	\$98	\$113	\$105
Trial Court Case Management System (CMS) Analyst	\$95	\$90	\$100	\$95	\$95	\$90	\$100	\$95
Trial Court Case Management System (CMS) Integrator	\$108	\$102	\$115	\$108	\$108	\$102	\$115	\$108
User Experience (UX) and Graphic Designer	\$85	\$80	\$90	\$85	\$85	\$80	\$90	\$85
User Researcher	\$78	\$73	\$83	\$78	\$78	\$73	\$83	\$78
Visual Designer	\$77	\$72	\$82	\$77	\$77	\$72	\$82	\$77
Senior Audio Visual Technician	\$60	\$56	\$65	\$60	\$60	\$56	\$65	\$60
Audio Visual Technician	\$56	\$52	\$60	\$56	\$56	\$52	\$60	\$56
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:								
								

Pricing Assumptions

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

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

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

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	Jeffrey Strybing								
Title	Public Sector Account Manager								
Vendor Name	InterVision Systems, LLC								
Physical Address	3035 Prospect Park Drive, Suite 150 Rancho Cordova, CA 95670								
Email Address	jstrybing@intervision.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	No Bid
Application Architect	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Application Support Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Application Tester	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Back End Web Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Business Processing Re-engineering	\$165.00	\$150.00	\$165.00	\$150.00	\$165.00	\$150.00	\$165.00	\$150.00	\$150.00
Business Systems Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Cloud Architect	\$195.00	\$180.00	\$195.00	\$180.00	\$195.00	\$180.00	\$195.00	\$180.00	\$180.00
Cloud Engineer	\$225.00	\$205.00	\$225.00	\$205.00	\$225.00	\$205.00	\$225.00	\$205.00	\$205.00
Content Designer	No Bid	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	No Bid
Data Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Data Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Data Modeler	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Data Scientist	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Database Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Delivery Manager	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Desktop Support Technician	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	\$125.00
Enterprise Architect	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Enterprise Content Management (ECM) Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
ETL Tool Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Front End Web Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Information Security Specialist	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Infrastructure Engineer	No Bid	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	No Bid
Integrated Workplace Management System (IWMS) Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
IT Governance SME	\$185.00	\$175.00	\$185.00	\$175.00	\$185.00	\$175.00	\$185.00	\$175.00	\$175.00
IT Infrastructure SME	No Bid	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	No Bid
Network Administrator	No Bid	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	No Bid
Programmer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Project Manager	\$165.00	\$150.00	\$165.00	\$150.00	\$165.00	\$150.00	\$165.00	\$150.00	\$150.00
Quality Assurance (QA) Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Report Writer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

Job Classification	Northern Region		Bay Region		Central Region		Southern Region		
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate		
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	
SAP Basis Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Security Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Security Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Senior Business Systems Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Senior Project Manager	\$185.00	\$175.00	\$185.00	\$175.00	\$180.00	\$175.00	\$180.00	\$175.00	
Senior Software Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Senior Technical Lead	\$185.00	\$175.00	\$185.00	\$175.00	\$185.00	\$175.00	\$185.00	\$175.00	
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Technical Lead	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
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 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:									

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 Administrator	
Delivery Manager	
Desktop Support Technician	
Enterprise Architect	
Enterprise Content Management (ECM) Administrator	
ETL Tool Developer	
Front End Web Developer	
Information Security Specialist	
Infrastructure Engineer	
Infrastructure Architect	
Integrated Workplace Management System (IWMS) Analyst	
IT Governance SME	
IT Infrastructure SME	
IT Program Manager	
Network Administrator	
Network Engineer	
Programmer	
Project Manager	
Quality Assurance (QA) Analyst	
Report Writer	

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

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

Vendor Contact Information									
Contact Name	Prashant Arni								
Title	Sr. V.P. Delivery & Operations								
Vendor Name	LanceSoft, Inc.								
Physical Address	13454 Sunrise Valley Drive, Suite 120, Herndon, Virginia, 20171								
Email Address	marketing@lancesoft.com								

