

Financial Proposal

- The Financial Proposal shall contain all cost information in the format specified in Attachment F-A1 for Functional Areas 1 through 12 and Functional Areas 15 through 17. Functional Area 9 only requires the submission of both Attachment F-A1 and F-A2. Functional Areas 13 and 14 require submission of cost information in the format specified in Attachments F-B and F-C. Complete the cost sheets only as provided in the Price Proposal Instructions. Offerors must propose pricing for all labor categories to be considered for Award.

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

Labor Rates

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 Offeror Price	Year 2 Offeror Price	Year 3 Offeror Price	Year 4 Offeror Price	Year 5 Offeror Price	Year 6 Offeror Price	Year 7 Offeror Price	Year 8 Offeror Price	Year 9 Offeror Price	Year 10 Offeror Price
66	Accountant, Cost (Senior)	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
47	Administrator, Systems	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04	\$ 102.02	\$ 105.08	\$ 108.23	\$ 111.48	\$ 114.82
5	Analyst, Computer Software/Integration (Senior)	\$ 102.00	\$ 105.06	\$ 108.21	\$ 111.46	\$ 114.80	\$ 118.25	\$ 121.79	\$ 125.45	\$ 129.21	\$ 133.09
9	Analyst, Computer Systems (Junior)	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
8	Analyst, Computer Systems (Senior)	\$ 89.00	\$ 91.67	\$ 94.42	\$ 97.25	\$ 100.17	\$ 103.18	\$ 106.27	\$ 109.46	\$ 112.74	\$ 116.12
68	Analyst, Financial	\$ 74.00	\$ 76.22	\$ 78.51	\$ 80.86	\$ 83.29	\$ 85.79	\$ 88.36	\$ 91.01	\$ 93.74	\$ 96.55
67	Analyst, Financial (Senior)	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
54	Analyst, Research	\$ 54.00	\$ 55.62	\$ 57.29	\$ 59.01	\$ 60.78	\$ 62.60	\$ 64.48	\$ 66.41	\$ 68.41	\$ 70.46
37	Analyst, Systems (Senior)	\$ 89.00	\$ 91.67	\$ 94.42	\$ 97.25	\$ 100.17	\$ 103.18	\$ 106.27	\$ 109.46	\$ 112.74	\$ 116.12
17	Application Developer, Advanced Technology	\$ 92.00	\$ 94.76	\$ 97.60	\$ 100.53	\$ 103.55	\$ 106.65	\$ 109.85	\$ 113.15	\$ 116.54	\$ 120.04
16	Application Developer, Advanced Technology (Senior)	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
11	Applications Development Expert	\$ 114.00	\$ 117.42	\$ 120.94	\$ 124.57	\$ 128.31	\$ 132.16	\$ 136.12	\$ 140.21	\$ 144.41	\$ 148.74
10	Applications Programmer	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
92	Archeologist /Historic Preservation Specialist	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
40	Architect, Application (Senior)	\$ 119.00	\$ 122.57	\$ 126.25	\$ 130.03	\$ 133.94	\$ 137.95	\$ 142.09	\$ 146.35	\$ 150.75	\$ 155.27
38	Architect, Information Technology (Senior)	\$ 129.00	\$ 132.87	\$ 136.86	\$ 140.96	\$ 145.19	\$ 149.55	\$ 154.03	\$ 158.65	\$ 163.41	\$ 168.32
61	Architect, Internet/Web	\$ 109.00	\$ 112.27	\$ 115.64	\$ 119.11	\$ 122.68	\$ 126.36	\$ 130.15	\$ 134.06	\$ 138.08	\$ 142.22
63	Architect, Systems (Senior)	\$ 114.00	\$ 117.42	\$ 120.94	\$ 124.57	\$ 128.31	\$ 132.16	\$ 136.12	\$ 140.21	\$ 144.41	\$ 148.74
64	Architect, Systems Design	\$ 118.00	\$ 121.54	\$ 125.19	\$ 128.94	\$ 132.81	\$ 136.79	\$ 140.90	\$ 145.13	\$ 149.48	\$ 153.96
93	Architectural Historian	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04	\$ 102.02	\$ 105.08	\$ 108.23	\$ 111.48	\$ 114.82
110	Audit Manager	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04	\$ 102.02	\$ 105.08	\$ 108.23	\$ 111.48	\$ 114.82
111	Audit Supervisor	\$ 72.00	\$ 74.16	\$ 76.38	\$ 78.68	\$ 81.04	\$ 83.47	\$ 85.97	\$ 88.55	\$ 91.21	\$ 93.94
69	Auditor, IT (Senior)	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04	\$ 102.02	\$ 105.08	\$ 108.23	\$ 111.48	\$ 114.82
112	Auditor, Lead	\$ 72.00	\$ 74.16	\$ 76.38	\$ 78.68	\$ 81.04	\$ 83.47	\$ 85.97	\$ 88.55	\$ 91.21	\$ 93.94
70	Auditor (Senior)	\$ 88.00	\$ 90.64	\$ 93.36	\$ 96.16	\$ 99.04	\$ 102.02	\$ 105.08	\$ 108.23	\$ 111.48	\$ 114.82
113	Auditor, Staff	\$ 52.00	\$ 53.56	\$ 55.17	\$ 56.82	\$ 58.53	\$ 60.28	\$ 62.09	\$ 63.95	\$ 65.87	\$ 67.85
72	Business Process Consultant (Senior)	\$ 94.00	\$ 96.82	\$ 99.72	\$ 102.72	\$ 105.80	\$ 108.97	\$ 112.24	\$ 115.61	\$ 119.08	\$ 122.65
62	Computer Graphics Illustrator	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99
34	Computer Operations Center Specialist	\$ 78.00	\$ 80.34	\$ 82.75	\$ 85.23	\$ 87.79	\$ 90.42	\$ 93.14	\$ 95.93	\$ 98.81	\$ 101.77
35	Computer Operations Research Analyst	\$ 72.00	\$ 74.16	\$ 76.38	\$ 78.68	\$ 81.04	\$ 83.47	\$ 85.97	\$ 88.55	\$ 91.21	\$ 93.94
42	Computer Operator	\$ 49.00	\$ 50.47	\$ 51.98	\$ 53.54	\$ 55.15	\$ 56.80	\$ 58.51	\$ 60.26	\$ 62.07	\$ 63.93
41	Computer Operator (Senior)	\$ 59.00	\$ 60.77	\$ 62.59	\$ 64.47	\$ 66.41	\$ 68.40	\$ 70.45	\$ 72.56	\$ 74.74	\$ 76.98
15	Computer Programmer (Junior)	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87

