Cost Proposal by Virtelligence, Inc.

Points for this Criterion: 50 Points (out of 100 possible points)

Proposal Requirements: Proposer must propose a discount structure to be applied to invoices under a master agreement based on the number of concurrent Work Orders awarded to proposer under that master agreement, if awarded. In addition, proposers must propose overhead and profit mark-up rates when the placement is an employee or independent contractor of the proposer, as well as, mark-up rates to be applied should proposer use a subcontracted company/firm to fill Key Personnel placements. Proposer must propose the maximum hourly rate for each of the classifications that may be awarded under this master agreement.

Proposer must complete the following:

Part I – Discount Structure: Proposers must propose and fill-in a discount rate percentage in each tier for concurrent placements in individual Work Orders issued under an awarded master agreement. The discount rates will be incorporated into the master agreement, if awarded.

	Number of Concurrent Placements in Individual Work Orders Issued Under an Awarded Master Agreement				
	1-3	**4-6**	**7-10**	**11-14**	**15+**
Percent (%) Discount to be Applied to Work Order(s)	0	0.5%	1%	2%	3%

	Proposer's Mark-up Rates			
	Initial Term 7/1/21 – 6/30/23	**1st Option Term 7/1/23 – 6/30/24**	**2nd Option Term 7/1/24 – 6/30/25**	**3rd Option Term 7/1/25 – 6/30/26**
Percent (%) Allocated to Proposer's Overhead*	[redacted]	[redacted]	[redacted]	[redacted]
[redacted]	[redacted]	[redacted]	[redacted]	[redacted]
Total Mark-up	43%	44%	46%	47%

Part III – Subcontractor Mark-up: In the event proposer uses a subcontracted company/firm to supply Key Personnel for a Work Order, the fully burdened labor rate will only include the hourly rate proposer pays to Key Personnel plus proposer's mark-up percentage rate for using a subcontracted firm. Proposers must propose and fill-in mark-up percentages for subcontracted companies/firms for each term of a prospective Master Agreement. Proposer's subcontractor mark-up will be incorporated into the master agreement, if awarded.

	Mark-up Rates for Proposer's Subcontracted Firms			
	Initial Term 7/1/21 – 6/30/23	**1st Option Term 7/1/23 – 6/30/24**	**2nd Option Term 7/1/24 – 6/30/25**	**3rd Option Term 7/1/25 – 6/30/26**
Mark-up Rate for using Subcontracted Firm	15%	15%	16%	16%

Position	Maximum Hourly Rate for Initial Term 7/1/21 – 6/30/23
Applications IT Architect	$125
Application Support Analyst	$85
Application Tester	$65
Application Testing Lead	$75
Business Applications Analyst	$85
Sr. Business Applications Analyst	$90
Business Systems Analyst	$90
Sr. Business Systems Analyst	$95
Data Modeler	$80
Data Scientist	$90
Database Administrator	$95
Enterprise IT Architect	$125
Infrastructure/Operations IT Architect	$120
IT Developer	$115
IT Developer Lead	$120
IT Governance Subject Matter Expert	$110
IT Infrastructure Subject Matter Expert	$110
IT Program Manager	$120
IT Project Manager	$110
Network Engineer	$90
Quality Assurance Analyst	$70
Release Analyst	$90
Release Manager Report Writer	$85

Security Analyst	**$130**
Service Delivery Manager	**$120**
Technical Analyst	**$90**
Sr. Technical Analyst	**$95**
Technical Construction Analyst	**$90**
Technical Writer	**$70**
TIBCO Development Engineer	**$120**