

IT Consulting Managed Services RFP

Information and Instructions Cost Proposal

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

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


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

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

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

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

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
SAP Basis Engineer	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Security Analyst	\$94.29	\$74.09	\$110.93	\$87.16	\$76.38	\$60.01	\$84.86	\$66.68
Security Engineer	\$114.50	\$94.29	\$134.70	\$110.93	\$92.74	\$76.38	\$103.05	\$84.86
Senior Business Systems Analyst	\$107.76	\$87.56	\$126.78	\$103.01	\$87.29	\$63.26	\$96.99	\$74.42
Senior Project Manager	\$107.76	\$67.35	\$126.78	\$79.24	\$87.29	\$54.56	\$96.99	\$60.62
Senior Software Developer	\$101.03	\$80.82	\$118.86	\$95.09	\$81.83	\$58.39	\$90.93	\$68.70
Senior Technical Lead	\$107.76	\$87.56	\$126.78	\$103.01	\$87.29	\$76.38	\$96.99	\$84.86
Service Delivery Manager	\$87.56	\$67.35	\$103.01	\$79.24	\$70.92	\$54.56	\$78.80	\$60.62
Service Desk Analyst	\$60.62	\$67.35	\$71.39	\$79.24	\$49.10	\$54.56	\$54.56	\$60.62
Systems Administrator	\$87.56	\$67.35	\$103.01	\$79.24	\$70.92	\$54.56	\$78.80	\$60.62
Technical Analyst	\$107.76	\$74.09	\$126.78	\$87.16	\$87.29	\$60.01	\$96.99	\$66.68
Technical Lead	\$94.29	\$80.82	\$110.93	\$95.09	\$76.38	\$58.39	\$84.86	\$68.70
Technical Writer	\$60.62	\$47.15	\$71.31	\$55.47	\$49.10	\$38.19	\$54.56	\$42.43
Telecommunications Engineer	\$60.62	\$51.19	\$71.31	\$60.22	\$49.10	\$41.46	\$54.56	\$46.07
Trial Court Case Management System (CMS) Analyst	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
Trial Court Case Management System (CMS) Integrator	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00	\$0.00
User Experience (UX) and Graphic Designer	\$101.03	\$80.82	\$118.86	\$95.09	\$81.83	\$58.39	\$90.93	\$68.70
User Researcher	\$74.09	\$53.88	\$87.16	\$63.39	\$60.01	\$43.64	\$66.68	\$48.49
Visual Designer	\$107.76	\$80.82	\$126.78	\$95.09	\$87.29	\$60.47	\$96.99	\$72.74
Senior Audio Visual Technician	\$101.03	\$74.09	\$118.86	\$87.16	\$81.83	\$60.01	\$90.93	\$66.68
Audio Visual Technician	\$74.09	\$60.62	\$87.16	\$71.31	\$60.01	\$49.10	\$66.68	\$54.56
CERTIFICATION								
By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are 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:								
<div style="display: flex; align-items: center;"> <div style="border: 1px solid black; padding: 2px; margin-right: 10px;"> <small>DocuSigned by:</small>  <small>A46956768471428...</small> </div> <div>5/24/2021</div> </div>								

RFP Number: IT-2020-64-RB

IT Consulting Managed Services RFP

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	

RFP Number: IT-2020-64-RB

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



Phoenix Business Consulting

Response to RFP # IT-2020-64-RB

Judicial Council of California

Information Technology Consulting Managed Services

Volume 2: Cost Proposal

DUE Date: May 11, 2021

DUE Time: 3:00 PM (PST)

PHOENIX BUSINESS CONSULTING
6021 Midnight Pass Rd, Unit 3
Sarasota, FL 34242
Tel: (310) 779-9132

www.phoenixteam.com





Table of Contents

Transmittal Letter.....	3
1 Cost Proposal.....	4
1.1 Cost Response Workbook, Exhibit B	5
1.1.1 Pricing Assumptions.....	7

Table of Tables

No table of figures entries found.

Table of Figures

Figure 1: Pricing Assumptions	8
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TRANSMITTAL LETTER

Attn: Judicial Council of California
455 Golden Gate Avenue
San Francisco, CA 94102-3688

Re: RFP # IT-2020-64-RB for Information Technology Consulting Managed Services

Dear Selection Committee,

In the following pages, as instructed we have provided our cost proposal for Information Technology Consulting Managed Services.

We sincerely appreciate this opportunity to respond and would be honored to serve the Judicial Council of California in the future.

You have my personal assurance that I will do everything possible to make certain that your initiatives are an immediate and long-term success. Please do not hesitate to contact me at 512-557-4731 if you have any questions or require any further assistance. We look forward to hearing from you and to the opportunity to partner together to achieve your goals.

Respectfully,

Hanif Sarangi,
President, Phoenix Business Consulting
rfpteam@phoenixteam.com

1 COST PROPOSAL

Cost Proposal. The following information must be included in the cost proposal.

IT Services:

i. A fixed hourly rate for both a senior resource (greater than 10 years of relevant work experience) and a less-senior resource (greater than 3 but less than 10 years of relevant work experience) for all Classifications being bid on. (See Exhibit B - Cost Response Workbook). The fixed hourly rate is a standard rate regardless of full-time continuous or part-time ad hoc assignment, whether on-site or remote, inclusive of travel to the assigned office at the JBE. The Judicial Council expects a single rate, by Region, that would cover a Classification. Resources time may be billed at a rate lower than published per the Master Agreement if appropriate for the specific resource but must not exceed the fixed hourly rate.

Understood and comply. Our completed Exhibit B - Cost Response Workbook is provided on the following pages (**Section 1.1 - Cost Response Workbook, Exhibit B**).

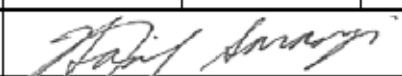


PHOENIX
BUSINESS SOLUTIONS

1.1 COST RESPONSE WORKBOOK, EXHIBIT B



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	Derik M. Simovart										
Title	Proposal / Contracts Manager										
Vendor Name	Phoenix Business Inc.										
Physical Address	6021 Midnight Pass Rd., Unit 3 Sarasota, FL 34242										
Email Address	rfpteam@phoenixteam.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	Senior Resource	Less-Senior Resource	
Agile Coach	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00	\$100.00	\$90.00	
Application Architect	\$110.00	\$100.00	\$121.00	\$110.00	\$110.00	\$100.00	\$110.00	\$100.00	\$110.00	\$100.00	
Application Support Analyst	\$80.00	\$70.00	\$88.00	\$77.00	\$80.00	\$70.00	\$80.00	\$70.00	\$80.00	\$70.00	
Application Tester	\$80.00	\$70.00	\$88.00	\$77.00	\$80.00	\$70.00	\$80.00	\$70.00	\$80.00	\$70.00	
Back End Web Developer	\$90.00	\$80.00	\$99.00	\$88.00	\$90.00	\$80.00	\$90.00	\$80.00	\$90.00	\$80.00	
Business Processing Re-engineering	\$95.00	\$85.00	\$105.00	\$94.00	\$95.00	\$85.00	\$95.00	\$85.00	\$95.00	\$85.00	
Business Systems Analyst	\$90.00	\$80.00	\$99.00	\$88.00	\$90.00	\$80.00	\$90.00	\$80.00	\$90.00	\$80.00	
Cloud Architect	\$135.00	\$125.00	\$149.00	\$138.00	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	
Cloud Engineer	\$110.00	\$100.00	\$121.00	\$110.00	\$110.00	\$100.00	\$110.00	\$100.00	\$110.00	\$100.00	
Content Designer	\$60.00	\$55.00	\$66.00	\$60.00	\$60.00	\$55.00	\$60.00	\$55.00	\$60.00	\$55.00	
Content Strategist	\$65.00	\$60.00	\$72.00	\$66.00	\$65.00	\$60.00	\$65.00	\$60.00	\$65.00	\$60.00	
Data Analyst	\$75.00	\$65.00	\$83.00	\$72.00	\$75.00	\$65.00	\$75.00	\$65.00	\$75.00	\$65.00	
Data Engineer	\$85.00	\$75.00	\$94.00	\$83.00	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00	
Data Modeler	\$105.00	\$95.00	\$115.00	\$105.00	\$105.00	\$95.00	\$105.00	\$95.00	\$105.00	\$95.00	
Data Scientist	\$105.00	\$95.00	\$115.00	\$105.00	\$105.00	\$95.00	\$105.00	\$95.00	\$105.00	\$95.00	
Database Administrator	\$105.00	\$95.00	\$115.00	\$105.00	\$105.00	\$95.00	\$105.00	\$95.00	\$105.00	\$95.00	
Delivery Manager	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00	\$100.00	\$90.00	
Desktop Support Technician	\$70.00	\$60.00	\$77.00	\$66.00	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00	
Enterprise Architect	\$135.00	\$125.00	\$149.00	\$138.00	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	
Enterprise Content Management (ECM) Administrator	\$140.00	\$125.00	\$154.00	\$138.00	\$140.00	\$125.00	\$140.00	\$125.00	\$140.00	\$125.00	
ETL Tool Developer	\$90.00	\$80.00	\$99.00	\$88.00	\$90.00	\$80.00	\$90.00	\$80.00	\$90.00	\$80.00	
Front End Web Developer	\$95.00	\$85.00	\$105.00	\$94.00	\$95.00	\$85.00	\$95.00	\$85.00	\$95.00	\$85.00	
Information Security Specialist	\$125.00	\$115.00	\$138.00	\$127.00	\$125.00	\$115.00	\$125.00	\$115.00	\$125.00	\$115.00	
Infrastructure Engineer	\$115.00	\$105.00	\$127.00	\$116.00	\$115.00	\$105.00	\$115.00	\$105.00	\$115.00	\$105.00	
Infrastructure Architect	\$135.00	\$125.00	\$149.00	\$138.00	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	
Integrated Workplace Management System (IWMS) Analyst	\$80.00	\$70.00	\$88.00	\$77.00	\$80.00	\$70.00	\$80.00	\$70.00	\$80.00	\$70.00	
IT Governance SME	\$130.00	\$120.00	\$143.00	\$132.00	\$130.00	\$120.00	\$130.00	\$120.00	\$130.00	\$120.00	
IT Infrastructure SME	\$135.00	\$125.00	\$149.00	\$138.00	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	
IT Program Manager	\$135.00	\$125.00	\$149.00	\$138.00	\$135.00	\$125.00	\$135.00	\$125.00	\$135.00	\$125.00	
Network Administrator	\$70.00	\$60.00	\$77.00	\$66.00	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00	
Network Engineer	\$85.00	\$75.00	\$94.00	\$83.00	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00	
Programmer	\$85.00	\$75.00	\$94.00	\$83.00	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00	
Project Manager	\$130.00	\$120.00	\$143.00	\$132.00	\$130.00	\$120.00	\$130.00	\$120.00	\$130.00	\$120.00	
Quality Assurance (QA) Analyst	\$85.00	\$75.00	\$94.00	\$83.00	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00	
Report Writer	\$70.00	\$60.00	\$77.00	\$66.00	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00	

