

Consulting and Technical Services Plus (CATS+)
Labor Rates

Attachment F-A1- Labor Rate Schedule													
Record the fully loaded, all inclusive hourly labor rates chargeable during each contract year for the labor categories delineated and defined in Section 2.10 of the RFP													
#	LABOR CATEGORY	HOURLY LABOR RATES CONTRACT YEAR											
		Year 1 Offeror Price	Year 2 Offeror Price	Year 3 Offeror Price	Year 4 Offeror Price	Year 5 Offeror Price	Year 6 Offeror Price	Year 7 Offeror Price	Year 8 Offeror Price	Year 9 Offeror Price	Year 10 Offeror Price	Year 11 Offeror Price	Year 12 Offeror Price
46	Accountant, Cost (Senior)	\$ 244.00	\$ 268.40	\$ 295.24	\$ 324.76	\$ 357.24	\$ 392.96	\$ 432.28	\$ 475.49	\$ 523.04	\$ 575.34	\$ 632.87	\$ 696.18
47	Administrator, Systems	\$ 180.00	\$ 196.00	\$ 217.60	\$ 239.58	\$ 263.54	\$ 289.89	\$ 318.68	\$ 350.77	\$ 385.85	\$ 424.43	\$ 466.87	\$ 513.56
1	Analyst, Computer Software/Integration (Senior)	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
9	Analyst, Computer Systems (Junior)	\$ 160.00	\$ 178.00	\$ 193.60	\$ 212.96	\$ 234.26	\$ 257.68	\$ 283.45	\$ 311.79	\$ 342.97	\$ 377.27	\$ 415.00	\$ 456.50
8	Analyst, Computer Systems (Senior)	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
68	Analyst, Financial	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
67	Analyst, Financial (Senior)	\$ 230.00	\$ 253.00	\$ 278.30	\$ 306.13	\$ 336.74	\$ 370.42	\$ 407.48	\$ 448.20	\$ 493.03	\$ 542.33	\$ 596.56	\$ 656.22
84	Analyst, Research	\$ 185.00	\$ 203.50	\$ 223.65	\$ 246.24	\$ 270.66	\$ 297.94	\$ 327.74	\$ 360.51	\$ 396.56	\$ 436.22	\$ 479.84	\$ 527.63
37	Analyst, Systems (Senior)	\$ 205.00	\$ 225.50	\$ 248.05	\$ 272.66	\$ 300.14	\$ 330.15	\$ 363.17	\$ 399.49	\$ 439.44	\$ 483.38	\$ 531.72	\$ 584.89
17	Application Developer, Advanced Technology	\$ 250.00	\$ 275.00	\$ 302.50	\$ 332.75	\$ 368.03	\$ 402.63	\$ 442.89	\$ 487.18	\$ 535.90	\$ 589.49	\$ 648.44	\$ 713.28
18	Application Developer, Advanced Technology (Senior)	\$ 265.00	\$ 291.50	\$ 320.65	\$ 352.72	\$ 387.99	\$ 428.79	\$ 469.48	\$ 516.41	\$ 568.05	\$ 624.86	\$ 687.34	\$ 756.08
11	Applications Development Expert	\$ 275.00	\$ 302.50	\$ 332.75	\$ 368.03	\$ 402.63	\$ 442.89	\$ 487.18	\$ 535.90	\$ 589.49	\$ 648.44	\$ 713.28	\$ 784.61
10	Applications Programmer	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
82	Archaeologist/ Historic Preservation Specialist	\$ 425.00	\$ 467.50	\$ 514.25	\$ 565.68	\$ 622.24	\$ 684.47	\$ 752.91	\$ 828.20	\$ 911.03	\$ 1,002.13	\$ 1,102.34	\$ 1,212.57
