

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
		Offeror Price	Offeror Price	Offeror Price	Offeror Price	Offeror Price	Offeror Price	Offeror Price	Offeror Price	Offeror Price	Offeror Price
66	Accountant, Cost (Senior)	\$ 85.22	\$ 86.92	\$ 88.66	\$ 90.43	\$ 92.24	94.08	95.96	97.88	99.84	101.84
47	Administrator, Systems	\$ 69.31	\$ 70.70	\$ 72.11	\$ 73.55	\$ 75.02	76.52	78.05	79.61	81.2	82.82
5	Analyst, Computer Software/Integration (Senior)	\$ 92.33	\$ 94.18	\$ 96.06	\$ 97.98	\$ 99.94	101.94	103.98	106.06	108.18	110.34
9	Analyst, Computer Systems (Junior)	\$ 75.31	\$ 76.82	\$ 78.36	\$ 79.93	\$ 81.53	83.16	84.82	86.52	88.25	90.02
8	Analyst, Computer Systems (Senior)	\$ 85.33	\$ 87.04	\$ 88.78	\$ 90.56	\$ 92.37	94.22	96.1	98.02	99.98	101.98
68	Analyst, Financial	\$ 82.50	\$ 84.15	\$ 85.83	\$ 87.55	\$ 89.30	91.09	92.91	94.77	96.67	98.6
67	Analyst, Financial (Senior)	\$ 90.80	\$ 92.62	\$ 94.47	\$ 96.36	\$ 98.29	100.26	102.27	104.32	106.41	108.54
54	Analyst, Research	\$ 57.80	\$ 58.96	\$ 60.14	\$ 61.34	\$ 62.57	63.82	65.1	66.4	67.73	69.08
37	Analyst, Systems (Senior)	\$ 65.33	\$ 66.64	\$ 67.97	\$ 69.33	\$ 70.72	72.13	73.57	75.04	76.54	78.07
17	Application Developer, Advanced Technology	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
16	Application Developer, Advanced Technology (Senior)	\$ 88.38	\$ 90.15	\$ 91.95	\$ 93.79	\$ 95.67	97.58	99.53	101.52	103.55	105.62
11	Applications Development Expert	\$ 106.59	\$ 108.72	\$ 110.89	\$ 113.11	\$ 115.37	117.68	120.03	122.43	124.88	127.38
10	Applications Programmer	\$ 99.57	\$ 101.56	\$ 103.59	\$ 105.66	\$ 107.77	109.93	112.13	114.37	116.66	118.99
92	Archeologist /Historic Preservation Specialist	\$ 57.44	\$ 58.59	\$ 59.76	\$ 60.96	\$ 62.18	63.42	64.69	65.98	67.3	68.65
40	Architect, Application (Senior)	\$ 123.00	\$ 125.46	\$ 127.97	\$ 130.53	\$ 133.14	135.8	138.52	141.29	144.12	147
38	Architect, Information Technology (Senior)	\$ 125.00	\$ 127.50	\$ 130.05	\$ 132.65	\$ 135.30	138.01	140.77	143.59	146.46	149.39
61	Architect, Internet/Web	\$ 101.08	\$ 103.10	\$ 105.16	\$ 107.26	\$ 109.41	111.6	113.83	116.11	118.43	120.8
63	Architect, Systems (Senior)	\$ 120.44	\$ 122.85	\$ 125.31	\$ 127.82	\$ 130.38	132.99	135.65	138.36	141.13	143.95
64	Architect, Systems Design	\$ 120.44	\$ 122.85	\$ 125.31	\$ 127.82	\$ 130.38	132.99	135.65	138.36	141.13	143.95
93	Architectural Historian	\$ 57.44	\$ 58.59	\$ 59.76	\$ 60.96	\$ 62.18	63.42	64.69	65.98	67.3	68.65
110	Audit Manager	\$ 80.28	\$ 81.89	\$ 83.53	\$ 85.20	\$ 86.90	88.64	90.41	92.22	94.06	95.94
111	Audit Supervisor	\$ 68.48	\$ 69.85	\$ 71.25	\$ 72.68	\$ 74.13	75.61	77.12	78.66	80.23	81.83
69	Auditor, IT (Senior)	\$ 115.42	\$ 117.73	\$ 120.08	\$ 122.48	\$ 124.93	127.43	129.98	132.58	135.23	137.93
112	Auditor, Lead	\$ 63.61	\$ 64.88	\$ 66.18	\$ 67.50	\$ 68.85	70.23	71.63	73.06	74.52	76.01
70	Auditor (Senior)	\$ 96.59	\$ 98.52	\$ 100.49	\$ 102.50	\$ 104.55	106.64	108.77	110.95	113.17	115.43
113	Auditor, Staff	\$ 62.51	\$ 63.76	\$ 65.04	\$ 66.34	\$ 67.67	69.02	70.4	71.81	73.25	74.72
72	Business Process Consultant (Senior)	\$ 120.00	\$ 122.40	\$ 124.85	\$ 127.35	\$ 129.90	132.5	135.15	137.85	140.61	143.42
62	Computer Graphics Illustrator	\$ 52.55	\$ 53.60	\$ 54.67	\$ 55.76	\$ 56.88	58.02	59.18	60.36	61.57	62.8
34	Computer Operations Center Specialist	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
35	Computer Operations Research Analyst	\$ 57.93	\$ 59.09	\$ 60.27	\$ 61.48	\$ 62.71	63.96	65.24	66.54	67.87	69.23

