FUNCTIONAL AREA IV - Installation and Training Services Labor Rate ScheduleNOTE:COMPLETING D-IV REQUIRES OFFERORS TO ALSO COMPLETE E-1, E-II, E-III, or E-VI.

Offerors are required to record the fully-loaded, all-inclusive hourly prices they are proposing for each listed item. Record the hourly labor rate for all 12 years of the Master Contract for all labor categories.

Labor	Training	Project	Subject	Network	Sr.	Jr.	Sr.	Jr.	Sr.	Jr.
Category	Specialist/	Mgr.	Matter	Admin.	Network	Network	Network	Network	Computer	Computer
	Instructor		Expert		Engineer	Engineer	Tech.	Tech.	Software/	Systems
									Integration	Analyst
									Analyst	
Year 1	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158
Year 2	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158
Year 3	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158	\$158
Year 4	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190
Year 5	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190
Year 6	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190	\$190
Year 7	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237
Year 8	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237
Year 9	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237	\$237
Year 10	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316
Year 11	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316
Year 12	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316	\$316

SUBMITTED BY

VISUAL SOUND/KUNZ AV

<u>2/24/2016</u> DATE

<u>1642 SULPHUR SPRING ROAD, BALTIMORE, MD 21227</u> COMPANY ADDRESS