

ATTACHMENT F-2 - Functional Area II

Installation and Training Services Labor Rate Schedule

NOTE: COMPLETING F-2 REQUIRES OFFERORS TO ALSO COMPLETE F-1 FOR THE CORRESPONDING SOFTWARE AND/OR F-3 FOR MAINTENANCE

Labor Category:	IBM Training Specialist/ Instructor	IBM Network Administrator	IBM Subject Matter Expert	VmWare Training Specialist/ Instructor	VmWare Network Administrator	VmWare Subject Matter Expert	Citrix Training Specialist / Instructor	Citrix Network Administrator	Citrix Subject Matter Expert
Year 1	See note	\$210.00	See detailed spreadsheet	See note	\$210.00	\$215.00	See note	\$210.00	\$215.00
Year 2	See note	\$216.30	3% increase from previous	See note	\$216.30	\$221.45	See note	\$216.30	\$221.45
Year 3	See note	\$222.79	3% increase from previous	See note	\$222.79	\$228.09	See note	\$222.79	\$228.09
Year 4	See note	\$229.47	3% increase from previous	See note	\$229.47	\$234.94	See note	\$229.47	\$234.94
Year 5	See note	\$236.36	3% increase from previous	See note	\$236.36	\$241.98	See note	\$236.36	\$241.98
Year 6	See note	\$243.45	3% increase from previous	See note	\$243.45	\$249.24	See note	\$243.45	\$249.24
Year 7	See note	\$250.75	3% increase from previous	See note	\$250.75	\$256.72	See note	\$250.75	\$256.72
Year 8	See note	\$258.27	3% increase from previous	See note	\$258.27	\$264.42	See note	\$258.27	\$264.42
Year 9	See note	\$266.02	3% increase from previous	See note	\$266.02	\$272.36	See note	\$266.02	\$272.36
Year 10	See note	\$274.00	3% increase from previous	See note	\$274.00	\$280.53	See note	\$274.00	\$280.53

Year 11	See note	\$282.22	3% increase from previous	See note	\$282.22	\$288.94	See note	\$282.22	\$288.94
Year 12	See note	\$290.69	3% increase from previous	See note	\$290.69	\$297.61	See note	\$290.69	\$297.61

Note: Training will be provided by the manufacturer and Sirius will not charge over the price that is charged by the manufacturer.

Installation rates would be the same as a SME.