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	\$160.00	\$150.00	\$176.00	\$165.00	\$160.00	\$150.00	\$160.00	\$150.00
Security Analyst	\$85.00	\$75.00	\$94.00	\$83.00	\$85.00	\$75.00	\$85.00	\$75.00
Security Engineer	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00
Senior Business Systems Analyst	\$90.00	\$80.00	\$99.00	\$88.00	\$90.00	\$80.00	\$90.00	\$80.00
Senior Project Manager	\$135.00	\$130.00	\$149.00	\$143.00	\$135.00	\$130.00	\$135.00	\$130.00
Senior Software Developer	\$90.00	\$80.00	\$99.00	\$88.00	\$90.00	\$80.00	\$90.00	\$80.00
Senior Technical Lead	\$125.00	\$115.00	\$138.00	\$127.00	\$125.00	\$115.00	\$125.00	\$115.00
Service Delivery Manager	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00
Service Desk Analyst	\$75.00	\$65.00	\$83.00	\$72.00	\$75.00	\$65.00	\$75.00	\$65.00
Systems Administrator	\$90.00	\$80.00	\$99.00	\$88.00	\$90.00	\$80.00	\$90.00	\$80.00
Technical Analyst	\$80.00	\$70.00	\$88.00	\$77.00	\$80.00	\$70.00	\$80.00	\$70.00
Technical Lead	\$110.00	\$100.00	\$121.00	\$110.00	\$110.00	\$100.00	\$110.00	\$100.00
Technical Writer	\$75.00	\$65.00	\$83.00	\$72.00	\$75.00	\$65.00	\$75.00	\$65.00
Telecommunications Engineer	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00
Trial Court Case Management System (CMS) Analyst	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00
Trial Court Case Management System (CMS) Integrator	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00
User Experience (UX) and Graphic Designer	\$95.00	\$85.00	\$105.00	\$94.00	\$95.00	\$85.00	\$95.00	\$85.00
User Researcher	\$85.00	\$75.00	\$94.00	\$83.00	\$85.00	\$75.00	\$85.00	\$75.00
Visual Designer	\$100.00	\$90.00	\$110.00	\$99.00	\$100.00	\$90.00	\$100.00	\$90.00
Senior Audio Visual Technician	\$60.00	\$50.00	\$66.00	\$55.00	\$60.00	\$50.00	\$60.00	\$50.00
Audio Visual Technician	\$50.00	\$45.00	\$55.00	\$50.00	\$50.00	\$45.00	\$50.00	\$45.00
<p>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)</p>								
Authorized Proposer Signature:								

1.1.1 PRICING ASSUMPTIONS

IT Consulting Managed Services RFP	
Pricing Assumptions	
ASSUMPTIONS State all assumptions upon which its pricing is being determined.	
	Pricing Assumptions
Agile Coach	Based on current labor market conditions.
Application Architect	Based on current labor market conditions.
Application Support Analyst	Based on current labor market conditions.
Application Tester	Based on current labor market conditions.
Back End Web Developer	Based on current labor market conditions.
Business Processing Re-engineering	Based on current labor market conditions.
Business Systems Analyst	Based on current labor market conditions.
Cloud Architect	Based on current labor market conditions.
Cloud Engineer	Based on current labor market conditions.
Content Designer	Based on current labor market conditions.
Content Strategist	Based on current labor market conditions.
Data Analyst	Based on current labor market conditions.
Data Engineer	Based on current labor market conditions.
Data Modeler	Based on current labor market conditions.
Data Scientist	Based on current labor market conditions.
Database Administrator	Based on current labor market conditions.
Delivery Manager	Based on current labor market conditions.
Desktop Support Technician	Based on current labor market conditions.
Enterprise Architect	Based on current labor market conditions.
Enterprise Content Management (ECM) Administrator	Based on current labor market conditions.
ETL Tool Developer	Based on current labor market conditions.
Front End Web Developer	Based on current labor market conditions.
Information Security Specialist	Based on current labor market conditions.
Infrastructure Engineer	Based on current labor market conditions.
Infrastructure Architect	Based on current labor market conditions.
Integrated Workplace Management System (IWMS) Analyst	Based on current labor market conditions.
IT Governance SME	Based on current labor market conditions.
IT Infrastructure SME	Based on current labor market conditions.
IT Program Manager	Based on current labor market conditions.
Network Administrator	Based on current labor market conditions.
Network Engineer	Based on current labor market conditions.
Programmer	Based on current labor market conditions.
Project Manager	Based on current labor market conditions.

Quality Assurance (QA) Analyst	Based on current labor market conditions.
Report Writer	Based on current labor market conditions.
SAP Basis Engineer	Based on current labor market conditions.
Security Analyst	Based on current labor market conditions.
Security Engineer	Based on current labor market conditions.
Senior Business Systems Analyst	Based on current labor market conditions.
Senior Project Manager	Based on current labor market conditions.
Senior Software Developer	Based on current labor market conditions.
Senior Technical Lead	Based on current labor market conditions.
Service Delivery Manager	Based on current labor market conditions.
Service Desk Analyst	Based on current labor market conditions.
Systems Administrator	Based on current labor market conditions.
Technical Analyst	Based on current labor market conditions.
Technical Lead	Based on current labor market conditions.
Technical Writer	Based on current labor market conditions.
Telecommunications Engineer	Based on current labor market conditions.
Trial Court Case Management System (CMS) Analyst	Based on current labor market conditions.
Trial Court Case Management System (CMS) Integrator	Based on current labor market conditions.
User Experience (UX) and Graphic Designer	Based on current labor market conditions.
User Researcher	Based on current labor market conditions.
Visual Designer	Based on current labor market conditions.
Senior Audio Visual Technician	Based on current labor market conditions.
Audio Visual Technician	Based on current labor market conditions.

Figure 1: Pricing Assumptions

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

Understood and comply. Please see **Section 1.1 - Cost Response Workbook, Exhibit B.**

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

Understood and comply.

iv. List any and all assumptions in the sections provided in the Cost Response Workbook.

We have listed our assumptions in the Cost Response Workbook as instructed.

v. Billing must be for actual time worked, to the nearest half hour increments.

Understood and comply. Our billing will be for actual time worked, to the nearest half (.5) hour.

vi. Be advised that JBEs do not pay at a higher rate for overtime, weekend, or holiday work and do not include any provisions to this effect in your cost. Any language in your proposal that qualifies or seeks to modify your hourly rate in any manner or impose overtime or other additional charges or fees will be disregarded when your Cost Proposal is evaluated.

Understood and comply.

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

Understood.

viii. All hourly rates shall remain firm fixed for the full duration of the Initial Term. If the Judicial Council elects to exercise an option term, there may be adjustments to the pricing as described in Section 1.2 above.

Understood.

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

Understood and comply.

8.0 OFFER PERIOD

A Proposer's proposal is an irrevocable offer for 120 days following the proposal due date. In the event a final contract has not been awarded within this period, the JCC reserves the right to negotiate extensions to this period.

Understood. Our proposal is valid for one hundred twenty (120) days following the proposal due date.

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	Ameetha Gokhale								
Title	Senior Manager								
Vendor Name	Prelude Systems Inc.								
Physical Address	5 Corporate Park, Suite #140, Irvine, CA 92606								
Email Address	ameetha_g@preludesys.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	\$159.00	\$102.00	\$178.50	\$127.50	\$160.50	\$103.50	\$168.00	\$120.00	
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Business Systems Analyst	\$135.00	\$108.00	\$160.50	\$112.50	\$136.50	\$108.00	\$157.50	\$110.25	
Cloud Architect	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Cloud Engineer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
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	\$105.00	\$75.60	\$121.80	\$84.00	\$105.00	\$77.00	\$119.00	\$81.20	
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	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	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	\$119.00	\$78.40	\$126.00	\$86.80	\$119.00	\$78.40	\$121.80	\$81.20	
Project Manager	\$117.00	\$97.50	\$129.00	\$105.00	\$117.00	\$97.50	\$123.00	\$100.50	
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	\$165.00	\$99.00	\$180.00	\$103.50	\$165.00	\$99.00	\$168.00	\$100.50	
Senior Project Manager	\$139.50	\$76.50	\$150.00	\$82.50	\$139.50	\$76.50	\$142.50	\$78.00	
Senior Software Developer	\$170.80	\$85.40	\$182.00	\$91.00	\$170.80	\$85.40	\$175.00	\$86.80	
Senior Technical Lead	\$135.00	\$79.50	\$142.50	\$87.00	\$135.00	\$79.50	\$138.00	\$81.00	
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	\$105.00	\$64.50	\$112.50	\$75.00	\$105.00	\$67.50	\$109.50	\$70.50	
Technical Analyst	\$153.00	\$90.00	\$165.00	\$97.50	\$157.50	\$90.00	\$162.00	\$93.00	
Technical Lead	\$142.50	\$99.00	\$150.00	\$105.00	\$142.50	\$99.00	\$145.50	\$102.00	
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:	Ameetha Gokhale								

Pricing Assumptions

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

	Pricing Assumptions
Agile Coach	No Bid
Application Architect	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Application Support Analyst	No Bid
Application Tester	No Bid
Back End Web Developer	No Bid
Business Processing Re-engineering	No Bid
Business Systems Analyst	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Cloud Architect	No Bid
Cloud Engineer	No Bid
Content Designer	No Bid
Content Strategist	No Bid
Data Analyst	No Bid
Data Engineer	No Bid
Data Modeler	No Bid
Data Scientist	No Bid
Database Administrator	No Bid
Delivery Manager	No Bid
Desktop Support Technician	No Bid
Enterprise Architect	No Bid
Enterprise Content Management (ECM) Administrator	No Bid
ETL Tool Developer	No Bid
Front End Web Developer	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Information Security Specialist	No Bid
Infrastructure Engineer	No Bid
Infrastructure Architect	No Bid

	Pricing Assumptions
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	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Project Manager	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Quality Assurance (QA) Analyst	No Bid
Report Writer	No Bid
SAP Basis Engineer	No Bid
Security Analyst	No Bid
Security Engineer	No Bid
Senior Business Systems Analyst	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Senior Project Manager	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Senior Software Developer	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Senior Technical Lead	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Service Delivery Manager	No Bid
Service Desk Analyst	No Bid

	Pricing Assumptions
Systems Administrator	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Technical Analyst	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
Technical Lead	These are not to exceed rates arrived based on the job description for the respective region. Experience level considered are: Senior - 10+ years of experience Less senior - >3 years and <10 years of experience
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

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.