40	Architect, Application (Senior)	\$ 265.00	\$ 291.50	\$ 320.65	\$ 352.72	\$ 387.99	\$ 428.79	\$ 469.48	\$ 516.41	\$ 568.05	\$ 624.86	\$ 687.34	\$ 756.08
38	Architect, Information Technology (Senior)	\$ 275.00	\$ 302.50	\$ 332.75	\$ 368.03	\$ 402.63	\$ 442.89	\$ 487.18	\$ 535.90	\$ 589.49	\$ 648.44	\$ 713.28	\$ 784.61
81	Architect, Internet/Web	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.38	\$ 398.60	\$ 438.46	\$ 482.31	\$ 530.54	\$ 583.56	\$ 641.95
83	Architect, Systems (Senior)	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
84	Architect, Systems Design	\$ 250.00	\$ 275.00	\$ 302.50	\$ 332.75	\$ 368.03	\$ 402.63	\$ 442.89	\$ 487.18	\$ 535.90	\$ 589.49	\$ 648.44	\$ 713.28
83	Architectural Historian	\$ 425.00	\$ 467.50	\$ 514.25	\$ 565.68	\$ 622.24	\$ 684.47	\$ 752.91	\$ 828.20	\$ 911.03	\$ 1,002.13	\$ 1,102.34	\$ 1,212.57
110	Audit Manager	\$ 180.00	\$ 178.00	\$ 193.60	\$ 212.96	\$ 234.26	\$ 257.68	\$ 283.45	\$ 311.79	\$ 342.97	\$ 377.27	\$ 415.00	\$ 456.50
111	Audit Supervisor	\$ 130.00	\$ 143.00	\$ 157.30	\$ 173.03	\$ 190.33	\$ 208.37	\$ 230.30	\$ 253.33	\$ 278.67	\$ 306.53	\$ 337.19	\$ 370.81
69	Auditor, IT (Senior)	\$ 205.00	\$ 225.50	\$ 248.05	\$ 272.66	\$ 300.14	\$ 330.15	\$ 363.17	\$ 399.49	\$ 439.44	\$ 483.38	\$ 531.72	\$ 584.89
112	Auditor, Lead	\$ 185.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.69	\$ 389.06	\$ 427.97	\$ 470.78
78	Auditor (Senior)	\$ 230.00	\$ 253.00	\$ 278.30	\$ 306.13	\$ 336.74	\$ 370.42	\$ 407.48	\$ 448.20	\$ 493.03	\$ 542.33	\$ 596.56	\$ 656.22
113	Auditor, Staff	\$ 140.00	\$ 154.00	\$ 169.40	\$ 186.34	\$ 204.97	\$ 225.47	\$ 248.02	\$ 272.82	\$ 300.10	\$ 330.11	\$ 363.12	\$ 399.44
72	Business Process Consultant (Senior)	\$ 240.00	\$ 264.00	\$ 290.40	\$ 319.44	\$ 351.36	\$ 386.52	\$ 425.17	\$ 467.69	\$ 514.48	\$ 565.81	\$ 622.50	\$ 684.75
62	Computer Graphics Illustrator	\$ 180.00	\$ 178.00	\$ 193.60	\$ 212.96	\$ 234.26	\$ 257.68	\$ 283.45	\$ 311.79	\$ 342.97	\$ 377.27	\$ 415.00	\$ 456.50
34	Computer Operations Center Specialist	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.69	\$ 389.06	\$ 427.97	\$ 470.78
38	Computer Operations Research Analyst	\$ 175.00	\$ 192.50	\$ 211.75	\$ 232.83	\$ 256.22	\$ 281.84	\$ 310.02	\$ 341.03	\$ 375.13	\$ 412.64	\$ 453.90	\$ 499.30
42	Computer Operator	\$ 150.00	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.69	\$ 389.06	\$ 427.97
41	Computer Operator (Senior)	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.69	\$ 389.06	\$ 427.97	\$ 470.78
16	Computer Programmer (Junior)	\$ 155.00	\$ 170.50	\$ 187.55	\$ 206.31	\$ 226.94	\$ 249.63	\$ 274.59	\$ 302.05	\$ 332.28	\$ 365.48	\$ 402.03	\$ 442.23