	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Agile Coach	\$92.50	\$79.20	\$92.50	\$79.20	\$92.50	\$79.20	\$92.50	\$79.20
Application Architect	\$105.60	\$92.40	\$105.60	\$92.40	\$105.60	\$92.40	\$105.60	\$92.40
Application Support Analyst	\$59.40	\$39.60	\$59.40	\$39.60	\$59.40	\$39.60	\$59.40	\$39.60
Application Tester	\$66.00	\$46.20	\$66.00	\$46.20	\$66.00	\$46.20	\$66.00	\$46.20
Back End Web Developer	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60
Business Processing Re-engineering	\$72.60	\$52.80	\$72.60	\$52.80	\$72.60	\$52.80	\$72.60	\$52.80
Business Systems Analyst	\$66.00	\$52.80	\$66.00	\$52.80	\$66.00	\$52.80	\$66.00	\$52.80
Cloud Architect	\$108.24	\$95.04	\$108.24	\$95.04	\$108.24	\$95.04	\$108.24	\$95.04
Cloud Engineer	\$75.90	\$63.36	\$75.90	\$63.36	\$75.90	\$63.36	\$75.90	\$63.36
Content Designer	\$63.36	\$50.16	\$63.36	\$50.16	\$63.36	\$50.16	\$63.36	\$50.16
Content Strategist	\$55.44	\$46.20	\$55.44	\$46.20	\$55.44	\$46.20	\$55.44	\$46.20
Data Analyst	\$68.64	\$52.80	\$68.64	\$52.80	\$68.64	\$52.80	\$68.64	\$52.80
Data Engineer	\$72.60	\$59.40	\$72.60	\$59.40	\$72.60	\$59.40	\$72.60	\$59.40
Data Modeler	\$66.00	\$52.80	\$66.00	\$52.80	\$66.00	\$52.80	\$66.00	\$52.80
Data Scientist	\$83.16	\$66.00	\$83.16	\$66.00	\$83.16	\$66.00	\$83.16	\$66.00
Database Administrator	\$72.60	\$52.80	\$72.60	\$52.80	\$72.60	\$52.80	\$72.60	\$52.80
Delivery Manager	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60
Desktop Support Technician	\$36.96	\$30.36	\$36.96	\$30.36	\$36.96	\$30.36	\$36.96	\$30.36
Enterprise Architect	\$108.24	\$92.40	\$108.24	\$92.40	\$108.24	\$92.40	\$108.24	\$92.40
Enterprise Content Management (ECM) Administrator	\$66.00	\$52.80	\$66.00	\$52.80	\$66.00	\$52.80	\$66.00	\$52.80
ETL Tool Developer	\$76.56	\$66.00	\$76.56	\$66.00	\$76.56	\$66.00	\$76.56	\$66.00
Front End Web Developer	\$75.24	\$64.68	\$75.24	\$64.68	\$75.24	\$64.68	\$75.24	\$64.68
Information Security Specialist	\$85.80	\$79.20	\$85.80	\$79.20	\$85.80	\$79.20	\$85.80	\$79.20
Infrastructure Engineer	\$79.20	\$66.00	\$79.20	\$66.00	\$79.20	\$66.00	\$79.20	\$66.00
Infrastructure Architect	\$108.24	\$92.40	\$108.24	\$92.40	\$108.24	\$92.40	\$108.24	\$92.40
Integrated Workplace Management System (IWMS) Analyst	\$68.64	\$52.80	\$68.64	\$52.80	\$68.64	\$52.80	\$68.64	\$52.80
IT Governance SME	\$85.80	\$72.60	\$85.80	\$72.60	\$85.80	\$72.60	\$85.80	\$72.60
IT Infrastructure SME	\$85.80	\$72.60	\$85.80	\$72.60	\$85.80	\$72.60	\$85.80	\$72.60
IT Program Manager	\$92.40	\$79.20	\$92.40	\$79.20	\$92.40	\$79.20	\$92.40	\$79.20
Network Administrator	\$68.40	\$52.80	\$68.40	\$52.80	\$68.40	\$52.80	\$68.40	\$52.80
Network Engineer	\$68.40	\$50.16	\$68.40	\$50.16	\$68.40	\$50.16	\$68.40	\$50.16
Programmer	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60
Project Manager	\$85.80	\$71.28	\$85.80	\$71.28	\$85.80	\$71.28	\$85.80	\$71.28
Quality Assurance (QA) Analyst	\$59.40	\$46.20	\$59.40	\$46.20	\$59.40	\$46.20	\$59.40	\$46.20
Report Writer	\$46.20	\$36.96	\$46.20	\$36.96	\$46.20	\$36.96	\$46.20	\$36.96

