Name: TelephoNET Corporation

| Labor Category | Contract Yr. 1 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 2 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 3 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 4 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 5 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 6 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 7 <br> Fully Loaded <br> Hourly Rate |  | Contract Yr. 8 <br> Fully Loaded <br> Hourly Rate |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Straight | Premium | Straight | Premium | Straight | Premium | Straight | Premium | Straight | Premium | Straight | Premium | Straight | Premium | Straight | Premium |
| Program Manager | \$81.21 | \$81.21 | \$82.79 | \$82.79 | \$84.40 | \$84.40 | \$86.05 | \$86.05 | \$87.73 | \$87.73 | \$87.75 | \$87.75 | \$89.46 | \$89.46 | \$91.20 | \$91.20 |
| Project Manager | \$97.98 | \$97.98 | \$99.89 | \$99.89 | \$101.84 | \$101.84 | \$103.82 | \$103.82 | \$105.85 | \$105.85 | \$105.87 | \$105.87 | \$107.93 | \$107.93 | \$110.04 | \$110.04 |
| Senior Subject Matter Expert | \$133.13 | \$133.13 | \$135.72 | \$135.72 | \$138.37 | \$138.37 | \$141.07 | \$141.07 | \$143.82 | \$143.82 | \$143.84 | \$143.84 | \$146.64 | \$146.64 | \$149.50 | \$149.50 |
| Subject Matter Expert | \$90.53 | \$90.53 | \$92.29 | \$92.29 | \$94.09 | \$94.09 | \$95.92 | \$95.92 | \$97.80 | \$97.80 | \$97.81 | \$97.81 | \$99.72 | \$99.72 | \$101.67 | \$101.67 |
| Sr. Telecom Analyst | \$67.51 | \$67.51 | \$68.83 | \$68.83 | \$70.17 | \$70.17 | \$71.54 | \$71.54 | \$72.93 | \$72.93 | \$72.95 | \$72.95 | \$74.37 | \$74.37 | \$75.82 | \$75.82 |
| Sr. Telecom Specialist | \$64.84 | \$64.84 | \$66.10 | \$66.10 | \$67.39 | \$67.39 | \$68.70 | \$68.70 | \$70.04 | \$70.04 | \$70.06 | \$70.06 | \$71.43 | \$71.43 | \$72.82 | \$72.82 |
| Testing Specialist | \$179.50 | \$179.50 | \$183.00 | \$183.00 | \$186.56 | \$186.56 | \$190.20 | \$190.20 | \$193.91 | \$193.91 | \$193.93 | \$193.93 | \$197.71 | \$197.71 | \$201.57 | \$201.57 |
| Training Specialist/ Instructor | \$61.73 | \$61.73 | \$62.93 | \$62.93 | \$64.16 | \$64.16 | \$65.41 | \$65.41 | \$66.68 | \$66.68 | \$66.70 | \$66.70 | \$68.01 | \$68.01 | \$69.33 | \$69.33 |
| Sr. Systems Engineer | \$98.99 | \$98.99 | \$100.92 | \$100.92 | \$102.89 | \$102.89 | \$104.90 | \$104.90 | \$106.94 | \$106.94 | \$106.96 | \$106.96 | \$109.05 | \$109.05 | \$111.17 | \$111.17 |
| Systems Engineer | \$83.76 | \$83.76 | \$85.40 | \$85.40 | \$87.06 | \$87.06 | \$88.76 | \$88.76 | \$90.49 | \$90.49 | \$90.51 | \$90.51 | \$92.27 | \$92.27 | \$94.07 | \$94.07 |
| Sr. Systems Analyst | \$67.51 | \$67.51 | \$68.83 | \$68.83 | \$70.17 | \$70.17 | \$71.54 | \$71.54 | \$72.93 | \$72.93 | \$72.95 | \$72.95 | \$74.37 | \$74.37 | \$75.82 | \$75.82 |
| Sr. Info. Technology Architect | \$190.37 | \$190.37 | \$194.08 | \$194.08 | \$197.87 | \$197.87 | \$201.72 | \$201.72 | \$205.66 | \$205.66 | \$205.68 | \$205.68 | \$209.69 | \$209.69 | \$213.78 | \$213.78 |
| Sr. Info. Technology Planner | \$73.10 | \$73.10 | \$74.53 | \$74.53 | \$75.98 | \$75.98 | \$77.46 | \$77.46 | \$78.97 | \$78.97 | \$78.99 | \$78.99 | \$80.53 | \$80.53 | \$82.10 | \$82.10 |
| Office Automation Specialist | \$45.66 | \$45.66 | \$46.55 | \$46.55 | \$47.45 | \$47.45 | \$48.38 | \$48.38 | \$49.32 | \$49.32 | \$49.34 | \$49.34 | \$50.30 | \$50.30 | \$51.29 | \$51.29 |
| Help Desk Manager | \$63.96 | \$63.96 | \$65.21 | \$65.21 | \$66.48 | \$66.48 | \$67.78 | \$67.78 | \$69.10 | \$69.10 | \$69.12 | \$69.12 | \$70.47 | \$70.47 | \$71.84 | \$71.84 |