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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
42	Computer Operator	\$ 65.00	\$ 66.30	\$ 67.63	\$ 68.98	\$ 70.36	71.77	73.21	74.67	76.16	77.68
41	Computer Operator (Senior)	\$ 84.04	\$ 85.72	\$ 87.43	\$ 89.18	\$ 90.96	92.78	94.64	96.53	98.46	100.43
15	Computer Programmer (Junior)	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
14	Computer Programmer (Senior)	\$ 84.04	\$ 85.72	\$ 87.43	\$ 89.18	\$ 90.96	92.78	94.64	96.53	98.46	100.43
7	Computer Specialist	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
6	Computer Specialist (Senior)	\$ 85.33	\$ 87.04	\$ 88.78	\$ 90.56	\$ 92.37	94.22	96.1	98.02	99.98	101.98
13	Computer Systems Programmer	\$ 75.53	\$ 77.04	\$ 78.58	\$ 80.15	\$ 81.75	83.39	85.06	86.76	88.5	90.27
12	Computer Systems Programmer (Senior)	\$ 125.00	\$ 127.50	\$ 130.05	\$ 132.65	\$ 135.30	138.01	140.77	143.59	146.46	149.39
23	Database Management Specialist (Junior)	\$ 67.31	\$ 68.66	\$ 70.03	\$ 71.43	\$ 72.86	74.32	75.81	77.33	78.88	80.46
22	Database Management Specialist (Senior)	\$ 92.53	\$ 94.38	\$ 96.27	\$ 98.20	\$ 100.16	102.16	104.2	106.28	108.41	110.58
21	Database Manager	\$ 92.53	\$ 94.38	\$ 96.27	\$ 98.20	\$ 100.16	102.16	104.2	106.28	108.41	110.58
55	Documentation Specialist	\$ 64.51	\$ 65.80	\$ 67.12	\$ 68.46	\$ 69.83	71.23	72.65	74.1	75.58	77.09
97	Electrician, Journeyman	\$ 54.18	\$ 55.26	\$ 56.37	\$ 57.50	\$ 58.65	59.82	61.02	62.24	63.48	64.75
96	Electrician, Licensed Master	\$ 55.68	\$ 56.79	\$ 57.93	\$ 59.09	\$ 60.27	61.48	62.71	63.96	65.24	66.54
99	Electricians Helper	\$ 48.19	\$ 49.15	\$ 50.13	\$ 51.13	\$ 52.15	53.19	54.25	55.34	56.45	57.58
101	Engineer, Facility Operations	\$ 81.14	\$ 82.76	\$ 84.42	\$ 86.11	\$ 87.83	89.59	91.38	93.21	95.07	96.97