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
SAP Basis Engineer	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60	\$89.76	\$72.60
Security Analyst	\$72.60	\$59.40	\$72.60	\$59.40	\$72.60	\$59.40	\$72.60	\$59.40
Security Engineer	\$72.60	\$64.68	\$72.60	\$64.68	\$72.60	\$64.68	\$72.60	\$64.68
Senior Business Systems Analyst	\$79.20	\$66.00	\$79.20	\$66.00	\$79.20	\$66.00	\$79.20	\$66.00
Senior Project Manager	\$99.00	\$85.80	\$99.00	\$85.80	\$99.00	\$85.80	\$99.00	\$85.80
Senior Software Developer	\$99.00	\$89.76	\$99.00	\$89.76	\$99.00	\$89.76	\$99.00	\$89.76
Senior Technical Lead	\$92.40	\$79.20	\$92.40	\$79.20	\$92.40	\$79.20	\$92.40	\$79.20
Service Delivery Manager	\$89.76	\$79.20	\$89.76	\$79.20	\$89.76	\$79.20	\$89.76	\$79.20
Service Desk Analyst	\$34.32	\$29.04	\$34.32	\$29.04	\$34.32	\$29.04	\$34.32	\$29.04
Systems Administrator	\$60.72	\$5.02	\$60.72	\$5.02	\$60.72	\$5.02	\$60.72	\$5.02
Technical Analyst	\$59.40	\$47.52	\$59.40	\$47.52	\$59.40	\$47.52	\$59.40	\$47.52
Technical Lead	\$81.84	\$66.00	\$81.84	\$66.00	\$81.84	\$66.00	\$81.84	\$66.00
Technical Writer	\$47.52	\$36.96	\$47.52	\$36.96	\$47.52	\$36.96	\$47.52	\$36.96
Telecommunications Engineer	\$72.60	\$52.80	\$72.60	\$52.80	\$72.60	\$52.80	\$72.60	\$52.80
Trial Court Case Management System (CMS) Analyst	\$68.64	\$55.44	\$68.64	\$55.44	\$68.64	\$55.44	\$68.64	\$55.44
Trial Court Case Management System (CMS) Integrator	\$72.60	\$63.36	\$72.60	\$63.36	\$72.60	\$63.36	\$72.60	\$63.36
User Experience (UX) and Graphic Designer	\$63.36	\$52.80	\$63.36	\$52.80	\$63.36	\$52.80	\$63.36	\$52.80
User Researcher	\$79.20	\$72.60	\$79.20	\$72.60	\$79.20	\$72.60	\$79.20	\$72.60
Visual Designer	\$76.56	\$63.36	\$76.56	\$63.36	\$76.56	\$63.36	\$76.56	\$63.36
Senior Audio Visual Technician	\$59.40	\$43.56	\$59.40	\$43.56	\$59.40	\$43.56	\$59.40	\$43.56
Audio Visual Technician	\$52.80	\$39.60	\$52.80	\$39.60	\$52.80	\$39.60	\$52.80	\$39.60
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:								

Pricing Assumptions

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

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

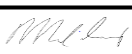
	Pricing Assumptions
SAP Basis Engineer	The rates quoted are industry average
Security Analyst	The rates quoted are industry average
Security Engineer	The rates quoted are industry average
Senior Business Systems Analyst	The rates quoted are industry average
Senior Project Manager	The rates quoted are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



RFP-IT-2020-64RB
**Information Technology
Consulting Managed Services**

Cost Proposal
Release Date: May 25, 2021

RFP Number: IT-2020-64-RB

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Security Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Security Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Senior Business Systems Analyst	No Bid	No Bid	\$80.00	\$50.00	No Bid	No Bid	No Bid	No Bid
Senior Project Manager	No Bid	No Bid	\$95.00	\$70.00	No Bid	No Bid	No Bid	No Bid
Senior Software Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Senior Technical Lead	No Bid	No Bid	\$95.00	\$70.00	No Bid	No Bid	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	\$45.00	\$33.00	No Bid	No Bid	No Bid	No Bid
Systems Administrator	No Bid	No Bid	\$65.00	\$40.00	No Bid	No Bid	No Bid	No Bid
Technical Analyst	No Bid	No Bid	\$45.00	\$35.00	No Bid	No Bid	No Bid	No Bid
Technical Lead	No Bid	No Bid	\$75.00	\$45.00	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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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 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: 								

Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	No Bid
Application Architect	Assuming Bay Area Local Project
Application Support Analyst	Assuming Bay Area Local Project
Application Tester	Assuming Bay Area Local Project
Back End Web Developer	No Bid
Business Processing Re-engineering	No Bid
Business Systems Analyst	Assuming Bay Area Local Project
Cloud Architect	No Bid
Cloud Engineer	No Bid
Content Designer	No Bid
Content Strategist	No Bid
Data Analyst	Assuming Bay Area Local Project
Data Engineer	No Bid
Data Modeler	No Bid
Data Scientist	No Bid
Database Administrator	Assuming Bay Area Local Project
Delivery Manager	No Bid
Desktop Support Technician	Assuming Bay Area Local Project
Enterprise Architect	Assuming Bay Area Local Project
Enterprise Content Management (ECM) Administrator	No Bid
ETL Tool Developer	No Bid
Front End Web Developer	No Bid
Information Security Specialist	No Bid
Infrastructure Engineer	No Bid
Infrastructure Architect	No Bid
Integrated Workplace Management System (IWMS) Analyst	No Bid
IT Governance SME	No Bid
IT Infrastructure SME	No Bid
IT Program Manager	No Bid
Network Administrator	No Bid
Network Engineer	No Bid
Programmer	No Bid
Project Manager	Assuming Bay Area Local Project
Quality Assurance (QA) Analyst	No Bid
Report Writer	No Bid

	Pricing Assumptions
SAP Basis Engineer	No Bid
Security Analyst	No Bid
Security Engineer	No Bid
Senior Business Systems Analyst	Assuming Bay Area Local Project
Senior Project Manager	Assuming Bay Area Local Project
Senior Software Developer	No Bid
Senior Technical Lead	Assuming Bay Area Local Project
Service Delivery Manager	No Bid
Service Desk Analyst	Assuming Bay Area Local Project
Systems Administrator	Assuming Bay Area Local Project
Technical Analyst	Assuming Bay Area Local Project
Technical Lead	Assuming Bay Area Local Project
Technical Writer	No Bid
Telecommunications Engineer	No Bid
Trial Court Case Management System (CMS) Analyst	No Bid
Trial Court Case Management System (CMS) Integrator	No Bid
User Experience (UX) and Graphic Designer	No Bid
User Researcher	No Bid
Visual Designer	No Bid
Senior Audio Visual Technician	No Bid
Audio Visual Technician	No Bid



JUDICIAL COUNCIL OF CALIFORNIA

Request for Proposal – COST Response

RFP-IT-2020-64-RB IT CONSULTING MANAGED SERVICES

Date: May 25, 2021



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Why Elephants and Rhinos?

EPI-USE is a member of groupelephant.com, which is characterized by a primary strategic imperative in terms of which it goes 'Beyond Corporate Purpose' in its day-to-day activities, through a hybrid business model.

The Group has an unconventional approach to philanthropic activity. Rather than implementing a traditional Corporate Social Responsibility program and simply donating funds to charities, in 'Beyond Corporate Purpose' it has a multi-zoned operating model that provides it with a professional, institutionalized delivery capability in the area of nonprofit activity and impact investment.


The primary focus area is the preservation of at-risk Elephants and Rhinos, through the economic upliftment of rural People in areas adjacent to the threatened species, or another definition of 'ERP', if you will.

See epiuse.com, groupelephant.com and erp.ngo for more information.




