

Carahsoft's Response to the

## State of California: Judicial Council of California



### Request for Proposal

### Phoenix SAP System Integration Support

Solicitation Number: RFP-TCAS-2026-202-RB

### COST PROPOSAL

March 20, 2026

### Solution Provided By



#### Carahsoft Technology Corporation

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## 8.2 COST PORTION

Submit your Cost Proposal in the format of the form attached in the RFP as “**Attachment 14** Cost Proposal.”

The following information must be included in the cost proposal:

- i. For all types of the consultant positions described (See Sections 2.2.1.2 and 2.2.2.2), provide a firm fixed hourly rate for each position that the Judicial Council will be charged for the performance of the consultant’s services. 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 Judicial Council. In the case of “SAP Specialist Other”, it is not expected that any individual might possess many or more than one of the skills. However, for the purposes of proposal, the Judicial Council expects a single rate that would cover a specialist in any existing or emerging SAP or related 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 nearest quarter (.25) hour.
- ii. 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 consultant positions, (20 specific rates are required, as shown in the template in **Attachment 14** - Cost Proposal Submission Form. Failure to do so will render your Proposal non-responsive.
- iii. The rates you quote will not be subject to change during the 3-year term of the Agreement. Be advised that the Judicial Council does not pay at a higher rate for overtime, weekend, or holiday work and does not include any provisions to this effect on 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.
- iv. 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 (**June 8, 2026, to June 30, 2029**) resulting from this RFP, it shall be subject to the Judicial Council’s then current Travel and Living Expense Guidelines.
- v. 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 (**TOTAL COMPENSATION: 12-month % change (NSA) – State and Local Government Workers**) for total compensation, for private industry

**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**

*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 the prior year. Except for such rate increases, rates shall remain firm fixed for the duration of the option term.*

Please find a completed **Attachment 14 - Cost Proposal Submission Form** on the following page.

**ATTACHMENT 14**  
**COST PROPOSAL SUBMISSION FORM**

Name of Your Organization: Carahsoft Technology Corporation.

Job Title	Rate in USD per Hour*	
	Senior Resource	Less-senior Resource
<b>Currently Utilized Resource Consultants:</b>		
SAP Financial Functional Analyst	\$225.26	\$162.11
SAP HCM Functional Analyst	\$177.89	\$127.37
SAP Technical Consultant	\$191.58	\$137.89
SAP Basis Consultant	\$210.53	\$152.63
<b>Additional Consultant Resources:</b>		
SAP Project Manager	\$160.00	\$114.74
SAP Quality Assurance Analyst	\$218.95	\$157.89
OCM/Training Consultant	\$121.05	\$67.37
SAP Business Warehouse Architect/Developer	\$190.53	\$136.84
SAP Security Analyst	\$221.05	\$157.89
SAP Specialist Other	\$192.63	\$138.95

**Note: Unless a rare exception is granted by the Judicial Council, consultants for each category will work within the continental United States.**

\* 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

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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 may 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.

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 nearest quarter (.25) hour. For example, if a consultant works for 1 hour 15 minutes, billing should be for no more than 1.25 hours. If a consultant works for 1 hour 25 minutes, billing should be for no more than 1.5 hours.