19	Engineer, Information	\$ 95.10	\$ 97.00	\$ 98.94	\$ 100.92	\$ 102.94	105	107.1	109.24	111.42	113.65
18	Engineer, Information (Senior)	\$ 120.00	\$ 122.40	\$ 124.85	\$ 127.35	\$ 129.90	132.5	135.15	137.85	140.61	143.42
52	Engineer, Information Security	\$ 118.08	\$ 120.44	\$ 122.85	\$ 125.31	\$ 127.82	130.38	132.99	135.65	138.36	141.13
33	Engineer, Interdisciplinary	\$ 95.10	\$ 97.00	\$ 98.94	\$ 100.92	\$ 102.94	105	107.1	109.24	111.42	113.65
32	Engineer, Interdisciplinary (Senior)	\$ 110.12	\$ 112.32	\$ 114.57	\$ 116.86	\$ 119.20	121.58	124.01	126.49	129.02	131.6
82	Engineer, Network (Junior)	\$ 80.33	\$ 81.94	\$ 83.58	\$ 85.25	\$ 86.96	88.7	90.47	92.28	94.13	96.01
81	Engineer, Network (Senior)	\$ 102.76	\$ 104.82	\$ 106.92	\$ 109.06	\$ 111.24	113.46	115.73	118.04	120.4	122.81
86	Engineer, Network Security	\$ 86.59	\$ 88.32	\$ 90.09	\$ 91.89	\$ 93.73	95.6	97.51	99.46	101.45	103.48
95	Engineer, Radio Frequency	\$ 69.00	\$ 70.38	\$ 71.79	\$ 73.23	\$ 74.69	76.18	77.7	79.25	80.84	82.46
31	Engineer, Software	\$ 85.64	\$ 87.35	\$ 89.10	\$ 90.88	\$ 92.70	94.55	96.44	98.37	100.34	102.35
101	Engineer, Stationary	\$ 66.17	\$ 67.49	\$ 68.84	\$ 70.22	\$ 71.62	73.05	74.51	76	77.52	79.07
30	Engineer, Systems	\$ 72.57	\$ 74.02	\$ 75.50	\$ 77.01	\$ 78.55	80.12	81.72	83.35	85.02	86.72
29	Engineer, Systems (Senior)	\$ 95.10	\$ 97.00	\$ 98.94	\$ 100.92	\$ 102.94	105	107.1	109.24	111.42	113.65
65	Engineer, Systems Design	\$ 92.55	\$ 94.40	\$ 96.29	\$ 98.22	\$ 100.18	102.18	104.22	106.3	108.43	110.6
99	Facilities Engineering Manager	\$ 82.97	\$ 84.63	\$ 86.32	\$ 88.05	\$ 89.81	91.61	93.44	95.31	97.22	99.16
105	Facilities Specialist Level I	\$ 65.04	\$ 66.34	\$ 67.67	\$ 69.02	\$ 70.40	71.81	73.25	74.72	76.21	77.73