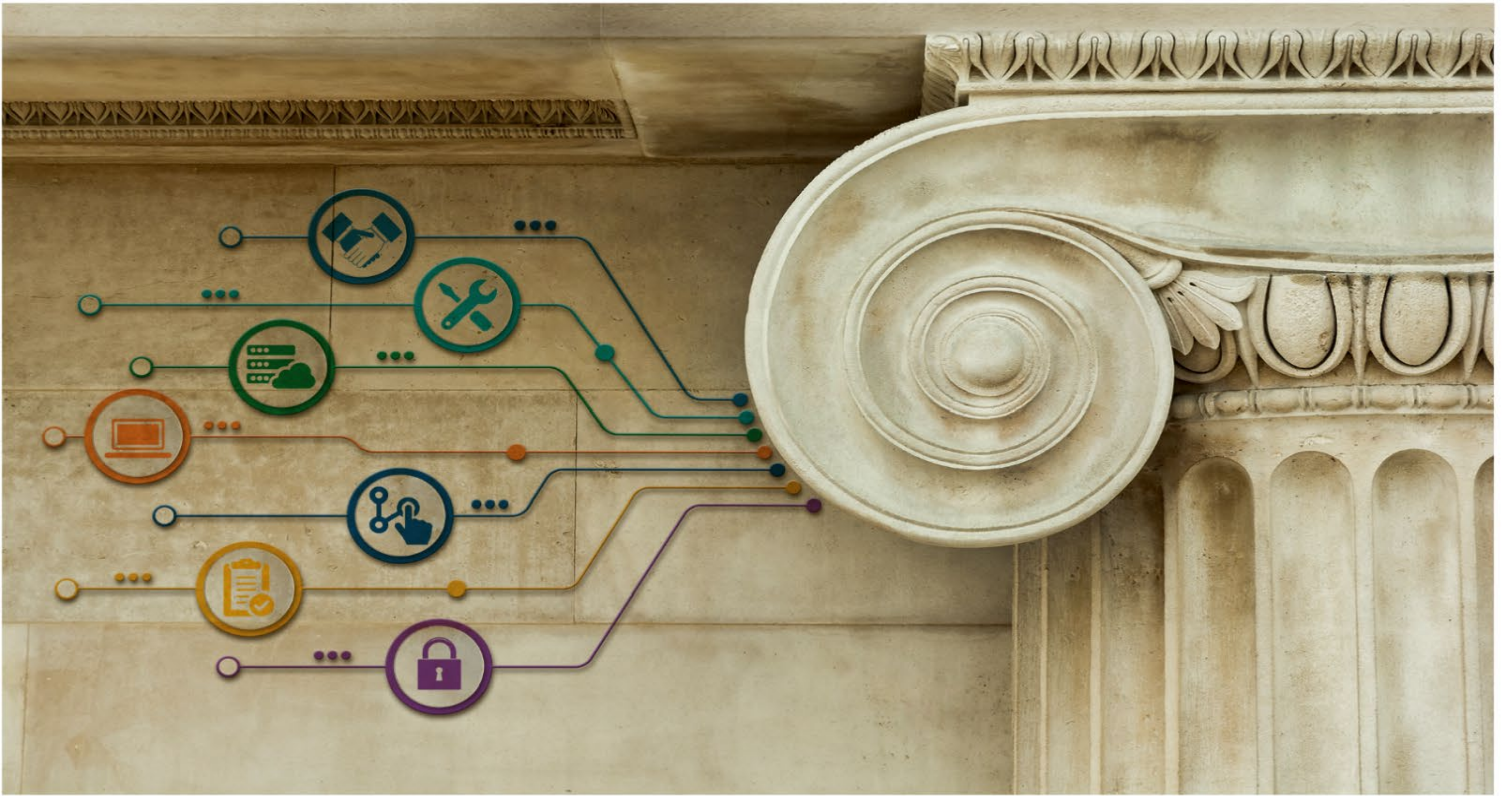
All hourly rates shall remain firm fixed for the full duration of the Initial Term. If the Judicial Council elects to exercise an option term, and the Contractor makes a written request for an adjustment to the hourly rates before the option term is exercised, and the Judicial Council agrees to the adjustment, 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 #: IT-2020-64-RB								
			Cost Response					
<p>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.</p>								
Vendor Contact Information								
Contact Name	Philip L. McDonough							
Title	Sr. Vice President							
Vendor Name	REVISION, Inc.							
Physical Address	1337 Delaware Street							
	Denver, CO 80204							
Email Address	philip.mcdonough@revisioninc.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	\$ 187.42	\$ 158.38	\$ 231.07	\$ 183.21	\$ 183.89	\$ 145.81	\$ 209.06	\$ 165.75
Application Architect	\$ 171.78	\$ 144.70	\$ 205.51	\$ 164.20	\$ 159.68	\$ 134.76	\$ 178.80	\$ 150.47
Application Support Analyst	\$ 97.26	\$ 69.38	\$ 83.63	\$ 69.91	\$ 87.73	\$ 56.48	\$ 87.00	\$ 64.21
Application Tester	\$ 105.33	\$ 65.27	\$ 106.44	\$ 67.39	\$ 104.24	\$ 46.10	\$ 109.35	\$ 53.97
Audio Visual Technician	\$ 87.11	\$ 57.24	\$ 89.17	\$ 66.20	\$ 85.96	\$ 52.68	\$ 89.84	\$ 62.40
Back End Web Developer	\$ 95.85	\$ 65.64	\$ 99.29	\$ 68.96	\$ 5.48	\$ 58.71	\$ 96.23	\$ 65.56
Business Processing Reengineering	\$ 155.00	\$ 76.07	\$ 165.00	\$ 87.98	\$ 145.00	\$ 70.02	\$ 150.00	\$ 79.61
Business Systems Analyst	\$ 109.20	\$ 68.20	\$ 119.29	\$ 68.96	\$ 108.00	\$ 62.76	\$ 108.00	\$ 71.36
Cloud Architect	\$ 170.20	\$ 131.95	\$ 190.47	\$ 147.66	\$ 151.59	\$ 117.50	\$ 172.33	\$ 133.59
Cloud Engineer	\$ 165.00	\$ 87.94	\$ 175.00	\$ 101.71	\$ 155.88	\$ 80.95	\$ 155.33	\$ 92.03
Content Designer	\$ 110.62	\$ 55.25	\$ 120.80	\$ 44.10	\$ 120.81	\$ 35.09	\$ 118.67	\$ 39.90
Content Strategist	\$ 94.43	\$ 63.59	\$ 120.00	\$ 75.45	\$ 88.04	\$ 68.43	\$ 102.71	\$ 58.05
Data Analyst	\$ 105.34	\$ 76.41	\$ 108.67	\$ 88.38	\$ 108.53	\$ 70.34	\$ 107.29	\$ 79.97
Data Engineer	\$ 138.31	\$ 95.47	\$ 133.64	\$ 108.35	\$ 128.97	\$ 86.81	\$ 123.89	\$ 98.63
Data Modeler	\$ 144.10	\$ 99.48	\$ 142.61	\$ 111.83	\$ 133.49	\$ 89.00	\$ 129.03	\$ 101.18
Data Scientist	\$ 118.45	\$ 80.49	\$ 109.39	\$ 81.52	\$ 97.00	\$ 64.88	\$ 89.84	\$ 73.76
Database Administrator	\$ 100.49	\$ 66.77	\$ 131.18	\$ 77.22	\$ 109.53	\$ 61.43	\$ 111.56	\$ 69.87
Product Delivery Manager	\$ 141.70	\$ 108.65	\$ 163.88	\$ 125.67	\$ 130.41	\$ 100.01	\$ 148.26	\$ 113.70
Desktop Support Technician	\$ 66.14	\$ 52.87	\$ 76.49	\$ 61.13	\$ 60.87	\$ 48.65	\$ 69.21	\$ 55.31
Enterprise Architect	\$ 203.43	\$ 142.33	\$ 225.00	\$ 164.62	\$ 205.00	\$ 131.02	\$ 215.60	\$ 148.94
Enterprise Content Management (ECM) Administrator	\$ 125.72	\$ 96.17	\$ 145.39	\$ 111.20	\$ 115.70	\$ 88.49	\$ 131.55	\$ 100.63
ETL Tool Developer	\$ 145.49	\$ 94.82	\$ 142.23	\$ 86.53	\$ 125.23	\$ 98.85	\$ 139.64	\$ 78.28
Front End Web Developer	\$ 137.54	\$ 117.16	\$ 159.04	\$ 135.48	\$ 126.58	\$ 107.82	\$ 143.91	\$ 122.59
Information Security Specialist	\$ 118.40	\$ 89.55	\$ 155.37	\$ 103.56	\$ 115.78	\$ 82.42	\$ 123.43	\$ 93.71
Infrastructure Engineer	\$ 125.00	\$ 82.73	\$ 135.29	\$ 95.68	\$ 101.75	\$ 76.13	\$ 104.30	\$ 86.56
Infrastructure Architect	\$ 129.69	\$ 82.73	\$ 135.29	\$ 95.68	\$ 121.75	\$ 76.13	\$ 124.30	\$ 86.56