| Sr. Help Desk Specialist | \$54.07 | \$54.07 | \$55.12 | \$55.12 | \$56.20 | \$56.20 | \$57.30 | \$57.30 | \$58.41 | \$58.41 | \$58.43 | \$58.43 | \$59.57 | \$59.57 | \$60.73 | \$60.73 |
| Jr. Help Desk Specialist | \$33.78 | \$33.78 | \$34.44 | \$34.44 | \$35.11 | \$35.11 | \$35.80 | \$35.80 | \$36.49 | \$36.49 | \$36.51 | \$36.51 | \$37.23 | \$37.23 | \$37.95 | \$37.95 |
| System Administrator | \$97.98 | \$97.98 | \$99.89 | \$99.89 | \$101.84 | \$101.84 | \$103.82 | \$103.82 | \$105.85 | \$105.85 | \$105.87 | \$105.87 | \$107.93 | \$107.93 | \$110.04 | \$110.04 |
| Project Control Specialist | \$88.55 | \$88.55 | \$90.28 | \$90.28 | \$92.04 | \$92.04 | \$93.84 | \$93.84 | \$95.67 | \$95.67 | \$95.69 | \$95.69 | \$97.55 | \$97.55 | \$99.45 | \$99.45 |
| Program Administration Specialist | \$64.24 | \$64.24 | \$65.49 | \$65.49 | \$66.77 | \$66.77 | \$68.07 | \$68.07 | \$69.40 | \$69.40 | \$69.42 | \$69.42 | \$70.77 | \$70.77 | \$72.15 | \$72.15 |
| Sr. Business Process Consultant | \$64.24 | \$64.24 | \$65.49 | \$65.49 | \$66.77 | \$66.77 | \$68.07 | \$68.07 | \$69.40 | \$69.40 | \$69.42 | \$69.42 | \$70.77 | \$70.77 | \$72.15 | \$72.15 |
| Telecom Engineer | \$69.30 | \$69.30 | \$70.65 | \$70.65 | \$72.03 | \$72.03 | \$73.43 | \$73.43 | \$74.87 | \$74.87 | \$74.88 | \$74.88 | \$76.34 | \$76.34 | \$77.83 | \$77.83 |
| Sr. Telecom Consultant | \$239.63 | \$239.63 | \$244.30 | \$244.30 | \$249.06 | \$249.06 | \$253.92 | \$253.92 | \$258.87 | \$258.87 | \$258.89 | \$258.89 | \$263.94 | \$263.94 | \$269.08 | \$269.08 |
| Telecom SysAnalyst | \$90.53 | \$90.53 | \$92.29 | \$92.29 | \$94.09 | \$94.09 | \$95.92 | \$95.92 | \$97.80 | \$97.80 | \$97.81 | \$97.81 | \$99.72 | \$99.72 | \$101.67 | \$101.67 |
| Network Manager | \$89.72 | \$89.72 | \$91.47 | \$91.47 | \$93.25 | \$93.25 | \$95.07 | \$95.07 | \$96.92 | \$96.92 | \$96.94 | \$96.94 | \$98.83 | \$98.83 | \$100.76 | \$100.76 |
| Sr. Network Engineer | \$86.81 | \$86.81 | \$88.50 | \$88.50 | \$90.23 | \$90.23 | \$91.99 | \$91.99 | \$93.78 | \$93.78 | \$93.80 | \$93.80 | \$95.63 | \$95.63 | \$97.49 | \$97.49 |
| Jr. Network Engineer | \$51.14 | \$51.14 | \$52.14 | \$52.14 | \$53.16 | \$53.16 | \$54.19 | \$54.19 | \$55.25 | \$55.25 | \$55.27 | \$55.27 | \$56.35 | \$56.35 | \$57.44 | \$57.44 |
| Network Administrator | \$83.76 | \$83.76 | \$85.40 | \$85.40 | \$87.06 | \$87.06 | \$88.76 | \$88.76 | \$90.49 | \$90.49 | \$90.51 | \$90.51 | \$92.27 | \$92.27 | \$94.07 | \$94.07 |
| Sr. Network Technician | \$69.30 | \$69.30 | \$70.65 | \$70.65 | \$72.03 | \$72.03 | \$73.43 | \$73.43 | \$74.87 | \$74.87 | \$74.88 | \$74.88 | \$76.34 | \$76.34 | \$77.83 | \$77.83 |
| Jr. Network Technician | \$48.52 | \$48.52 | \$49.47 | \$49.47 | \$50.43 | \$50.43 | \$51.42 | \$51.42 | \$52.42 | \$52.42 | \$52.44 | \$52.44 | \$53.46 | \$53.46 | \$54.50 | \$54.50 |
| Network Security Engineer | \$89.81 | \$89.81 | \$91.56 | \$91.56 | \$93.35 | \$93.35 | \$95.17 | \$95.17 | \$97.02 | \$97.02 | \$97.04 | \$97.04 | \$98.94 | \$98.94 | \$100.87 | \$100.87 |
| Lic. Master Electrician | \$100.51 | \$100.51 | \$102.47 | \$102.47 | \$104.47 | \$104.47 | \$106.51 | \$106.51 | \$108.59 | \$108.59 | \$108.61 | \$108.61 | \$110.72 | \$110.72 | \$112.88 | \$112.88 |
| Journeyman Electrician | \$67.01 | \$67.01 | \$68.32 | \$68.32 | \$69.65 | \$69.65 | \$71.01 | \$71.01 | \$72.39 | \$72.39 | \$72.41 | \$72.41 | \$73.82 | \$73.82 | \$75.26 | \$75.26 |
| Electrician Helper | \$47.98 | \$47.98 | \$48.91 | \$48.91 | \$49.87 | \$49.87 | \$50.84 | \$50.84 | \$51.83 | \$51.83 | \$51.85 | \$51.85 | \$52.86 | \$52.86 | \$53.89 | \$53.89 |