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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
104	Facilities Specialist Level II	\$ 66.91	\$ 68.25	\$ 69.62	\$ 71.01	\$ 72.43	73.88	75.36	76.87	78.41	79.98
103	Facilities Specialist, Level III	\$ 68.41	\$ 69.78	\$ 71.18	\$ 72.60	\$ 74.05	75.53	77.04	78.58	80.15	81.75
102	Facilities Specialist, Lead	\$ 71.78	\$ 73.22	\$ 74.68	\$ 76.17	\$ 77.69	79.24	80.82	82.44	84.09	85.77
106	Facility Operations Supervisor	\$ 55.82	\$ 56.94	\$ 58.08	\$ 59.24	\$ 60.42	61.63	62.86	64.12	65.4	66.71
90	Geographic Information Systems (GIS) Analyst	\$ 50.47	\$ 51.48	\$ 52.51	\$ 53.56	\$ 54.63	55.72	56.83	57.97	59.13	60.31
91	Geographic Information Systems Specialist	\$ 51.19	\$ 52.21	\$ 53.25	\$ 54.32	\$ 55.41	56.52	57.65	58.8	59.98	61.18
88	Geographic Information Systems Technician I	\$ 54.18	\$ 55.26	\$ 56.37	\$ 57.50	\$ 58.65	59.82	61.02	62.24	63.48	64.75
87	Geographic Information Systems Technician II	\$ 57.18	\$ 58.32	\$ 59.49	\$ 60.68	\$ 61.89	63.13	64.39	65.68	66.99	68.33
89	Geographic Information Systems Technician Trainee	\$ 49.69	\$ 50.68	\$ 51.69	\$ 52.72	\$ 53.77	54.85	55.95	57.07	58.21	59.37
	GeoSpatial Web Developer (Mid-level)	\$ 63.92	\$ 65.20	\$ 66.50	\$ 67.83	\$ 69.19	70.57	71.98	73.42	74.89	76.39
	GeoSpatial Web Developer (Senior)	\$ 68.41	\$ 69.78	\$ 71.18	\$ 72.60	\$ 74.05	75.53	77.04	78.58	80.15	81.75
73	Group Facilitator (Senior)	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
44	Help Desk Manager	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
46	Help Desk Specialist (Junior)	\$ 54.25	\$ 55.34	\$ 56.45	\$ 57.58	\$ 58.73	59.9	61.1	62.32	63.57	64.84
45	Help Desk Specialist (Senior)	\$ 58.51	\$ 59.68	\$ 60.87	\$ 62.09	\$ 63.33	64.6	65.89	67.21	68.55	69.92
60	Internet/Intranet Site Developer (Junior)	\$ 67.97	\$ 69.33	\$ 70.72	\$ 72.13	\$ 73.57	75.04	76.54	78.07	79.63	81.22
59	Internet/Intranet Site Developer (Senior)	\$ 83.19	\$ 84.85	\$ 86.55	\$ 88.28	\$ 90.05	91.85	93.69	95.56	97.47	99.42
20	IT Professional (Senior)	\$ 95.84	\$ 97.76	\$ 99.72	\$ 101.71	\$ 103.74	105.81	107.93	110.09	112.29	114.54
75	Market Research Consultant (Senior)	\$ 75.86	\$ 77.38	\$ 78.93	\$ 80.51	\$ 82.12	83.76	85.44	87.15	88.89	90.67
74	Marketing Consultant (Senior)	\$ 65.86	\$ 67.18	\$ 68.52	\$ 69.89	\$ 71.29	72.72	74.17	75.65	77.16	78.7
83	Network Administrator	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
80	Network Manager	\$ 120.00	\$ 122.40	\$ 124.85	\$ 127.35	\$ 129.90	132.5	135.15	137.85	140.61	143.42
85	Network Technician (Junior)	\$ 45.25	\$ 46.16	\$ 47.08	\$ 48.02	\$ 48.98	49.96	50.96	51.98	53.02	54.08
84	Network Technician (Senior)	\$ 62.76	\$ 64.02	\$ 65.30	\$ 66.61	\$ 67.94	69.3	70.69	72.1	73.54	75.01
43	Office Automation Specialist	\$ 48.46	\$ 49.43	\$ 50.42	\$ 51.43	\$ 52.46	53.51	54.58	55.67	56.78	57.92
36	Operations Research Analyst (Senior)	\$ 85.75	\$ 87.47	\$ 89.22	\$ 91.00	\$ 92.82	94.68	96.57	98.5	100.47	102.48
108	Operator Level I	\$ 45.43	\$ 46.34	\$ 47.27	\$ 48.22	\$ 49.18	50.16	51.16	52.18	53.22	54.28
107	Operator Level II	\$ 59.43	\$ 60.62	\$ 61.83	\$ 63.07	\$ 64.33	65.62	66.93	68.27	69.64	71.03
109	Photographer	\$ 45.04	\$ 45.94	\$ 46.86	\$ 47.80	\$ 48.76	49.74	50.73	51.74	52.77	53.83
39	Planner, Information Technology (Senior)	\$ 109.00	\$ 111.18	\$ 113.40	\$ 115.67	\$ 117.98	120.34	122.75	125.21	127.71	130.26
58	Program Administration Specialist	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
1	Program Manager	\$ 110.61	\$ 112.82	\$ 115.08	\$ 117.38	\$ 119.73	122.12	124.56	127.05	129.59	132.18