COMPANY NAME: Xerox Corporation
 CONTRACT POC: Herb Jenkins, Account General Manager
 ADDRESS: 7160 Riverwood Drive
 Columbia, MD 21046
 OFFICE NUMBER: 410.461.1227
 FAX NUMBER:



Account General Manager
TITLE

Consulting and Technical Services Plus (CATS+)
Labor Rates

Attachment F-A1- Labor Rate Schedule

Record the fully loaded, all inclusive hourly labor rates chargeable during each contract year for the labor categories delineated and defined in Section 2.10 of the RFP

#	LABOR CATEGORY	HOURLY LABOR RATES CONTRACT YEAR*											
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
14	Computer Programmer (Senior)	\$ 210.00	\$ 231.00	\$ 254.10	\$ 279.51	\$ 307.46	\$ 336.21	\$ 372.03	\$ 409.23	\$ 450.15	\$ 495.17	\$ 544.69	\$ 599.15
7	Computer Specialist	\$ 170.00	\$ 187.00	\$ 205.70	\$ 226.27	\$ 248.90	\$ 273.79	\$ 301.17	\$ 331.28	\$ 364.41	\$ 400.85	\$ 440.94	\$ 485.03
8	Computer Specialist (Senior)	\$ 175.00	\$ 192.50	\$ 211.75	\$ 232.93	\$ 256.22	\$ 281.84	\$ 310.02	\$ 341.03	\$ 375.13	\$ 412.64	\$ 453.90	\$ 499.30
13	Computer Systems Programmer	\$ 195.00	\$ 214.50	\$ 235.95	\$ 259.55	\$ 285.50	\$ 314.05	\$ 345.45	\$ 380.00	\$ 418.00	\$ 459.60	\$ 505.78	\$ 556.36
12	Computer Systems Programmer (Senior)	\$ 210.00	\$ 231.00	\$ 254.10	\$ 279.51	\$ 307.46	\$ 336.21	\$ 372.03	\$ 409.23	\$ 450.15	\$ 495.17	\$ 544.69	\$ 599.15
23	Database Management Specialist (Junior)	\$ 175.00	\$ 192.50	\$ 211.75	\$ 232.93	\$ 256.22	\$ 281.84	\$ 310.02	\$ 341.03	\$ 375.13	\$ 412.64	\$ 453.90	\$ 499.30
22	Database Management Specialist (Senior)	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.38	\$ 399.60	\$ 438.48	\$ 482.31	\$ 530.54	\$ 583.59	\$ 641.95
31	Database Manager	\$ 205.00	\$ 225.50	\$ 248.05	\$ 272.86	\$ 300.14	\$ 330.15	\$ 363.17	\$ 399.49	\$ 439.44	\$ 483.38	\$ 531.72	\$ 584.89
44	Documentation Specialist	\$ 135.00	\$ 148.50	\$ 163.35	\$ 179.69	\$ 197.65	\$ 217.42	\$ 239.18	\$ 263.08	\$ 289.38	\$ 318.32	\$ 350.18	\$ 385.17
87	Electrician, Journeyman	\$ 380.00	\$ 418.00	\$ 459.60	\$ 505.78	\$ 556.36	\$ 611.98	\$ 673.19	\$ 740.51	\$ 814.58	\$ 896.02	\$ 985.62	\$ 1,084.18
96	Electrician, Licensed Master	\$ 430.00	\$ 473.00	\$ 520.30	\$ 572.33	\$ 629.56	\$ 692.52	\$ 761.77	\$ 837.95	\$ 921.74	\$ 1,013.92	\$ 1,115.31	\$ 1,226.84
99	Electricians Helper	\$ 325.00	\$ 357.50	\$ 393.25	\$ 432.58	\$ 475.83	\$ 523.42	\$ 575.76	\$ 633.33	\$ 696.67	\$ 766.33	\$ 842.97	\$ 927.26
101	Engineer, Facility Operations	\$ 125.00	\$ 137.50	\$ 151.25	\$ 166.38	\$ 183.01	\$ 201.31	\$ 221.45	\$ 243.59	\$ 267.95	\$ 294.74	\$ 324.22	\$ 356.84
19	Engineer, Information	\$ 190.00	\$ 209.00	\$ 229.60	\$ 252.89	\$ 278.18	\$ 306.00	\$ 336.60	\$ 370.28	\$ 407.28	\$ 448.01	\$ 492.81	\$ 542.09
18	Engineer, Information (Senior)	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.38	\$ 399.60	\$ 438.48	\$ 482.31	\$ 530.54	\$ 583.59	\$ 641.95
