Name: ePlus Technology, Inc.

Labor Category	Contract Yr. 1 Fully Loaded Hourly Rate		Contract Yr. 2 Fully Loaded Hourly Rate		Contract Yr. 3 Fully Loaded Hourly Rate		Contract Yr. 4 Fully Loaded Hourly Rate		Contract Yr. 5 Fully Loaded Hourly Rate		Contract Yr. 6 Fully Loaded Hourly Rate		Contract Yr. 7 Fully Loaded Hourly Rate		Contract Yr. 8 Fully Loaded Hourly Rate	
	Straight	Premium	Straight	Premium	Straight	Premium	Straight	Premium	Straight	Premium	Straight	Premium	Straight	Premium	Straight	Premium
Program Manager	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Project Manager	$170.00	$255.00	$178.50	$267.75	$187.43	$281.14	$196.80	$295.19	$206.64	$309.95	$216.97	$325.45	$227.82	$341.72	$239.21	$358.81
Senior Subject Matter Expert	$250.00	$375.00	$262.50	$393.75	$275.63	$413.44	$289.41	$434.11	$303.88	$455.81	$319.07	$478.61	$335.02	$502.54	$351.78	$527.66
Subject Matter Expert	$175.00	$262.50	$183.75	$275.63	$192.94	$289.41	$202.58	$303.88	$212.71	$319.07	$223.35	$335.02	$234.52	$351.78	$246.24	$369.36
Sr. Telecom Analyst	$250.00	$375.00	$262.50	$393.75	$275.63	$413.44	$289.41	$434.11	$303.88	$455.81	$319.07	$478.61	$335.02	$502.54	$351.78	$527.66
Sr. Telecom Specialist	$200.00	$300.00	$210.00	$315.00	$220.50	$330.75	$231.53	$347.29	$243.10	$364.65	$255.26	$382.88	$268.02	$402.03	$281.42	$422.13
Testing Specialist	$125.00	$187.50	$131.25	$196.88	$137.81	$206.72	$144.70	$217.05	$151.94	$227.91	$159.54	$239.30	$167.51	$251.27	$175.89	$263.83
Training Specialist/ Instructor	$125.00	$187.50	$131.25	$196.88	$137.81	$206.72	$144.70	$217.05	$151.94	$227.91	$159.54	$239.30	$167.51	$251.27	$175.89	$263.83
Sr. Systems Engineer	$175.00	$262.50	$183.75	$275.63	$192.94	$289.41	$202.58	$303.88	$212.71	$319.07	$223.35	$335.02	$234.52	$351.78	$246.24	$369.36
Systems Engineer	$150.00	$225.00	$157.50	$236.25	$165.38	$248.06	$173.64	$260.47	$182.33	$273.49	$191.44	$287.16	$201.01	$301.52	$211.07	$316.60
Sr. Systems Analyst	$175.00	$262.50	$183.75	$275.63	$192.94	$289.41	$202.58	$303.88	$212.71	$319.07	$223.35	$335.02	$234.52	$351.78	$246.24	$369.36
Sr. Info. Technology Architect	$225.00	$337.50	$236.25	$354.38	$248.06	$372.09	$260.47	$390.70	$273.49	$410.23	$287.16	$430.75	$301.52	$452.28	$316.60	$474.90
Sr. Info. Technology Planner	$200.00	$300.00	$210.00	$315.00	$220.50	$330.75	$231.53	$347.29	$243.10	$364.65	$255.26	$382.88	$268.02	$402.03	$281.42	$422.13
Office Automation Specialist	$50.00	$75.00	$52.50	$78.75	$55.13	$82.69	$57.88	$86.82	$60.78	$91.16	$63.81	$95.72	$67.00	$100.51	$70.36	$105.53
Help Desk Manager	$125.00	$187.50	$131.25	$196.88	$137.81	$206.72	$144.70	$217.05	$151.94	$227.91	$159.54	$239.30	$167.51	$251.27	$175.89	$263.83
Sr. Help Desk Specialist	$65.00	$97.50	$68.25	$102.38	$71.66	$107.49	$75.25	$112.87	$79.01	$118.51	$82.96	$124.44	$87.11	$130.66	$91.46	$137.19
Jr. Help Desk Specialist	$45.00	$67.50	$47.25	$70.88	$49.61	$74.42	$52.09	$78.14	$54.70	$82.05	$57.43	$86.15	$60.30	$90.46	$63.32	$94.98
System Administrator	$125.00	$187.50	$131.25	$196.88	$137.81	$206.72	$144.70	$217.05	$151.94	$227.91	$159.54	$239.30	$167.51	$251.27	$175.89	$263.83
Project Control Specialist	$100.00	$150.00	$105.00	$157.50	$110.25	$165.38	$115.76	$173.64	$121.55	$182.23	$127.63	$191.44	$134.01	$201.01	$140.71	$211.07
Program Administration Specialist	$100.00	$150.00	$105.00	$157.50	$110.25	$165.38	$115.76	$173.64	$121.55	$182.23	$127.63	$191.44	$134.01	$201.01	$140.71	$211.07
Sr. Business Process Consultant	$200.00	$300.00	$210.00	$315.00	$220.50	$330.75	$231.53	$347.29	$243.10	$364.65	$255.26	$382.88	$268.02	$402.03	$281.42	$422.13
Telecom Engineer	$150.00	$225.00	$157.50	$236.25	$165.38	$248.06	$173.64	$260.47	$182.33	$273.49	$191.44	$287.16	$201.01	$301.52	$211.07	$316.60
Sr. Telecom Consultant	$175.00	$262.50	$183.75	$275.63	$192.94	$289.41	$202.58	$303.88	$212.71	$319.07	$223.35	$335.02	$234.52	$351.78	$246.24	$369.36
Telecom SysAnalyst	$225.00	$337.50	$236.25	$354.38	$248.06	$372.09	$260.47	$390.70	$273.49	$410.23	$287.16	$430.75	$301.52	$452.28	$316.60	$474.90
Network Manager	$175.00	$262.50	$183.75	$275.63	$192.94	$289.41	$202.58	$303.88	$212.71	$319.07	$223.35	$335.02	$234.52	$351.78	$246.24	$369.36
Sr. Network Engineer	$175.00	$262.50	$183.75	$275.63	$192.94	$289.41	$202.58	$303.88	$212.71	$319.07	$223.35	$335.02	$234.52	$351.78	$246.24	$369.36
Jr. Network Engineer	$150.00	$225.00	$157.50	$236.25	$165.38	$248.06	$173.64	$260.47	$182.33	$273.49	$191.44	$287.16	$201.01	$301.52	$211.07	$316.60
Network Administrator	$125.00	$187.50	$131.25	$196.88	$137.81	$206.72	$144.70	$217.05	$151.94	$227.91	$159.54	$239.30	$167.51	$251.27	$175.89	$263.83
Sr. Network Technician	$150.00	$225.00	$157.50	$236.25	$165.38	$248.06	$173.64	$260.47	$182.33	$273.49	$191.44	$287.16	$201.01	$301.52	$211.07	$316.60
Jr. Network Technician	$125.00	$187.50	$131.25	$196.88	$137.81	$206.72	$144.70	$217.05	$151.94	$227.91	$159.54	$239.30	$167.51	$251.27	$175.89	$263.83
Network Security Engineer	$225.00	$337.50	$236.25	$354.38	$248.06	$372.09	$260.47	$390.70	$273.49	$410.23	$287.16	$430.75	$301.52	$452.28	$316.60	$474.90
Lic. Master Electrician	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Journeyman Electrician	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A
Electrician Helper	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A	N/A