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	\$ 187.42	\$ 158.38	\$ 231.07	\$ 183.21	\$ 183.89	\$ 145.81	\$ 209.06	\$ 165.75
Integrated Workplace Management System (IWMS) Analyst	\$ 73.67	\$ 50.13	\$ 85.20	\$ 47.59	\$ 67.81	\$ 37.87	\$ 77.09	\$ 54.14
IT Governance SME	\$ 155.78	\$ 93.27	\$ 140.34	\$ 93.16	\$ 122.92	\$ 92.93	\$ 132.20	\$ 91.59
IT Infrastructure SME	\$ 185.77	\$ 135.58	\$ 211.70	\$ 156.85	\$ 172.56	\$ 124.82	\$ 193.45	\$ 141.91
IT Program Manager	\$ 173.15	\$ 135.01	\$ 200.21	\$ 156.11	\$ 159.36	\$ 124.25	\$ 181.17	\$ 141.25
Network Administrator	\$ 108.72	\$ 62.10	\$ 121.05	\$ 71.82	\$ 102.46	\$ 57.14	\$ 112.37	\$ 64.97
Network Engineer	\$ 121.22	\$ 70.23	\$ 125.49	\$ 81.21	\$ 103.95	\$ 64.63	\$ 115.43	\$ 73.48
Programmer	\$ 135.69	\$ 86.67	\$ 148.64	\$ 87.13	\$ 129.11	\$ 81.40	\$ 139.53	\$ 89.79
Project Manager	\$ 150.61	\$ 76.81	\$ 164.62	\$ 88.83	\$ 143.48	\$ 70.70	\$ 154.77	\$ 80.36
Quality Assurance (QA) Analyst	\$ 108.44	\$ 69.02	\$ 132.26	\$ 79.72	\$ 111.38	\$ 63.44	\$ 122.54	\$ 72.14
Report Writer	\$ 94.98	\$ 70.74	\$ 109.84	\$ 81.80	\$ 87.42	\$ 65.10	\$ 99.38	\$ 74.01
SAP Basis Engineer	\$ 181.64	\$ 104.62	\$ 200.66	\$ 121.00	\$ 191.96	\$ 96.28	\$ 207.26	\$ 109.08
Security Analyst	\$ 141.36	\$ 88.64	\$ 156.39	\$ 1,000.89	\$ 133.68	\$ 82.36	\$ 145.86	\$ 92.25
Security Engineer	\$ 146.55	\$ 111.88	\$ 155.12	\$ 121.81	\$ 127.05	\$ 102.96	\$ 141.64	\$ 117.06
Senior Audio Visual Technician	\$ 97.11	\$ 68.54	\$ 109.17	\$ 78.23	\$ 90.96	\$ 60.43	\$ 100.68	\$ 70.78
Senior Business Systems Analyst	\$ 84.84	\$ 75.94	\$ 98.12	\$ 78.87	\$ 78.09	\$ 62.76	\$ 88.78	\$ 71.36
Senior Project Manager	\$ 155.33	\$ 106.82	\$ 176.49	\$ 123.53	\$ 144.55	\$ 98.27	\$ 161.59	\$ 111.77
Senior Software Developer	\$ 149.54	\$ 110.45	\$ 169.78	\$ 127.71	\$ 139.33	\$ 101.63	\$ 155.52	\$ 115.53
Senior Technical Lead	\$ 159.06	\$ 131.95	\$ 183.96	\$ 152.59	\$ 146.41	\$ 121.43	\$ 166.44	\$ 138.05
Service Delivery Manager	\$ 155.81	\$ 67.43	\$ 160.81	\$ 77.98	\$ 148.17	\$ 62.06	\$ 150.24	\$ 70.55
Service Desk Analyst	\$ 49.40	\$ 37.10	\$ 53.64	\$ 42.89	\$ 49.70	\$ 34.13	\$ 49.56	\$ 39.05
Systems Administrator	\$ 102.56	\$ 65.37	\$ 115.49	\$ 75.60	\$ 95.99	\$ 60.17	\$ 106.38	\$ 68.49
Technical Analyst	\$ 93.59	\$ 61.38	\$ 95.11	\$ 70.96	\$ 87.73	\$ 56.48	\$ 89.16	\$ 64.21
Technical Lead	\$ 159.08	\$ 131.95	\$ 183.96	\$ 152.59	\$ 146.41	\$ 121.45	\$ 166.44	\$ 138.05
Technical Writer	\$ 97.25	\$ 68.68	\$ 110.90	\$ 79.42	\$ 98.29	\$ 63.21	\$ 101.29	\$ 71.85
Telecommunications Engineer	\$ 105.85	\$ 68.88	\$ 119.27	\$ 79.66	\$ 109.02	\$ 63.40	\$ 109.84	\$ 72.08
Trial Court Case Management System (CMS) Analyst	\$ 150.68	\$ 80.08	\$ 159.48	\$ 92.62	\$ 143.13	\$ 73.71	\$ 155.01	\$ 83.78
Trial Court Case Management System (CMS) Integrator	\$ 200.06	\$ 82.82	\$ 215.09	\$ 95.77	\$ 192.42	\$ 76.22	\$ 204.50	\$ 86.66
User Experience (UX) and Graphic Designer	\$ 174.95	\$ 61.13	\$ 186.68	\$ 70.70	\$ 168.98	\$ 56.25	\$ 178.43	\$ 63.97
User Researcher	\$ 97.52	\$ 91.71	\$ 110.58	\$ 102.64	\$ 85.77	\$ 81.69	\$ 99.10	\$ 92.86
Visual Designer	\$ 100.55	\$ 64.86	\$ 109.00	\$ 72.59	\$ 90.85	\$ 57.79	\$ 100.53	\$ 65.69
CERTIFICATION								
<i>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)</i>								
Authorized Proposer Signature: 								

Pricing Assumptions

ASSUMPTIONS State all assumptions upon which its pricing is being determined.	
* Pricing was calculated based on our experience sourcing and placing staff in these labor categories, as well as a variety of salary surveys.	
	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	
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	



Information Technology Consulting Managed Services

COST RESPONSE

May 25, 2021 | RFP No: IT-2020-64-RB

Submitted to:

RFP-IT-2020-64-RB-COSTS@jud.ca.gov

Submitted by:

SAIC
12010 Sunset Hills Road
Reston, VA 20190



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	Vincent R. Magaña
Title	Contracts, Senior Principal
Vendor Name	Science Applications International Corporation
Physical Address	4065 Hancock Street San Diego, CA 92110
Email Address	maganav@saic.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	\$135.00	\$100.00	\$135.00	\$100.00	\$135.00	\$100.00	\$135.00	\$100.00
Application Architect	\$140.00	\$125.00	\$140.00	\$125.00	\$140.00	\$125.00	\$140.00	\$125.00
Application Support Analyst	\$105.00	\$85.00	\$105.00	\$85.00	\$105.00	\$85.00	\$105.00	\$85.00
Application Tester	\$115.00	\$85.00	\$115.00	\$85.00	\$115.00	\$85.00	\$115.00	\$85.00
Back End Web Developer	\$105.00	\$80.00	\$105.00	\$80.00	\$105.00	\$80.00	\$105.00	\$80.00
Business Processing Re-engineering	\$125.00	\$100.00	\$125.00	\$100.00	\$125.00	\$100.00	\$125.00	\$100.00
Business Systems Analyst	\$115.00	\$85.00	\$115.00	\$85.00	\$115.00	\$85.00	\$115.00	\$85.00
Cloud Architect	\$150.00	\$140.00	\$150.00	\$140.00	\$150.00	\$140.00	\$150.00	\$140.00
Cloud Engineer	\$140.00	\$110.00	\$140.00	\$110.00	\$140.00	\$110.00	\$140.00	\$110.00
Content Designer	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00
Content Strategist	\$105.00	\$75.00	\$105.00	\$75.00	\$105.00	\$75.00	\$105.00	\$75.00
Data Analyst	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Data Engineer	\$125.00	\$95.00	\$125.00	\$95.00	\$125.00	\$95.00	\$125.00	\$95.00
Data Modeler	\$130.00	\$95.00	\$130.00	\$95.00	\$130.00	\$95.00	\$130.00	\$95.00
Data Scientist	\$140.00	\$105.00	\$140.00	\$105.00	\$140.00	\$105.00	\$140.00	\$105.00
Database Administrator	\$125.00	\$100.00	\$125.00	\$100.00	\$125.00	\$100.00	\$125.00	\$100.00
Delivery Manager	\$110.00	\$100.00	\$110.00	\$100.00	\$110.00	\$100.00	\$110.00	\$100.00
Desktop Support Technician	\$65.00	\$50.00	\$65.00	\$50.00	\$65.00	\$50.00	\$65.00	\$50.00
Enterprise Architect	\$155.00	\$140.00	\$155.00	\$140.00	\$155.00	\$140.00	\$155.00	\$140.00
Enterprise Content Management (ECM) Administrator	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00
ETL Tool Developer	\$130.00	\$90.00	\$130.00	\$90.00	\$130.00	\$90.00	\$130.00	\$90.00
Front End Web Developer	\$110.00	\$80.00	\$110.00	\$80.00	\$110.00	\$80.00	\$110.00	\$80.00
Information Security Specialist	\$105.00	\$80.00	\$105.00	\$80.00	\$105.00	\$80.00	\$105.00	\$80.00
Infrastructure Engineer	\$120.00	\$95.00	\$120.00	\$95.00	\$120.00	\$95.00	\$120.00	\$95.00
Infrastructure Architect	\$140.00	\$125.00	\$140.00	\$125.00	\$140.00	\$125.00	\$140.00	\$125.00
Integrated Workplace Management System (IWMS) Analyst	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00
IT Governance SME	\$165.00	\$125.00	\$165.00	\$125.00	\$165.00	\$125.00	\$165.00	\$125.00
IT Infrastructure SME	\$145.00	\$120.00	\$145.00	\$120.00	\$145.00	\$120.00	\$145.00	\$120.00
IT Program Manager	\$165.00	\$145.00	\$180.00	\$155.00	\$165.00	\$145.00	\$165.00	\$145.00
Network Administrator	\$125.00	\$90.00	\$125.00	\$90.00	\$125.00	\$90.00	\$125.00	\$90.00
Network Engineer	\$130.00	\$90.00	\$130.00	\$90.00	\$130.00	\$90.00	\$130.00	\$90.00
Programmer	\$105.00	\$90.00	\$105.00	\$90.00	\$105.00	\$90.00	\$105.00	\$90.00
Project Manager	\$130.00	\$105.00	\$130.00	\$105.00	\$130.00	\$105.00	\$130.00	\$105.00
Quality Assurance (QA) Analyst	\$110.00	\$85.00	\$110.00	\$85.00	\$110.00	\$85.00	\$110.00	\$85.00
Report Writer	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00
SAP Basis Engineer	\$135.00	\$110.00	\$135.00	\$110.00	\$135.00	\$110.00	\$135.00	\$110.00