42	Engineer, Information Security	\$ 170.00	\$ 187.00	\$ 205.70	\$ 226.27	\$ 248.90	\$ 273.79	\$ 301.17	\$ 331.28	\$ 364.41	\$ 400.85	\$ 440.94	\$ 485.03
33	Engineer, Interdisciplinary	\$ 180.00	\$ 198.00	\$ 217.80	\$ 239.58	\$ 263.54	\$ 289.89	\$ 318.88	\$ 350.77	\$ 395.85	\$ 424.43	\$ 466.87	\$ 513.56
32	Engineer, Interdisciplinary (Senior)	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.38	\$ 399.60	\$ 438.48	\$ 482.31	\$ 530.54	\$ 583.59	\$ 641.95
42	Engineer, Network (Junior)	\$ 180.00	\$ 198.00	\$ 217.80	\$ 239.58	\$ 263.54	\$ 289.89	\$ 318.88	\$ 350.77	\$ 395.85	\$ 424.43	\$ 466.87	\$ 513.56
81	Engineer, Network (Senior)	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
88	Engineer, Network Security	\$ 190.00	\$ 209.00	\$ 229.60	\$ 252.89	\$ 278.18	\$ 306.00	\$ 336.60	\$ 370.28	\$ 407.28	\$ 448.01	\$ 492.81	\$ 542.09
88	Engineer, Radio Frequency	\$ 190.00	\$ 209.00	\$ 229.60	\$ 252.89	\$ 278.18	\$ 306.00	\$ 336.60	\$ 370.28	\$ 407.28	\$ 448.01	\$ 492.81	\$ 542.09
31	Engineer, Software	\$ 165.00	\$ 181.50	\$ 199.85	\$ 219.82	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.89	\$ 389.06	\$ 427.97	\$ 470.78
101	Engineer, Stationary	\$ 195.00	\$ 214.50	\$ 235.95	\$ 259.55	\$ 285.50	\$ 314.05	\$ 345.45	\$ 380.00	\$ 418.00	\$ 459.60	\$ 505.78	\$ 556.36
30	Engineer, Systems	\$ 180.00	\$ 198.00	\$ 217.80	\$ 239.58	\$ 263.54	\$ 289.89	\$ 318.88	\$ 350.77	\$ 395.85	\$ 424.43	\$ 466.87	\$ 513.56
29	Engineer, Systems (Senior)	\$ 205.00	\$ 225.50	\$ 248.05	\$ 272.86	\$ 300.14	\$ 330.15	\$ 363.17	\$ 399.49	\$ 439.44	\$ 483.38	\$ 531.72	\$ 584.89
65	Engineer, Systems Design	\$ 235.00	\$ 258.50	\$ 284.35	\$ 312.79	\$ 344.06	\$ 378.47	\$ 416.32	\$ 457.95	\$ 503.74	\$ 554.12	\$ 609.53	\$ 670.48
89	Facilities Engineering Manager	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.82
106	Facilities Specialist Level I	\$ 75.00	\$ 82.50	\$ 90.75	\$ 99.83	\$ 109.81	\$ 120.78	\$ 132.87	\$ 144.15	\$ 156.77	\$ 170.85	\$ 186.53	\$ 203.98
104	Facilities Specialist Level II	\$ 85.00	\$ 93.50	\$ 102.65	\$ 113.14	\$ 124.45	\$ 136.89	\$ 150.58	\$ 165.64	\$ 182.21	\$ 200.43	\$ 220.47	\$ 242.51
103	Facilities Specialist Level III	\$ 95.00	\$ 104.50	\$ 114.95	\$ 126.45	\$ 139.09	\$ 153.00	\$ 168.30	\$ 185.13	\$ 203.64	\$ 224.01	\$ 246.41	\$ 271.05
102	Facilities Specialist, Lead	\$ 90.00	\$ 99.00	\$ 108.60	\$ 119.79	\$ 131.77	\$ 144.95	\$ 159.44	\$ 175.36	\$ 192.92	\$ 212.22	\$ 233.44	\$ 256.78
106	Facility Operations Supervisor	\$ 110.00	\$ 121.00	\$ 133.10	\$ 146.41	\$ 161.05	\$ 177.16	\$ 194.87	\$ 214.36	\$ 235.79	\$ 259.37	\$ 285.31	\$ 313.84
80	Geographic Information Systems (GIS) Analyst	\$ 230.00	\$ 253.00	\$ 278.30	\$ 306.13	\$ 336.74	\$ 370.42	\$ 407.48	\$ 448.20	\$ 493.03	\$ 542.33	\$ 596.58	\$ 656.22
81	Geographic Information Systems Specialist	\$ 185.00	\$ 203.50	\$ 223.95	\$ 246.24	\$ 270.86	\$ 297.94	\$ 327.74	\$ 360.51	\$ 396.58	\$ 436.22	\$ 479.84	\$ 527.83