Solution Area	Solution Sub-Area	Products	Level 1	Level 2	Level 3
Asset, System, and Endpoint Management	Asset Management	IBM: Maximo Asset Management, Tivoli Asset Management for IT	\$170	\$200	\$230
	Endpoint Management	IBM: Endpoint Mgr, License Metric Tool (ILMT), Fiberlink MaaS360	\$210	\$230	\$260
	System Management	IBM: Tivoli Provisioning Mgr, Tivoli Change and Configuration Mgmt DB, Tivoli Composite Appl. Mgr, Tivoli Monitoring, Tivoli Config. Mgr, Tivoli Netcool/OMNIBus, Tivoli Network Mgr, Tivoli System Automation, Tivoli Workload Scheduler, SmartCloud Control Desk	\$170	\$200	\$230
Big Data and Business Analytics	BI / BA	IBM: Cognos, Cognos TM1, SPSS; SAP: BusinessObjects; MicroStrategy	\$160	\$190	\$250
	Big Data	IBM: BigInsights, Infosphere Streams, Hadoop, Hive, Pig	\$160	\$190	\$250
	Data Integration	IBM: InfoSphere DataStage, InfoSphere QualityStage, InfoSphere Streams, Infosphere Information Analyzer, InfoSphere Master Data Management, InfoSphere Change Data Capture; Informatica	\$160	\$190	\$220
	Data Warehousing	IBM: Netezza; Teradata; Oracle; Pivotal	\$160	\$190	\$220
	Database Mgmt.	IBM: DB2 Database Server; MS: SQL Server; Oracle: Database Server	\$160	\$190	\$220
Commerce	B2B Integration	IBM: Sterling Configure, Price, Quote, Sterling B2B Integrator, Sterling File Gateway, Sterling Connect:Direct, Sterling Managed File Transfer, WebSphere Transformation Extender, Emptoris, Aspera	\$160	\$190	\$220
	eCommerce	IBM: WebSphere Commerce, Mobile Commerce; Apache: Solr; Hybris	\$160	\$190	\$220
	Marketing Experience Management	IBM: Unica, TeaLeaf, Coremetrics, DemandTec; Adobe: Experience Manager, Scene7, Target, Campaign, Analytics, Dynamic Tag Management	\$160	\$190	\$220
Custom Mobile and Web Development	App Design and Development	IBM: Mobile First, RPG; Adobe: PhoneGap; Apache: Cordova; Java; .NET; Apple iOS; Android; C#; ODATA; COBOL; TestNG	\$160	\$190	\$220
	App Validation	IBM: Rational Performance Tester, Rational Functional Tester; Selenium; Jenkins; Bugzilla; Gatling	\$160	\$190	\$220
	DevOps	IBM: Rational HATS, Rational Developer for System I & Power Systems, Rational Team Concert, Rational Requirements Composer, Rational Quality Mgr, Rational Asset Mgr, UrbanCode; Apache: Maven; Git; Subversion	\$160	\$190	\$220
Digital Experience	SEO / SEM	N/A	\$160	\$190	\$220
	User Experience Management	IBM: Web Content Manager; Adobe: Experience Manager; Drupal; WordPress; Sitecore; Ektron; SDL	\$160	\$190	\$220
	User Interface Design	N/A	\$160	\$190	\$220
Information Governance and ECM	Data Security	IBM: Security AppScan	\$160	\$190	\$220
	Enterprise Content Management	IBM: FileNet, InfoSphere Optim, StoredIQ, Enterprise Records, Case Manager, Content Navigator, Content Collector, Content Manager, Content Manager OnDemand, Datacap Taskmaster; Kofax: Capture, Transformation Modules, Total Agility	\$160	\$190	\$220
Integration and Process	Business Rules and Process Management	IBM: BPM, Blueworks Live, Operational Decision Manager; Appian: BPM	\$160	\$190	\$220

Management	SOA Integration	IBM: WebSphere Message Broker, WebSphere Enterprise Service Bus, Integration Bus, Websphere MQ, WebSphere Service Registry and Repository, DataPower, WebSphere Cast Iron, API Management; WSO2: Message Broker, Governance Registry, API Manager	\$170	\$220	\$250
	Web Application Server	IBM: WebSphere Application Server; Apache: Tomcat	\$160	\$190	\$220
Security and Compliance	Application Security	IBM: Security AppScan	\$160	\$190	\$220
	Identity and Access Management	IBM: Security Identity Mgr, Security Access Mgr, Security Federated Identity Mgr, Security Directory Integrator, Security Access Mgr for ESSO; Oracle: Identity Mgr; RSA: Aveksa; Vormetric	\$160	\$190	\$220
	Security Information and Event Mgmt. (SIEM)	IBM: Security QRadar; RSA: SIEM; HP: ArcSight	\$160	\$190	\$220
Social and Collaboration	Collaboration	IBM: WebSphere Portal, Connections, Forms; MS: SharePoint, Office365; Liferay: Portal	\$160	\$190	\$220
	Messaging	IBM: Notes, Notes Traveler, Domino, Sametime, SmartCloud; MS: Office365	\$140	\$170	\$200
	Social Business	IBM: Connections, SmartCloud for Social Business; MS: Office365, Yammer	\$160	\$190	\$220
* Level 1: Associate, Specialist; BA, QA Level 2: Sr. Specialist; Sr. BA; Sr. QA; Project / Solution Manager Level 3: Lead; Architect; Sr. Solution Manager; Program Manager					
* Volume discounts available for full-time services engagements lasting 3 months or longer.					
* Rates will increase for IBM resources or after hours services.					

Example: Contract year one begins on the date of the contract award and continues until July 31, 2015, contract year two begins on August 1, 2015 and continues for one year until July 31, 2016, etc.

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Company Name

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Date

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