erp.ngo

Section 1 – Pricing per Job Classification

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	Johan Pretorius								
Title	SVP								
Vendor Name	EPI-USE America, Inc								
Physical Address	2002 Summit Blvd, #825 Atlanta, GA 30319								
Email Address	johan.pretorius@epiuse.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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Application Architect	\$175.00	\$160.00	\$175.00	\$160.00	\$175.00	\$160.00	\$175.00	\$160.00	\$160.00
Application Support Analyst	\$165.00	\$145.00	\$165.00	\$145.00	\$165.00	\$145.00	\$165.00	\$145.00	\$145.00
Application Tester	No Bid	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	No Bid
Back End Web Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Business Processing Reengineering	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Business Systems Analyst	\$165.00	\$150.00	\$165.00	\$150.00	\$165.00	\$150.00	\$165.00	\$150.00	\$150.00
Cloud Architect	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$160.00
Cloud Engineer	\$165.00	\$155.00	\$165.00	\$155.00	\$165.00	\$155.00	\$165.00	\$155.00	\$155.00
Content Designer	No Bid	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	No Bid
Data Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Data Engineer	\$155.00	\$145.00	\$155.00	\$145.00	\$155.00	\$145.00	\$155.00	\$145.00	\$145.00
Data Modeler	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$160.00
Data Scientist	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Database Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Product Delivery Manager	No Bid	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	No Bid
Enterprise Architect	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$165.00
Enterprise Content Management (ECM) Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
ETL Tool Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Front End Web Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Information Security Specialist	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Infrastructure Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Infrastructure Architect	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$165.00
Integrated Workplace Management System (IWMS) Analyst	No Bid	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	No Bid
IT Infrastructure SME	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
IT Program Manager	\$185.00	\$175.00	\$185.00	\$175.00	\$185.00	\$175.00	\$185.00	\$175.00	\$175.00
Network Administrator	No Bid	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	No Bid
Programmer	\$145.00	\$135.00	\$145.00	\$135.00	\$145.00	\$135.00	\$145.00	\$135.00	\$135.00
Project Manager	\$170.00	\$150.00	\$170.00	\$150.00	\$170.00	\$150.00	\$170.00	\$150.00	\$150.00
Quality Assurance (QA) Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Report Writer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
SAP Basis Engineer	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$170.00	\$160.00	\$160.00
Security Analyst	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid

Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Security Engineer	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
Senior Business Systems Analyst	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00
Senior Project Manager	\$185.00	\$170.00	\$185.00	\$170.00	\$185.00	\$170.00	\$185.00	\$170.00
Senior Software Developer	\$165.00	\$155.00	\$165.00	\$155.00	\$165.00	\$155.00	\$165.00	\$155.00
Senior Technical Lead	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	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	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00
Technical Analyst	\$165.00	\$155.00	\$165.00	\$155.00	\$165.00	\$155.00	\$165.00	\$155.00
Technical Lead	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00	\$175.00	\$165.00
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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
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:			May 25, 2021					

Section 2 – Pricing Assumptions



Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	
Application Architect	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Application Support Analyst	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Application Tester	N/A
Audio Visual Technician	N/A
Back End Web Developer	N/A
Business Processing Reengineering	N/A
Business Systems Analyst	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Cloud Architect	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Cloud Engineer	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Content Designer	N/A
Content Strategist	N/A
Data Analyst	N/A
Data Engineer	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Data Modeler	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Data Scientist	N/A
Database Administrator	N/A
Product Delivery Manager	N/A
Desktop Support Technician	N/A
Enterprise Architect	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Enterprise Content Management (ECM) Administrator	N/A
ETL Tool Developer	N/A
Front End Web Developer	N/A
Information Security Specialist	N/A
Infrastructure Engineer	N/A
Infrastructure Architect	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Integrated Workplace Management System (IWMS) Analyst	N/A
IT Governance SME	N/A
IT Infrastructure SME	N/A
IT Program Manager	
Network Administrator	N/A
Network Engineer	N/A
Programmer	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Project Manager	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Quality Assurance (QA) Analyst	N/A
Report Writer	N/A
SAP Basis Engineer	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Security Analyst	N/A

	Pricing Assumptions
Security Engineer	N/A
Senior Audio Visual Technician	N/A
Senior Business Systems Analyst	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Senior Project Manager	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Senior Software Developer	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Senior Technical Lead	N/A
Service Delivery Manager	N/A
Service Desk Analyst	N/A
Systems Administrator	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Technical Analyst	N/A
Technical Lead	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Technical Writer	When/where feasible, remote/ off-site work will first be considered for any Job Classification before full-time or part-time on-site work will be required at JBE's physical office locations. Where an existing JBE system/ software has tools available as part of JBE's solution, those tools will be used primarily.
Telecommunications Engineer	N/A
Trial Court Case Management System (CMS) Analyst	N/A
Trial Court Case Management System (CMS) Integrator	N/A
User Experience (UX) and Graphic Designer	N/A
User Researcher	N/A
Visual Designer	N/A