COMPANY NAME: Xerox Corporation
 CONTRACT POC: Herb Jenkins, Account General Manager
 ADDRESS: 7160 Riverwood Drive
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 OFFICE NUMBER: 410.461.1227
 FAX NUMBER:



Account General Manager
 TITLE

Consulting and Technical Services Plus (CATS+)
Labor Rates

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		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
66	Geographic Information Systems Technician I	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.62
67	Geographic Information Systems Technician II	\$ 210.00	\$ 231.00	\$ 254.10	\$ 279.51	\$ 307.46	\$ 338.21	\$ 372.03	\$ 409.23	\$ 450.15	\$ 495.17	\$ 544.89	\$ 599.15
68	Geographic Information Systems Technician Trainee	\$ 150.00	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.89	\$ 389.08	\$ 427.97
69	Geospatial Web Developer (Mid-level)	\$ 170.00	\$ 187.00	\$ 205.70	\$ 226.27	\$ 248.90	\$ 273.79	\$ 301.17	\$ 331.28	\$ 364.41	\$ 400.85	\$ 440.94	\$ 485.03
70	Geospatial Web Developer (Senior)	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.62
73	Group Facilitator (Senior)	\$ 180.00	\$ 178.00	\$ 193.60	\$ 212.96	\$ 234.26	\$ 257.68	\$ 283.45	\$ 311.79	\$ 342.97	\$ 377.27	\$ 415.00	\$ 456.50
44	Help Desk Manager	\$ 185.00	\$ 203.50	\$ 223.85	\$ 246.24	\$ 270.88	\$ 297.94	\$ 327.74	\$ 360.51	\$ 396.58	\$ 436.22	\$ 479.84	\$ 527.83
46	Help Desk Specialist (Junior)	\$ 140.00	\$ 154.00	\$ 169.40	\$ 186.34	\$ 204.97	\$ 225.47	\$ 248.02	\$ 272.82	\$ 300.10	\$ 330.11	\$ 363.12	\$ 399.44
48	Help Desk Specialist (Senior)	\$ 150.00	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.89	\$ 389.08	\$ 427.97
60	Internet/Intranet Site Developer (Junior)	\$ 155.00	\$ 170.50	\$ 187.55	\$ 206.31	\$ 226.94	\$ 249.63	\$ 274.59	\$ 302.05	\$ 332.28	\$ 365.48	\$ 402.03	\$ 442.23
69	Internet/Intranet Site Developer (Senior)	\$ 170.00	\$ 187.00	\$ 205.70	\$ 226.27	\$ 248.90	\$ 273.79	\$ 301.17	\$ 331.28	\$ 364.41	\$ 400.85	\$ 440.94	\$ 485.03
20	IT Professional (Senior)	\$ 205.00	\$ 225.50	\$ 248.05	\$ 272.88	\$ 300.14	\$ 330.15	\$ 363.17	\$ 399.49	\$ 439.44	\$ 483.36	\$ 531.72	\$ 584.89
78	Market Research Consultant (Senior)	\$ 240.00	\$ 264.00	\$ 290.40	\$ 319.44	\$ 351.38	\$ 386.52	\$ 425.17	\$ 467.69	\$ 514.46	\$ 565.91	\$ 622.50	\$ 684.75
74	Marketing Consultant (Senior)	\$ 240.00	\$ 264.00	\$ 290.40	\$ 319.44	\$ 351.38	\$ 386.52	\$ 425.17	\$ 467.69	\$ 514.46	\$ 565.91	\$ 622.50	\$ 684.75
83	Network Administrator	\$ 180.00	\$ 198.00	\$ 217.80	\$ 239.58	\$ 263.54	\$ 289.89	\$ 318.88	\$ 350.77	\$ 385.85	\$ 424.43	\$ 466.87	\$ 513.56
80	Network Manager	\$ 215.00	\$ 236.50	\$ 260.15	\$ 286.17	\$ 314.78	\$ 346.28	\$ 380.89	\$ 418.97	\$ 460.87	\$ 506.96	\$ 557.65	\$ 613.42