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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
57	Project Control Specialist	\$ 60.12	\$ 61.32	\$ 62.55	\$ 63.80	\$ 65.08	66.38	67.71	69.06	70.44	71.85
2	Project Manager	\$ 90.84	\$ 92.66	\$ 94.51	\$ 96.40	\$ 98.33	100.3	102.31	104.36	106.45	108.58
25	Quality Assurance Consultant (Senior)	\$ 102.12	\$ 104.16	\$ 106.24	\$ 108.36	\$ 110.53	112.74	114.99	117.29	119.64	122.03
24	Quality Assurance Manager	\$ 87.99	\$ 89.75	\$ 91.55	\$ 93.38	\$ 95.25	97.16	99.1	101.08	103.1	105.16
26	Quality Assurance Specialist	\$ 58.85	\$ 60.03	\$ 61.23	\$ 62.45	\$ 63.70	64.97	66.27	67.6	68.95	70.33
71	Risk Assessment Consultant (Senior)	\$ 86.59	\$ 88.32	\$ 90.09	\$ 91.89	\$ 93.73	95.6	97.51	99.46	101.45	103.48
49	Security, Computer Systems Specialist	\$ 73.82	\$ 75.30	\$ 76.81	\$ 78.35	\$ 79.92	81.52	83.15	84.81	86.51	88.24
50	Security, Data Specialist	\$ 73.82	\$ 75.30	\$ 76.81	\$ 78.35	\$ 79.92	81.52	83.15	84.81	86.51	88.24
4	Subject Matter Expert	\$ 102.12	\$ 104.16	\$ 106.24	\$ 108.36	\$ 110.53	112.74	114.99	117.29	119.64	122.03
3	Subject Matter Expert (Senior)	\$ 125.00	\$ 127.50	\$ 130.05	\$ 132.65	\$ 135.30	138.01	140.77	143.59	146.46	149.39
94	Systems Analyst, Wireless	\$ 73.82	\$ 75.30	\$ 76.81	\$ 78.35	\$ 79.92	81.52	83.15	84.81	86.51	88.24
53	System Security Research Analyst	\$ 78.08	\$ 79.64	\$ 81.23	\$ 82.85	\$ 84.51	86.2	87.92	89.68	91.47	93.3
51	Systems Security Specialist	\$ 92.55	\$ 94.40	\$ 96.29	\$ 98.22	\$ 100.18	102.18	104.22	106.3	108.43	110.6
48	Systems Security Specialist (Senior)	\$ 102.55	\$ 104.60	\$ 106.69	\$ 108.82	\$ 111.00	113.22	115.48	117.79	120.15	122.55
78	Telecommunications Consultant (Senior)	\$ 78.79	\$ 80.37	\$ 81.98	\$ 83.62	\$ 85.29	87	88.74	90.51	92.32	94.17
77	Telecommunications Engineer	\$ 75.83	\$ 77.35	\$ 78.90	\$ 80.48	\$ 82.09	83.73	85.4	87.11	88.85	90.63
76	Telecommunications Engineer (Senior)	\$ 82.85	\$ 84.51	\$ 86.20	\$ 87.92	\$ 89.68	91.47	93.3	95.17	97.07	99.01
79	Telecommunications, System Analyst	\$ 65.83	\$ 67.15	\$ 68.49	\$ 69.86	\$ 71.26	72.69	74.14	75.62	77.13	78.67
27	Testing Specialist	\$ 70.31	\$ 71.72	\$ 73.15	\$ 74.61	\$ 76.10	77.62	79.17	80.75	82.37	84.02
28	Training Specialist/Instructor	\$ 65.31	\$ 66.62	\$ 67.95	\$ 69.31	\$ 70.70	72.11	73.55	75.02	76.52	78.05
56	Writer/Editor, Technical	\$ 60.61	\$ 61.82	\$ 63.06	\$ 64.32	\$ 65.61	66.92	68.26	69.63	71.02	72.44

Submitted By:
Authorized Signature *Karl Omatsola* **Date: 5/11/2018**
Printed Name and Title: Karl Omatsola Partner
Bidder Name: GLOBAL INSIGHTS + SOLUTIONS LLC
Bidder Address: 11293 MARKET STREET, FULTON, MD 20759

Consulting and Technical Services Plus (CATS+) - Expansion Window #2
 Commision Only Pricing

	Table F-A2, Commission Only Percentage for Telecommunication Audits (as defined in 2.3.9.1)									
	COMMISSION ONLY PERCENTAGE CONTRACT YEAR*									
	Year 1	Year 2	Year 3	Year 4	Year 5	Year 6	Year 7	Year 8	Year 9	Year 10
	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage	Offeror Percentage
Commission Only Percentage	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0	25.0

* 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.

Submitted By: *Karl Omatsola*
Authorized Signatu *Karl Omatsola* **Date: 5/11/2018**
Printed Name and Title: Karl Omatsola Partner
Bidder Name: GLOBAL INSIGHTS + SOLUTIONS LLC
Bidder Address: 11293 MARKET STREET, FULTON, MD 20759