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
Security Analyst	\$105.00	\$80.00	\$105.00	\$80.00	\$105.00	\$80.00	\$105.00	\$80.00
Security Engineer	\$125.00	\$100.00	\$125.00	\$100.00	\$125.00	\$100.00	\$125.00	\$100.00
Senior Business Systems Analyst	\$110.00	\$80.00	\$110.00	\$80.00	\$110.00	\$80.00	\$110.00	\$80.00
Senior Project Manager	\$130.00	\$105.00	\$130.00	\$105.00	\$130.00	\$105.00	\$130.00	\$105.00
Senior Software Developer	\$130.00	\$100.00	\$130.00	\$100.00	\$130.00	\$100.00	\$130.00	\$100.00
Senior Technical Lead	\$145.00	\$105.00	\$145.00	\$105.00	\$145.00	\$105.00	\$145.00	\$105.00
Service Delivery Manager	\$135.00	\$105.00	\$135.00	\$105.00	\$135.00	\$105.00	\$135.00	\$105.00
Service Desk Analyst	\$50.00	\$30.00	\$50.00	\$30.00	\$50.00	\$30.00	\$50.00	\$30.00
Systems Administrator	\$100.00	\$75.00	\$100.00	\$75.00	\$100.00	\$75.00	\$100.00	\$75.00
Technical Analyst	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00
Technical Lead	\$150.00	\$105.00	\$150.00	\$105.00	\$150.00	\$105.00	\$150.00	\$105.00
Technical Writer	\$80.00	\$70.00	\$80.00	\$70.00	\$80.00	\$70.00	\$80.00	\$70.00
Telecommunications Engineer	\$110.00	\$80.00	\$110.00	\$80.00	\$110.00	\$80.00	\$110.00	\$80.00
Trial Court Case Management System (CMS) Analyst	\$125.00	\$85.00	\$135.00	\$95.00	\$125.00	\$85.00	\$125.00	\$85.00
Trial Court Case Management System (CMS) Integrator	\$100.00	\$70.00	\$110.00	\$75.00	\$100.00	\$70.00	\$100.00	\$70.00
User Experience (UX) and Graphic Designer	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00
User Researcher	\$130.00	\$105.00	\$145.00	\$115.00	\$130.00	\$105.00	\$130.00	\$105.00
Visual Designer	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00
Senior Audio Visual Technician	\$105.00	\$70.00	\$105.00	\$70.00	\$105.00	\$70.00	\$105.00	\$70.00
Audio Visual Technician	\$65.00	\$50.00	\$65.00	\$50.00	\$65.00	\$50.00	\$65.00	\$50.00

CERTIFICATION

By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are 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.

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

Job Classification	Northern Region		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
Technical Analyst	\$93.75	\$83.25	\$93.75	\$83.25	\$93.75	\$83.25	\$93.75	\$83.25
Technical Lead	\$99.00	\$82.00	\$99.00	\$82.00	\$99.00	\$82.00	\$99.00	\$82.00
Technical Writer	\$94.00	\$69.00	\$94.00	\$69.00	\$94.00	\$69.00	\$94.00	\$69.00
Telecommunications Engineer	\$80.00	\$75.00	\$80.00	\$75.00	\$80.00	\$75.00	\$80.00	\$75.00
Trial Court Case Management System (CMS) Analyst	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00
Trial Court Case Management System (CMS) Integrator	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00	\$85.00	\$75.00
User Experience (UX) and Graphic Designer	\$90.00	\$75.00	\$90.00	\$75.00	\$90.00	\$75.00	\$90.00	\$75.00
User Researcher	\$75.00	\$68.00	\$75.00	\$68.00	\$75.00	\$68.00	\$75.00	\$68.00
Visual Designer	\$88.00	\$75.00	\$88.00	\$75.00	\$88.00	\$75.00	\$88.00	\$75.00
Senior Audio Visual Technician	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00
Audio Visual Technician	\$65.00	\$50.00	\$65.00	\$50.00	\$65.00	\$50.00	\$65.00	\$50.00
CERTIFICATION								
By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are 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 rates quoted are all inclusive
Application Architect	Hourly rates quoted are all inclusive
Application Support Analyst	Hourly rates quoted are all inclusive
Application Tester	Hourly rates quoted are all inclusive
Back End Web Developer	Hourly rates quoted are all inclusive
Business Processing Re-engineering	Hourly rates quoted are all inclusive
Business Systems Analyst	Hourly rates quoted are all inclusive
Cloud Architect	Hourly rates quoted are all inclusive
Cloud Engineer	Hourly rates quoted are all inclusive
Content Designer	Hourly rates quoted are all inclusive
Content Strategist	Hourly rates quoted are all inclusive
Data Analyst	Hourly rates quoted are all inclusive
Data Engineer	Hourly rates quoted are all inclusive
Data Modeler	Hourly rates quoted are all inclusive
Data Scientist	Hourly rates quoted are all inclusive
Database Administrator	Hourly rates quoted are all inclusive
Delivery Manager	Hourly rates quoted are all inclusive
Desktop Support Technician	Hourly rates quoted are all inclusive
Enterprise Architect	Hourly rates quoted are all inclusive
Enterprise Content Management (ECM) Administrator	Hourly rates quoted are all inclusive
ETL Tool Developer	Hourly rates quoted are all inclusive
Front End Web Developer	Hourly rates quoted are all inclusive
Information Security Specialist	Hourly rates quoted are all inclusive
Infrastructure Engineer	Hourly rates quoted are all inclusive
Infrastructure Architect	Hourly rates quoted are all inclusive
Integrated Workplace Management System (IWMS) Analyst	Hourly rates quoted are all inclusive
IT Governance SME	Hourly rates quoted are all inclusive
IT Infrastructure SME	Hourly rates quoted are all inclusive
IT Program Manager	Hourly rates quoted are all inclusive
Network Administrator	Hourly rates quoted are all inclusive
Network Engineer	Hourly rates quoted are all inclusive
Programmer	Hourly rates quoted are all inclusive
Project Manager	Hourly rates quoted are all inclusive
Quality Assurance (QA) Analyst	Hourly rates quoted are all inclusive
Report Writer	Hourly rates quoted are all inclusive

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

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

IT Consulting Managed Services RFP

<p style="text-align: center;">Information and Instructions Cost Proposal</p>

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

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	Eli Hill								
Title	Senior Director								
Vendor Name	Slalom, LLC								
Physical Address	100 Pine Street, 25th Floor, San Francisco, CA 94111								
Email Address	elih@slalom.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	\$264.80	\$245.60	\$285.00	\$240.00	\$264.80	\$245.60	\$285.00	\$240.00	
Application Architect	\$264.80	\$245.60	\$280.00	\$245.00	\$264.80	\$245.60	\$280.00	\$245.00	
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	\$196.95	\$182.67	\$225.00	\$200.00	\$196.95	\$182.67	\$225.00	\$200.00	
Business Processing Re-engineering	\$264.80	\$245.60	\$280.00	\$245.00	\$264.80	\$245.60	\$280.00	\$245.00	
Business Systems Analyst	\$196.95	\$182.67	\$210.00	\$185.00	\$196.95	\$182.67	\$210.00	\$185.00	
Cloud Architect	\$264.80	\$245.60	\$280.00	\$245.00	\$264.80	\$245.60	\$280.00	\$245.00	
Cloud Engineer	\$264.80	\$192.54	\$250.00	\$215.00	\$264.80	\$192.54	\$250.00	\$215.00	
Content Designer	\$264.80	\$245.60	\$285.00	\$250.00	\$264.80	\$245.60	\$285.00	\$250.00	
Content Strategist	\$264.80	\$245.60	\$285.00	\$250.00	\$264.80	\$245.60	\$285.00	\$250.00	
Data Analyst	\$264.80	\$192.54	\$230.00	\$185.00	\$264.80	\$192.54	\$230.00	\$185.00	
Data Engineer	\$264.80	\$192.54	\$255.00	\$220.00	\$264.80	\$192.54	\$255.00	\$220.00	
Data Modeler	\$264.80	\$192.54	\$285.00	\$210.00	\$264.80	\$192.54	\$285.00	\$210.00	
Data Scientist	\$264.80	\$192.54	\$285.00	\$210.00	\$264.80	\$192.54	\$285.00	\$210.00	
Database Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Delivery Manager	\$264.80	\$245.60	\$285.00	\$260.00	\$264.80	\$245.60	\$285.00	\$260.00	
Desktop Support Technician	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Enterprise Architect	\$264.80	\$245.60	\$290.00	\$250.00	\$264.80	\$245.60	\$290.00	\$250.00	
Enterprise Content Management (ECM) Administrator	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
ETL Tool Developer	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	
Front End Web Developer	\$196.95	\$182.67	\$225.00	\$200.00	\$196.95	\$182.67	\$225.00	\$200.00	
Information Security Specialist	\$196.95	\$182.67	\$225.00	\$200.00			\$225.00	\$200.00	
Infrastructure Engineer	\$264.80	\$192.54	\$250.00	\$215.00	\$264.80	\$192.54	\$250.00	\$215.00	
Infrastructure Architect	\$264.80	\$245.60	\$280.00	\$245.00	\$264.80	\$245.60	\$280.00	\$245.00	
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	\$264.80	\$245.60	\$290.00	\$250.00	\$264.80	\$245.60	\$290.00	\$250.00	
IT Infrastructure SME	\$264.80	\$245.60	\$290.00	\$250.00	\$264.80	\$245.60	\$290.00	\$250.00	
IT Program Manager	\$264.80	\$245.60	\$285.00	\$245.00	\$264.80	\$245.60	\$285.00	\$245.00	
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	\$196.95	\$182.67	\$225.00	\$200.00	\$196.95	\$182.67	\$225.00	\$200.00	
Project Manager	\$264.80	\$192.54	\$260.00	\$225.00	\$264.80	\$192.54	\$260.00	\$225.00	
Quality Assurance (QA) Analyst	\$196.95	\$182.67	\$225.00	\$200.00	\$196.95	\$182.67	\$225.00	\$200.00	
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	

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	\$264.80	\$192.54	\$285.00	\$225.00	\$264.80	\$192.54	\$285.00	\$225.00
Security Engineer	\$264.80	\$192.54	\$285.00	\$225.00	\$264.80	\$192.54	\$285.00	\$225.00
Senior Business Systems Analyst	\$264.80	\$192.54	\$250.00	\$225.00	\$264.80	\$192.54	\$250.00	\$225.00
Senior Project Manager	\$264.80	\$245.60	\$295.00	\$275.00	\$264.80	\$245.60	\$295.00	\$275.00
Senior Software Developer	\$264.80	\$192.54	\$260.00	\$225.00	\$264.80	\$192.54	\$260.00	\$225.00
Senior Technical Lead	\$264.80	\$245.60	\$285.00	\$245.00	\$264.80	\$245.60	\$285.00	\$245.00
Service Delivery Manager	\$264.80	\$245.60	\$285.00	\$245.00	\$264.80	\$245.60	\$285.00	\$245.00
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	\$196.95	\$182.67	\$200.00	\$185.00	\$196.95	\$182.67	\$200.00	\$185.00
Technical Lead	\$264.80	\$245.60	\$250.00	\$230.00	\$264.80	\$245.60	\$250.00	\$230.00
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	\$196.95	\$182.67	\$225.00	\$195.00	\$196.95	\$182.67	\$225.00	\$195.00
User Researcher	\$264.80	\$192.54	\$285.00	\$250.00	\$264.80	\$192.54	\$285.00	\$250.00
Visual Designer	\$264.80	\$192.54	\$285.00	\$220.00	\$264.80	\$192.54	\$285.00	\$220.00
Senior Audio Visual Technician	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
Audio Visual Technician	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid	No Bid
CERTIFICATION								
By submitting a Cost Proposal, Proposer certifies that if awarded an MSA, it agrees that the hourly rates specified are 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	

