

LanceSoft Inc.

Proposal Submitted For



RFP-TCAS-2026-202RB: Phoenix SAP System Integration Support

Submitted By:
LanceSoft, Inc.

2121 Cooperative Way, Suite 130
Herndon, VA 20171
Phone: 703-674-4500
Fax: 703-935-0339

Submitted To:

Judicial Council of California
455 Golden Gate Avenue, 6th Floor
San Francisco, CA 94102-3688

POC: Prashant Arni

Phone: 703-674-4565

Email: marketing@lancesoft.com

CAGE Code: 4AUM9

DUNS: 154610971

TIN: 54-1974095

Business Size: Minority Owned
Business Enterprise (MBE)



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2121 Cooperative Way, Suite 130
Herndon, VA 20171



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COVER LETTER



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20-Mar-26

To

Judicial Council of California
455 Golden Gate Avenue, 6th Floor
San Francisco, CA 94102-3688

Subject: Response to Judicial Council of California – RFP-TCAS-2026-202RB: Phoenix SAP System Integration Support

LanceSoft Inc. is pleased to submit its proposal through our response to Judicial Council of California (Judicial Council) – RFP-TCAS-2026-202RB: Phoenix SAP System Integration Support

Our offer, in response to the above proposal, is 100 percent compliant with all requirements and in many cases, we exceed the requirements to provide the Judicial Council with a high-value solution to the requirement.

LanceSoft states acceptance of all solicitation terms, conditions, and provisions. This offer shall remain valid for a period of 120 days. We hereby acknowledge that we have read and understood the RFP and Q&A issued in response to this solicitation from the Judicial Council.

Established in 2000, LanceSoft is a privately-owned S corporation, headquartered at 2121 Cooperative Way, Suite 130, Herndon, VA, and the federal tax identification number is 54-1974095. LanceSoft has 26+ years of experience in providing SAP and IT staffing services and solutions to a diverse base of clients across various domains and geographies.

I, the undersigned, Prashant Arni, Sr. VP-Delivery and Operations of LanceSoft. I am authorized to sign the enclosed offer and will be the designated representative for purposes of this RFP and an authorized negotiator for a contract resulting from this offer. You may reach me at 703-674-4565 phone, 703-935-0339 fax, or via e-mail at marketing@lancesoft.com.

We now look forward to associate with the Judicial Council for a long-term and mutually beneficial business relation. Should you require any further information, we shall be pleased to provide the same.

Respectfully,

Prashant Arni,
Sr. VP-Delivery and Operations,
LanceSoft, Inc.



8.2 COST PROPOSAL

LanceSoft has completed the Cost Proposal in accordance with the format provided in the RFP, Attachment 14 Cost Proposal. All required information has been filled in and submitted as instructed.

Attachment 14 – Cost Proposal Submission Form

RFP Title: Phoenix SAP System Integration Support
RFP Number: TCAS-2026-202-RB

ATTACHMENT 14 COST PROPOSAL SUBMISSION FORM

Name of Your Organization: LanceSoft, Inc.

Job Title	Rate in USD per Hour*	
	Senior Resource	Less-senior Resource
Currently Utilized Resource Consultants:		
SAP Financial Functional Analyst	156.00	117.00
SAP HCM Functional Analyst	143.00	104.00
SAP Technical Consultant	162.50	117.00
SAP Basis Consultant	143.00	110.50
Additional Consultant Resources:		
SAP Project Manager	182.00	130.00
SAP Quality Assurance Analyst	130.00	104.00
OCM/Training Consultant	143.00	110.50
SAP Business Warehouse Architect/Developer	162.50	123.50
SAP Security Analyst	188.50	130.00
SAP Specialist Other	143.00	110.50

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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RFP Title: Phoenix SAP System Integration Support
RFP Number: TCAS-2025-202-RB

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.