88	Network Technician (Junior)	\$ 145.00	\$ 159.50	\$ 175.45	\$ 193.00	\$ 212.29	\$ 233.52	\$ 256.88	\$ 282.56	\$ 310.82	\$ 341.90	\$ 376.09	\$ 413.70
84	Network Technician (Senior)	\$ 185.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.89	\$ 389.08	\$ 427.97	\$ 470.78
43	Office Automation Specialist	\$ 150.00	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.89	\$ 389.08	\$ 427.97
36	Operations Research Analyst (Senior)	\$ 215.00	\$ 236.50	\$ 260.15	\$ 286.17	\$ 314.78	\$ 346.28	\$ 380.89	\$ 418.97	\$ 460.87	\$ 506.96	\$ 557.65	\$ 613.42
106	Operator Level I	\$ 75.00	\$ 82.50	\$ 90.75	\$ 99.83	\$ 109.81	\$ 120.79	\$ 132.87	\$ 146.15	\$ 160.77	\$ 176.85	\$ 194.53	\$ 213.96
107	Operator Level II	\$ 85.00	\$ 93.50	\$ 102.85	\$ 113.14	\$ 124.45	\$ 136.89	\$ 150.58	\$ 165.64	\$ 182.21	\$ 200.43	\$ 220.47	\$ 242.51
109	Photographer	\$ 425.00	\$ 467.50	\$ 514.25	\$ 565.88	\$ 622.24	\$ 684.47	\$ 752.91	\$ 828.20	\$ 911.03	\$ 1,002.13	\$ 1,102.34	\$ 1,212.57
39	Planner, Information Technology (Senior)	\$ 230.00	\$ 253.00	\$ 278.30	\$ 306.13	\$ 336.74	\$ 370.42	\$ 407.46	\$ 448.20	\$ 493.03	\$ 542.33	\$ 596.58	\$ 656.22
88	Program Administration Specialist	\$ 135.00	\$ 148.50	\$ 163.35	\$ 179.80	\$ 197.85	\$ 217.42	\$ 239.16	\$ 263.08	\$ 289.38	\$ 318.32	\$ 350.16	\$ 385.17
11	Program Manager	\$ 245.00	\$ 269.50	\$ 296.45	\$ 326.10	\$ 358.70	\$ 394.57	\$ 434.03	\$ 477.44	\$ 525.18	\$ 577.70	\$ 635.47	\$ 699.01
67	Project Control Specialist	\$ 150.00	\$ 165.00	\$ 181.50	\$ 199.65	\$ 219.62	\$ 241.58	\$ 265.73	\$ 292.31	\$ 321.54	\$ 353.89	\$ 389.08	\$ 427.97
3	Project Manager	\$ 240.00	\$ 264.00	\$ 290.40	\$ 319.44	\$ 351.38	\$ 386.52	\$ 425.17	\$ 467.69	\$ 514.46	\$ 565.91	\$ 622.50	\$ 684.75
35	Quality Assurance Consultant (Senior)	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.36	\$ 398.80	\$ 438.48	\$ 482.31	\$ 530.54	\$ 583.59	\$ 641.95
34	Quality Assurance Manager	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.62
38	Quality Assurance Specialist	\$ 175.00	\$ 192.50	\$ 211.75	\$ 232.93	\$ 256.22	\$ 281.84	\$ 310.02	\$ 341.03	\$ 375.13	\$ 412.64	\$ 453.90	\$ 499.30
71	Risk Assessment Consultant (Senior)	\$ 190.00	\$ 209.00	\$ 229.90	\$ 252.89	\$ 278.18	\$ 306.00	\$ 336.60	\$ 370.26	\$ 407.28	\$ 448.01	\$ 492.81	\$ 542.09
48	Security, Computer Systems Specialist	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.82	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.62
68	Security, Data Specialist	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.36	\$ 398.80	\$ 438.48	\$ 482.31	\$ 530.54	\$ 583.59	\$ 641.95
4	Subject Matter Expert	\$ 290.00	\$ 319.00	\$ 350.90	\$ 385.99	\$ 424.59	\$ 467.05	\$ 513.75	\$ 565.13	\$ 621.64	\$ 683.90	\$ 752.19	\$ 827.40