RFP Number: IT-2020-64-RB

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

Smart IMS

Exhibit B - Cost Proposal

Information Technology Consulting Managed Services

RFP # - IT-2020-64-RB



Contact: Aanchal Singh

Designation: Account Manager

Address: 103 Morgan Lane, Suite 104, Plainsboro, NJ 08356

Phone: +1-609-955-3033

Email: aanchal.singh@smartims.com

Proposal due date & time:
May 25, 2021 by 3:00 P.M





TABLE OF CONTENTS

1. COST RESPONSE 2
2. PRICE ASSUMPTIONS 6

1. COST RESPONSE

Vendor Contact Information	
Contact Name	Aanchal Singh
Title	Account Manager
Vendor Name	Smart IMS, Inc
Physical Address	103 Morgan Lane Plainsboro NJ 08536
Email Address	aanchal.singh@smartims.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	\$105.00	\$85.00	\$110.00	\$90.00	\$108.00	\$88.00	\$105.00	\$85.00
Application Architect	\$129.00	\$110.00	\$134.00	\$115.00	\$132.00	\$102.00	\$129.00	\$110.00
Application Support Analyst	\$75.00	\$60.00	\$80.00	\$65.00	\$77.00	\$62.00	\$75.00	\$60.00
Application Tester	\$80.00	\$72.00	\$85.00	\$77.00	\$83.00	\$74.00	\$80.00	\$72.00
Back End Web Developer	\$100.00	\$85.00	\$105.00	\$90.00	\$102.00	\$87.00	\$100.00	\$85.00
Business Processing Re-engineering	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Business Systems Analyst	\$88.00	\$83.00	\$95.00	\$90.00	\$92.00	\$87.00	\$88.00	\$83.00
Cloud Architect	\$145.00	\$120.00	\$150.00	\$125.00	\$147.00	\$123.00	\$145.00	\$120.00
Cloud Engineer	\$120.00	\$108.00	\$125.00	\$114.00	\$123.00	\$111.00	\$120.00	\$112.00
Content Designer	\$85.00	\$65.00	\$90.00	\$70.00	\$87.00	\$67.00	\$85.00	\$65.00
Content Strategist	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Data Analyst	\$108.00	\$95.00	\$113.00	\$100.00	\$110.00	\$97.00	\$108.00	\$95.00
Data Engineer	\$115.00	\$99.00	\$120.00	\$104.00	\$117.00	\$101.00	\$115.00	\$99.00

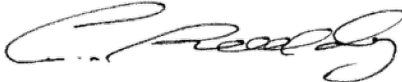
Job Classification	Northern Region		Bay Region		Central Region		Southern Region	
	Hourly Rate		Hourly Rate		Hourly Rate		Hourly Rate	
	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource	Senior Resource	Less-Senior Resource
Data Modeler	\$115.00	\$99.00	\$120.00	\$104.00	\$117.00	\$101.00	\$115.00	\$99.00
Data Scientist	\$108.00	\$89.00	\$113.00	\$100.00	\$110.00	\$97.00	\$108.00	\$89.00
Database Administrator	\$95.00	\$80.00	\$100.00	\$85.00	\$97.00	\$82.00	\$95.00	\$80.00
Delivery Manager	\$115.00	\$105.00	\$120.00	\$110.00	\$117.00	\$107.00	\$115.00	\$105.00
Desktop Support Technician	\$75.00	\$60.00	\$80.00	\$65.00	\$77.00	\$62.00	\$75.00	\$60.00
Enterprise Architect	\$140.00	\$125.00	\$150.00	\$130.00	\$142.00	\$127.00	\$140.00	\$125.00
Enterprise Content Management (ECM) Administrator	\$100.00	\$85.00	\$105.00	\$90.00	\$103.00	\$87.00	\$100.00	\$85.00
ETL Tool Developer	\$115.00	\$99.00	\$120.00	\$104.00	\$117.00	\$101.00	\$115.00	\$99.00
Front End Web Developer	\$100.00	\$85.00	\$105.00	\$90.00	\$102.00	\$87.00	\$100.00	\$85.00
Information Security Specialist	\$130.00	\$115.00	\$136.00	\$120.00	\$133.00	\$117.00	\$130.00	\$115.00
Infrastructure Engineer	\$95.00	\$80.00	\$100.00	\$85.00	\$97.00	\$82.00	\$95.00	\$80.00
Infrastructure Architect	\$125.00	\$106.00	\$130.00	\$110.00	\$128.00	\$98.00	\$125.00	\$106.00
Integrated Workplace Management System (IWMS) Analyst	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
IT Governance SME	\$98.00	\$90.00	\$103.00	\$95.00	\$100.00	\$92.00	\$98.00	\$90.00
IT Infrastructure SME	\$98.00	\$90.00	\$103.00	\$95.00	\$100.00	\$92.00	\$98.00	\$90.00
IT Program Manager	\$115.00	\$105.00	\$120.00	\$110.00	\$117.00	\$107.00	\$115.00	\$105.00

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
Network Administrator	\$89.00	\$74.00	\$94.00	\$79.00	\$91.00	\$76.00	\$89.00	\$74.00
Network Engineer	\$95.00	\$80.00	\$100.00	\$85.00	\$97.00	\$82.00	\$95.00	\$80.00
Programmer	\$100.00	\$85.00	\$105.00	\$90.00	\$102.00	\$87.00	\$100.00	\$85.00
Project Manager	\$105.00	\$100.00	\$115.00	\$105.00	\$112.00	\$104.00	\$105.00	\$100.00
Quality Assurance (QA) Analyst	\$80.00	\$65.00	\$90.00	\$70.00	\$87.00	\$67.00	\$80.00	\$65.00
Report Writer	\$115.00	\$99.00	\$120.00	\$104.00	\$117.00	\$101.00	\$115.00	\$99.00
SAP Basis Engineer	\$125.00	\$105.00	\$130.00	\$110.00	\$127.00	\$107.00	\$125.00	\$105.00
Security Analyst	\$100.00	\$85.00	\$105.00	\$90.00	\$103.00	\$87.00	\$100.00	\$85.00
Security Engineer	\$105.00	\$90.00	\$110.00	\$95.00	\$108.00	\$92.00	\$105.00	\$90.00
Senior Business Systems Analyst	\$98.00	\$90.00	\$103.00	\$95.00	\$100.00	\$92.00	\$98.00	\$90.00
Senior Project Manager	\$111.00	\$101.00	\$116.00	\$106.00	\$113.00	\$103.00	\$111.00	\$101.00
Senior Software Developer	\$108.00	\$93.00	\$113.00	\$98.00	\$110.00	\$95.00	\$108.00	\$93.00
Senior Technical Lead	\$118.00	\$103.00	\$123.00	\$108.00	\$120.00	\$105.00	\$118.00	\$103.00
Service Delivery Manager	\$115.00	\$105.00	\$120.00	\$110.00	\$117.00	\$107.00	\$115.00	\$105.00
Service Desk Analyst	\$75.00	\$60.00	\$80.00	\$65.00	\$77.00	\$62.00	\$75.00	\$60.00
Systems Administrator	\$75.00	\$60.00	\$80.00	\$65.00	\$77.00	\$62.00	\$75.00	\$60.00
Technical Analyst	\$77.00	\$62.00	\$82.00	\$67.00	\$79.00	\$64.00	\$77.00	\$62.00
Technical Lead	\$113.00	\$98.00	\$118.00	\$103.00	\$115.00	\$100.00	\$113.00	\$98.00
Technical Writer	\$88.00	\$83.00	\$95.00	\$90.00	\$92.00	\$87.00	\$88.00	\$83.00

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
Telecommunications Engineer	\$95.00	\$80.00	\$100.00	\$85.00	\$97.00	\$82.00	\$95.00	\$80.00
Trial Court Case Management System (CMS) Analyst	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Trial Court Case Management System (CMS) Integrator	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
User Experience (UX) and Graphic Designer		N/A	N/A	N/A	N/A	N/A	N/A	N/A
User Researcher	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Visual Designer	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Senior Audio-Visual Technician	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Audio Visual Technician	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A

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: 

2. PRICE ASSUMPTIONS

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

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

Security Analyst	N/A
Security Engineer	N/A
Senior Business Systems Analyst	N/A
Senior Project Manager	N/A
Senior Software Developer	N/A
Senior Technical Lead	N/A
Service Delivery Manager	N/A
Service Desk Analyst	N/A
Systems Administrator	N/A
Technical Analyst	N/A
Technical Lead	N/A
Technical Writer	N/A
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
Senior Audio-Visual Technician	N/A
Audio Visual Technician	N/A



SYSTEMSOFT[™]
TECHNOLOGIES

PROPOSAL SUBMITTED TO :

COST PROPOSAL

**JUDICIAL COUNCIL
OF CALIFORNIA**

**REQUEST FOR PROPOSALS
IT-2021-64-RB**

**INFORMATION TECHNOLOGY
CONSULTING MANAGED
SERVICES**

CONTACT:

David M. Quish
Director, Corporate Operations
(727) 723-0801 x327
david.q@sstech.us

3000 Bayport Drive, Suite 840
Tampa, Florida 33607
(727) 723-0801 x327

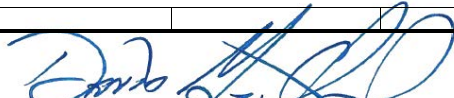
www.sstech.us



1 COST PROPOSAL

The completed Cost Proposal from System Soft Technologies LLC is attached to the subsequent pages.

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	Neha Desai								
Title	Financial Analyst								
Vendor Name	System Soft Technologies, LLC								
Physical Address	3000 Bayport Drive, Suite 840, Tampa, FL, 33607								
Email Address	neha.desai@sstech.us								
	Northern Region (Sacramento)		Bay Region		Central Region (Los Angeles)		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	\$106.25	\$89.25	\$125.00	\$105.00	\$118.75	\$99.75	\$112.50	\$94.50	
Application Architect	\$106.25	\$85.00	\$125.00	\$100.00	\$118.75	\$95.00	\$112.50	\$90.00	
Application Support Analyst	\$76.50	\$72.25	\$90.00	\$85.00	\$85.50	\$80.75	\$81.00	\$76.50	
Application Tester	\$68.00	\$63.75	\$80.00	\$75.00	\$76.00	\$71.25	\$72.00	\$67.50	
Back End Web Developer	\$93.50	\$80.75	\$110.00	\$95.00	\$104.50	\$90.25	\$99.00	\$85.50	
Business Processing Re-engineering	\$76.50	\$63.75	\$90.00	\$75.00	\$85.50	\$71.25	\$81.00	\$67.50	
Business Systems Analyst	\$76.50	\$68.00	\$90.00	\$80.00	\$85.50	\$76.00	\$81.00	\$72.00	
Cloud Architect	\$144.50	\$119.00	\$170.00	\$140.00	\$161.50	\$133.00	\$153.00	\$126.00	
Cloud Engineer	\$106.25	\$89.25	\$125.00	\$105.00	\$118.75	\$99.75	\$112.50	\$94.50	
Content Designer	\$76.50	\$72.25	\$90.00	\$85.00	\$85.50	\$80.75	\$81.00	\$76.50	
Content Strategist	\$85.00	\$68.00	\$100.00	\$80.00	\$95.00	\$76.00	\$90.00	\$72.00	
Data Analyst	\$76.50	\$63.75	\$90.00	\$75.00	\$85.50	\$71.25	\$81.00	\$67.50	
Data Engineer	\$89.25	\$72.25	\$105.00	\$85.00	\$99.75	\$80.75	\$94.50	\$76.50	
Data Modeler	\$80.75	\$72.25	\$95.00	\$85.00	\$90.25	\$80.75	\$85.50	\$76.50	
Data Scientist	\$119.00	\$110.50	\$140.00	\$130.00	\$133.00	\$123.50	\$126.00	\$117.00	
Database Administrator	\$89.25	\$80.75	\$105.00	\$95.00	\$99.75	\$90.25	\$94.50	\$85.50	
Delivery Manager	\$80.75	\$63.75	\$95.00	\$75.00	\$90.25	\$71.25	\$85.50	\$67.50	
Desktop Support Technician	\$55.25	\$42.50	\$65.00	\$50.00	\$61.75	\$47.50	\$58.50	\$45.00	
Enterprise Architect	\$148.75	\$131.75	\$175.00	\$155.00	\$166.25	\$147.25	\$157.50	\$139.50	
Enterprise Content Management (ECM) Administrator	\$72.25	\$63.75	\$85.00	\$75.00	\$80.75	\$71.25	\$76.50	\$67.50	
ETL Tool Developer	\$76.50	\$72.25	\$90.00	\$85.00	\$85.50	\$80.75	\$81.00	\$76.50	
Front End Web Developer	\$93.50	\$80.75	\$110.00	\$95.00	\$104.50	\$90.25	\$99.00	\$85.50	
Information Security Specialist	\$106.25	\$97.75	\$125.00	\$115.00	\$118.75	\$109.25	\$112.50	\$103.50	
Infrastructure Engineer	\$93.50	\$89.25	\$110.00	\$105.00	\$104.50	\$99.75	\$99.00	\$94.50	
Infrastructure Architect	\$144.50	\$123.25	\$170.00	\$145.00	\$161.50	\$137.75	\$153.00	\$130.50	
Integrated Workplace Management System (IWMS) Analyst	\$76.50	\$63.75	\$90.00	\$75.00	\$85.50	\$71.25	\$81.00	\$67.50	
IT Governance SME	\$106.25	\$85.00	\$125.00	\$100.00	\$118.75	\$95.00	\$112.50	\$90.00	
IT Infrastructure SME	\$102.00	\$102.00	\$120.00	\$120.00	\$114.00	\$114.00	\$108.00	\$108.00	
IT Program Manager	\$93.50	\$85.00	\$110.00	\$100.00	\$104.50	\$95.00	\$99.00	\$90.00	
Network Administrator	\$89.25	\$80.75	\$105.00	\$95.00	\$99.75	\$90.25	\$94.50	\$85.50	
Network Engineer	\$97.75	\$85.00	\$115.00	\$100.00	\$109.25	\$95.00	\$103.50	\$90.00	
Programmer	\$80.75	\$68.00	\$95.00	\$80.00	\$90.25	\$76.00	\$85.50	\$72.00	
Project Manager	\$85.00	\$68.00	\$100.00	\$80.00	\$95.00	\$76.00	\$90.00	\$72.00	
Quality Assurance (QA) Analyst	\$76.50	\$59.50	\$90.00	\$70.00	\$85.50	\$66.50	\$81.00	\$63.00	
Report Writer	\$68.00	\$55.25	\$80.00	\$65.00	\$76.00	\$61.75	\$72.00	\$58.50	
SAP Basis Engineer	\$102.00	\$93.50	\$120.00	\$110.00	\$114.00	\$104.50	\$108.00	\$99.00	

Job Classification	Northern Region (Sacramento)		Bay Region		Central Region (Los Angeles)		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	\$93.50	\$80.75	\$110.00	\$95.00	\$104.50	\$90.25	\$99.00	\$85.50
Security Engineer	\$123.25	\$102.00	\$145.00	\$120.00	\$137.75	\$114.00	\$130.50	\$108.00
Senior Business Systems Analyst	\$85.00	\$72.25	\$100.00	\$85.00	\$95.00	\$80.75	\$90.00	\$76.50
Senior Project Manager	\$106.25	\$93.50	\$125.00	\$110.00	\$118.75	\$104.50	\$112.50	\$99.00
Senior Software Developer	\$93.50	\$80.75	\$110.00	\$95.00	\$104.50	\$90.25	\$99.00	\$85.50
Senior Technical Lead	\$93.50	\$85.00	\$110.00	\$100.00	\$104.50	\$95.00	\$99.00	\$90.00
Service Delivery Manager	\$102.00	\$89.25	\$120.00	\$105.00	\$114.00	\$99.75	\$108.00	\$94.50
Service Desk Analyst	\$59.50	\$46.75	\$70.00	\$55.00	\$66.50	\$52.25	\$63.00	\$49.50
Systems Administrator	\$93.50	\$76.50	\$110.00	\$90.00	\$104.50	\$85.50	\$99.00	\$81.00
Technical Analyst	\$76.50	\$59.50	\$90.00	\$70.00	\$85.50	\$66.50	\$81.00	\$63.00
Technical Lead	\$89.25	\$85.00	\$105.00	\$100.00	\$99.75	\$95.00	\$94.50	\$90.00
Technical Writer	\$76.50	\$59.50	\$90.00	\$70.00	\$85.50	\$66.50	\$81.00	\$63.00
Telecommunications Engineer	\$106.25	\$80.75	\$125.00	\$95.00	\$118.75	\$90.25	\$112.50	\$85.50
Trial Court Case Management System (CMS) Analyst	\$93.50	\$80.75	\$110.00	\$95.00	\$104.50	\$90.25	\$99.00	\$85.50
Trial Court Case Management System (CMS) Integrator	\$114.75	\$102.00	\$135.00	\$120.00	\$128.25	\$114.00	\$121.50	\$108.00
User Experience (UX) and Graphic Designer	\$102.00	\$85.00	\$120.00	\$100.00	\$114.00	\$95.00	\$108.00	\$90.00
User Researcher	\$93.50	\$85.00	\$110.00	\$100.00	\$104.50	\$95.00	\$99.00	\$90.00
Visual Designer	\$80.75	\$68.00	\$95.00	\$80.00	\$90.25	\$76.00	\$85.50	\$72.00
Senior Audio Visual Technician	\$59.50	\$56.95	\$70.00	\$67.00	\$66.50	\$63.65	\$63.00	\$60.30
Audio Visual Technician	\$55.25	\$51.00	\$65.00	\$60.00	\$61.75	\$57.00	\$58.50	\$54.00
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)								
<div style="display: flex; justify-content: space-between; align-items: center;"> <div style="border: 1px solid black; padding: 5px;"> Authorized Proposer Signature: </div> <div style="text-align: center;">  <p>David M. Quish Director, Corporate Operations</p> </div> </div>								

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	Arman Dhar							
Title	Program Manager							
Vendor Name	TRYFACTA, INC.							
Physical Address	4637 Chabot Dr, Suite 100, Pleasanton, CA 94588							
Email Address	RFP@tryfacta.ai							
	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	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00
Application Architect	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00
Application Support Analyst	\$70.00	\$55.00	\$70.00	\$55.00	\$70.00	\$55.00	\$70.00	\$55.00
Application Tester	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00	\$70.00	\$60.00
Back End Web Developer	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00
Business Processing Re-engineering	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00
Business Systems Analyst	\$80.00	\$65.00	\$80.00	\$65.00	\$80.00	\$65.00	\$80.00	\$65.00
Cloud Architect	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00	\$115.00	\$95.00
Cloud Engineer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Content Designer	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00
Content Strategist	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00
Data Analyst	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00
Data Engineer	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00
Data Modeler	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00
Data Scientist	\$110.00	\$90.00	\$110.00	\$90.00	\$110.00	\$90.00	\$110.00	\$90.00
Database Administrator	\$85.00	\$70.00	\$85.00	\$70.00	\$85.00	\$70.00	\$85.00	\$70.00
Delivery Manager	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00
Desktop Support Technician	\$40.00	\$30.00	\$40.00	\$30.00	\$40.00	\$30.00	\$40.00	\$30.00
Enterprise Architect	\$110.00	\$90.00	\$110.00	\$90.00	\$110.00	\$90.00	\$110.00	\$90.00
Enterprise Content Management (ECM) Administrator	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00
ETL Tool Developer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Front End Web Developer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Information Security Specialist	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Infrastructure Engineer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Infrastructure Architect	\$120.00	\$100.00	\$120.00	\$100.00	\$120.00	\$100.00	\$120.00	\$100.00
Integrated Workplace Management System (IWMS) Analyst	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00
IT Governance SME	\$105.00	\$85.00	\$105.00	\$85.00	\$105.00	\$85.00	\$105.00	\$85.00
IT Infrastructure SME	\$105.00	\$85.00	\$105.00	\$85.00	\$105.00	\$85.00	\$105.00	\$85.00
IT Program Manager	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Network Administrator	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00	\$100.00	\$80.00
Network Engineer	\$80.00	\$65.00	\$80.00	\$65.00	\$80.00	\$65.00	\$80.00	\$65.00
Programmer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Project Manager	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Quality Assurance (QA) Analyst	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00
Report Writer	\$60.00	\$50.00	\$60.00	\$50.00	\$60.00	\$50.00	\$60.00	\$50.00
SAP Basis Engineer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Security Analyst	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Security Engineer	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$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
Senior Business Systems Analyst	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00	\$90.00	\$70.00
Senior Project Manager	\$110.00	\$90.00	\$110.00	\$90.00	\$110.00	\$90.00	\$110.00	\$90.00
Senior Software Developer	\$100.00	\$85.00	\$100.00	\$85.00	\$100.00	\$85.00	\$100.00	\$85.00
Senior Technical Lead	\$100.00	\$85.00	\$100.00	\$85.00	\$100.00	\$85.00	\$100.00	\$85.00
Service Delivery Manager	\$85.00	\$70.00	\$85.00	\$70.00	\$85.00	\$70.00	\$85.00	\$70.00
Service Desk Analyst	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00
Systems Administrator	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Technical Analyst	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00
Technical Lead	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00	\$85.00	\$65.00
Technical Writer	\$65.00	\$55.00	\$65.00	\$55.00	\$65.00	\$55.00	\$65.00	\$55.00
Telecommunications Engineer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
Trial Court Case Management System (CMS) Analyst	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00	\$75.00	\$60.00
Trial Court Case Management System (CMS) Integrator	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
User Experience (UX) and Graphic Designer	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00	\$95.00	\$75.00
User Researcher	\$70.00	\$55.00	\$70.00	\$55.00	\$70.00	\$55.00	\$70.00	\$55.00
Visual Designer	\$70.00	\$55.00	\$70.00	\$55.00	\$70.00	\$55.00	\$70.00	\$55.00
Senior Audio Visual Technician	\$40.00	\$30.00	\$40.00	\$30.00	\$40.00	\$30.00	\$40.00	\$30.00
Audio Visual Technician	\$30.00	\$25.00	\$30.00	\$25.00	\$30.00	\$25.00	\$30.00	\$25.00
<p>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)</p>								
<p>Authorized Proposer Signature: </p>								