COMPANY NAME: Xerox Corporation
 CONTRACT POC: Herb Jenkins, Account General Manager
 ADDRESS: 7160 Riverwood Drive
 Columbia, MD 21046
 OFFICE NUMBER: 410.461.1227
 FAX NUMBER:

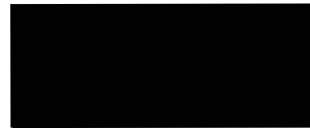
Account General Manager
 TITLE

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#	LABOR CATEGORY	HOURLY LABOR RATES CONTRACT YEAR*											
		Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10	Year 11	Year 12
3	Subject Matter Expert (Senior)	\$ 300.00	\$ 330.00	\$ 363.00	\$ 399.30	\$ 439.23	\$ 483.15	\$ 531.47	\$ 584.82	\$ 643.08	\$ 707.36	\$ 778.12	\$ 855.84
94	Systems Analyst, Wireless	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.62	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.62
83	Systems Security Research Analyst	\$ 200.00	\$ 220.00	\$ 242.00	\$ 266.20	\$ 292.62	\$ 322.10	\$ 354.31	\$ 389.74	\$ 428.72	\$ 471.59	\$ 518.75	\$ 570.62
81	Systems Security Specialist	\$ 225.00	\$ 247.50	\$ 272.25	\$ 299.48	\$ 329.42	\$ 362.38	\$ 399.80	\$ 438.48	\$ 482.31	\$ 530.54	\$ 583.58	\$ 641.95
48	Systems Security Specialist (Senior)	\$ 235.00	\$ 258.50	\$ 284.35	\$ 312.78	\$ 344.06	\$ 378.47	\$ 416.32	\$ 457.95	\$ 503.74	\$ 554.12	\$ 609.53	\$ 670.48
78	Telecommunications Consultant (Senior)	\$ 195.00	\$ 214.50	\$ 235.95	\$ 259.55	\$ 285.50	\$ 314.05	\$ 345.45	\$ 380.00	\$ 418.00	\$ 459.80	\$ 505.78	\$ 556.36
77	Telecommunications Engineer	\$ 170.00	\$ 187.00	\$ 205.70	\$ 226.27	\$ 248.90	\$ 273.70	\$ 301.17	\$ 331.28	\$ 364.41	\$ 400.85	\$ 440.94	\$ 485.03
76	Telecommunications Engineer (Senior)	\$ 195.00	\$ 214.50	\$ 235.95	\$ 259.55	\$ 285.50	\$ 314.05	\$ 345.45	\$ 380.00	\$ 418.00	\$ 459.80	\$ 505.78	\$ 556.36
79	Telecommunications, System Analyst	\$ 190.00	\$ 209.00	\$ 229.00	\$ 252.89	\$ 278.18	\$ 306.00	\$ 336.60	\$ 370.28	\$ 407.28	\$ 448.01	\$ 492.81	\$ 542.09
27	Testing Specialist	\$ 140.00	\$ 154.00	\$ 169.40	\$ 186.34	\$ 204.97	\$ 225.47	\$ 248.02	\$ 272.82	\$ 300.10	\$ 330.11	\$ 363.12	\$ 399.44
28	Training Specialist/Instructor	\$ 145.00	\$ 159.50	\$ 175.45	\$ 193.00	\$ 212.29	\$ 233.52	\$ 256.88	\$ 282.58	\$ 310.82	\$ 341.90	\$ 376.09	\$ 413.70
88	Writer/Editor, Technical	\$ 145.00	\$ 159.50	\$ 175.45	\$ 193.00	\$ 212.29	\$ 233.52	\$ 256.88	\$ 282.58	\$ 310.82	\$ 341.90	\$ 376.09	\$ 413.70

* Contract year one begins on the date of contract award and continues for one year, contract year two begins one year after contract award and continues one year, etc.

COMPANY NAME: Xerox Corporation
 CONTRACT POC: Herb Jenkins, Account General Manager
 ADDRESS: 7160 Riverwood Drive
 Columbia, MD 21046
 OFFICE NUMBER: 410.461.1227
 FAX NUMBER:



Account General Manager
 TITLE