Pricing Assumptions

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

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

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

IT Consulting Managed Services RFP

Information and Instructions Cost Proposal

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


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

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

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

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

IT Consulting Managed Services RFP									
Cost Response									
Instructions: Please fill out the green cells only. If you are not submitting cost for one or more classifications, please enter "No Bid" into the Hourly Rate fields.									
Vendor Contact Information									
Contact Name	Anisha Vataliya								
Title	President								
Vendor Name	vTech Solution Inc.								
Physical Address	1100 H Street, N.W. Suite 750 Washington DC 20005								
Email Address	rfp.vtech@vtechsolution.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	\$100.62	\$92.62	\$100.62	\$92.62	\$100.62	\$92.62	\$100.62	\$92.62	
Application Architect	\$90.25	\$82.25	\$90.25	\$82.25	\$90.25	\$82.25	\$90.25	\$82.25	
Application Support Analyst	\$70.42	\$62.42	\$70.42	\$62.42	\$70.42	\$62.42	\$70.42	\$62.42	
Application Tester	\$70.96	\$62.96	\$70.96	\$62.96	\$70.96	\$62.96	\$70.96	\$62.96	
Back End Web Developer	\$70.58	\$62.58	\$70.58	\$62.58	\$70.58	\$62.58	\$70.58	\$62.58	
Business Processing Re-engineering	\$90.04	\$82.04	\$90.04	\$82.04	\$90.04	\$82.04	\$90.04	\$82.04	
Business Systems Analyst	\$90.08	\$82.08	\$90.08	\$82.08	\$90.08	\$82.08	\$90.08	\$82.08	
Cloud Architect	\$100.64	\$92.64	\$100.64	\$92.64	\$100.64	\$92.64	\$100.64	\$92.64	
Cloud Engineer	\$100.64	\$92.64	\$100.64	\$92.64	\$100.64	\$92.64	\$100.64	\$92.64	
Content Designer	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25	
Content Strategist	\$59.25	\$51.25	\$59.25	\$51.25	\$59.25	\$51.25	\$59.25	\$51.25	
Data Analyst	\$75.59	\$67.59	\$75.59	\$67.59	\$75.59	\$67.59	\$75.59	\$67.59	
Data Engineer	\$85.64	\$77.64	\$85.64	\$77.64	\$85.64	\$77.64	\$85.64	\$77.64	
Data Modeler	\$85.59	\$77.59	\$85.59	\$77.59	\$85.59	\$77.59	\$85.59	\$77.59	
Data Scientist	\$95.99	\$87.99	\$95.99	\$87.99	\$95.99	\$87.99	\$95.99	\$87.99	
Database Administrator	\$90.64	\$82.64	\$90.64	\$82.64	\$90.64	\$82.64	\$90.64	\$82.64	
Delivery Manager	\$65.11	\$57.11	\$65.11	\$57.11	\$65.11	\$57.11	\$65.11	\$57.11	
Desktop Support Technician	\$55.25	\$47.25	\$55.25	\$47.25	\$55.25	\$47.25	\$55.25	\$47.25	
Enterprise Architect	\$70.35	\$62.35	\$70.35	\$62.35	\$70.35	\$62.35	\$70.35	\$62.35	
Enterprise Content Management (ECM) Administrator	\$65.58	\$57.58	\$65.58	\$57.58	\$65.58	\$57.58	\$65.58	\$57.58	
ETL Tool Developer	\$75.64	\$67.64	\$75.64	\$67.64	\$75.64	\$67.64	\$75.64	\$67.64	
Front End Web Developer	\$70.58	\$62.58	\$70.58	\$62.58	\$70.58	\$62.58	\$70.58	\$62.58	
Information Security Specialist	\$78.52	\$70.52	\$78.52	\$70.52	\$78.52	\$70.52	\$78.52	\$70.52	
Infrastructure Engineer	\$85.52	\$77.52	\$85.52	\$77.52	\$85.52	\$77.52	\$85.52	\$77.52	
Infrastructure Architect	\$90.52	\$82.52	\$90.52	\$82.52	\$90.52	\$82.52	\$90.52	\$82.52	
Integrated Workplace Management System (IWMS) Analyst	\$80.58	\$72.58	\$80.58	\$72.58	\$80.58	\$72.58	\$80.58	\$72.58	
IT Governance SME	\$80.25	\$72.25	\$80.25	\$72.25	\$80.25	\$72.25	\$80.25	\$72.25	
IT Infrastructure SME	\$80.25	\$72.25	\$80.25	\$72.25	\$80.25	\$72.25	\$80.25	\$72.25	
IT Program Manager	\$85.25	\$77.25	\$85.25	\$77.25	\$85.25	\$77.25	\$85.25	\$77.25	
Network Administrator	\$65.39	\$57.39	\$65.39	\$57.39	\$65.39	\$57.39	\$65.39	\$57.39	
Network Engineer	\$70.53	\$62.53	\$70.53	\$62.53	\$70.53	\$62.53	\$70.53	\$62.53	
Programmer	\$78.06	\$70.06	\$78.06	\$70.06	\$78.06	\$70.06	\$78.06	\$70.06	
Project Manager	\$95.08	\$87.08	\$95.08	\$87.08	\$95.08	\$87.08	\$95.08	\$87.08	
Quality Assurance (QA) Analyst	\$63.25	\$55.25	\$63.25	\$55.25	\$63.25	\$55.25	\$63.25	\$55.25	
Report Writer	\$60.92	\$52.92	\$60.92	\$52.92	\$60.92	\$52.92	\$60.92	\$52.92	

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	\$85.63	\$77.63	\$85.63	\$77.63	\$85.63	\$77.63	\$85.63	\$77.63
Security Analyst	\$90.18	\$82.18	\$90.18	\$82.18	\$90.18	\$82.18	\$90.18	\$82.18
Security Engineer	\$90.18	\$82.18	\$90.18	\$82.18	\$90.18	\$82.18	\$90.18	\$82.18
Senior Business Systems Analyst	\$95.25	\$87.25	\$95.25	\$87.25	\$95.25	\$87.25	\$95.25	\$87.25
Senior Project Manager	\$95.25	\$87.25	\$95.25	\$87.25	\$95.25	\$87.25	\$95.25	\$87.25
Senior Software Developer	\$95.25	\$87.25	\$95.25	\$87.25	\$95.25	\$87.25	\$95.25	\$87.25
Senior Technical Lead	\$75.06	\$67.06	\$75.06	\$67.06	\$75.06	\$67.06	\$75.06	\$67.06
Service Delivery Manager	\$70.06	\$62.06	\$70.06	\$62.06	\$70.06	\$62.06	\$70.06	\$62.06
Service Desk Analyst	\$50.48	\$42.48	\$50.48	\$42.48	\$50.48	\$42.48	\$50.48	\$42.48
Systems Administrator	\$64.39	\$56.39	\$64.39	\$56.39	\$64.39	\$56.39	\$64.39	\$56.39
Technical Analyst	\$70.25	\$62.25	\$70.25	\$62.25	\$70.25	\$62.25	\$70.25	\$62.25
Technical Lead	\$70.25	\$62.25	\$70.25	\$62.25	\$70.25	\$62.25	\$70.25	\$62.25
Technical Writer	\$70.92	\$62.92	\$70.92	\$62.92	\$70.92	\$62.92	\$70.92	\$62.92
Telecommunications Engineer	\$75.25	\$67.25	\$75.25	\$67.25	\$75.25	\$67.25	\$75.25	\$67.25
Trial Court Case Management System (CMS) Analyst	\$65.92	\$57.92	\$65.92	\$57.92	\$65.92	\$57.92	\$65.92	\$57.92
Trial Court Case Management System (CMS) Integrator	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25
User Experience (UX) and Graphic Designer	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25
User Researcher	\$65.92	\$57.92	\$65.92	\$57.92	\$65.92	\$57.92	\$65.92	\$57.92
Visual Designer	\$70.25	\$62.25	\$70.25	\$62.25	\$70.25	\$62.25	\$70.25	\$62.25
Senior Audio Visual Technician	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25	\$65.25	\$57.25
Audio Visual Technician	\$60.25	\$52.25	\$60.25	\$52.25	\$60.25	\$52.25	\$60.25	\$52.25
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	None
Application Architect	None
Application Support Analyst	None
Application Tester	None
Back End Web Developer	None
Business Processing Re-engineering	None
Business Systems Analyst	None
Cloud Architect	None
Cloud Engineer	None
Content Designer	None
Content Strategist	None
Data Analyst	None
Data Engineer	None
Data Modeler	None
Data Scientist	None
Database Administrator	None
Delivery Manager	None
Desktop Support Technician	None
Enterprise Architect	None
Enterprise Content Management (ECM) Administrator	None
ETL Tool Developer	None
Front End Web Developer	None
Information Security Specialist	None
Infrastructure Engineer	None
Infrastructure Architect	None
Integrated Workplace Management System (IWMS) Analyst	None
IT Governance SME	None
IT Infrastructure SME	None
IT Program Manager	None
Network Administrator	None
Network Engineer	None
Programmer	None
Project Manager	None
Quality Assurance (QA) Analyst	None
Report Writer	None

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