COMPANY NAME: Zolon Tech, Inc.
 CONTRACT POC: Zach Smith
 ADDRESS: Herndon, VA 20171
 OFFICE NUMBER: 703-636-7370
 FAX NUMBER: 703-636-7377
 FEIN: 54-1903808


 AUTHORIZED SIGNATURE

Executive Vice President

TITLE

Consulting and Technical Services Plus (CATS+) - Expansion Window #2
Labor Rates

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 Offeror Price	Year 2 Offeror Price	Year 3 Offeror Price	Year 4 Offeror Price	Year 5 Offeror Price	Year 6 Offeror Price	Year 7 Offeror Price	Year 8 Offeror Price	Year 9 Offeror Price	Year 10 Offeror Price
14	Computer Programmer (Senior)	\$ 108.00	\$ 111.24	\$ 114.58	\$ 118.01	\$ 121.55	\$ 125.20	\$ 128.96	\$ 132.83	\$ 136.81	\$ 140.92
7	Computer Specialist	\$ 94.00	\$ 96.82	\$ 99.72	\$ 102.72	\$ 105.80	\$ 108.97	\$ 112.24	\$ 115.61	\$ 119.08	\$ 122.65
6	Computer Specialist (Senior)	\$ 104.00	\$ 107.12	\$ 110.33	\$ 113.64	\$ 117.05	\$ 120.56	\$ 124.18	\$ 127.91	\$ 131.74	\$ 135.70
13	Computer Systems Programmer	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
12	Computer Systems Programmer (Senior)	\$ 108.00	\$ 111.24	\$ 114.58	\$ 118.01	\$ 121.55	\$ 125.20	\$ 128.96	\$ 132.83	\$ 136.81	\$ 140.92
23	Database Management Specialist (Junior)	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
22	Database Management Specialist (Senior)	\$ 92.00	\$ 94.76	\$ 97.60	\$ 100.53	\$ 103.55	\$ 106.65	\$ 109.85	\$ 113.15	\$ 116.54	\$ 120.04
21	Database Manager	\$ 112.00	\$ 115.36	\$ 118.82	\$ 122.39	\$ 126.06	\$ 129.84	\$ 133.73	\$ 137.75	\$ 141.88	\$ 146.13
55	Documentation Specialist	\$ 74.00	\$ 76.22	\$ 78.51	\$ 80.86	\$ 83.29	\$ 85.79	\$ 88.36	\$ 91.01	\$ 93.74	\$ 96.55
97	Electrician, Journeyman	\$ 44.00	\$ 45.32	\$ 46.68	\$ 48.08	\$ 49.52	\$ 51.01	\$ 52.54	\$ 54.11	\$ 55.74	\$ 57.41
96	Electrician, Licensed Master	\$ 54.00	\$ 55.62	\$ 57.29	\$ 59.01	\$ 60.78	\$ 62.60	\$ 64.48	\$ 66.41	\$ 68.41	\$ 70.46
99	Electricians Helper	\$ 34.00	\$ 35.02	\$ 36.07	\$ 37.15	\$ 38.27	\$ 39.42	\$ 40.60	\$ 41.82	\$ 43.07	\$ 44.36
101	Engineer, Facility Operations	\$ 94.00	\$ 96.82	\$ 99.72	\$ 102.72	\$ 105.80	\$ 108.97	\$ 112.24	\$ 115.61	\$ 119.08	\$ 122.65
19	Engineer, Information	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
18	Engineer, Information (Senior)	\$ 94.00	\$ 96.82	\$ 99.72	\$ 102.72	\$ 105.80	\$ 108.97	\$ 112.24	\$ 115.61	\$ 119.08	\$ 122.65
52	Engineer, Information Security	\$ 114.00	\$ 117.42	\$ 120.94	\$ 124.57	\$ 128.31	\$ 132.16	\$ 136.12	\$ 140.21	\$ 144.41	\$ 148.74
33	Engineer, Interdisciplinary	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
32	Engineer, Interdisciplinary (Senior)	\$ 94.00	\$ 96.82	\$ 99.72	\$ 102.72	\$ 105.80	\$ 108.97	\$ 112.24	\$ 115.61	\$ 119.08	\$ 122.65
82	Engineer, Network (Junior)	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99
81	Engineer, Network (Senior)	\$ 92.00	\$ 94.76	\$ 97.60	\$ 100.53	\$ 103.55	\$ 106.65	\$ 109.85	\$ 113.15	\$ 116.54	\$ 120.04
86	Engineer, Network Security	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
95	Engineer, Radio Frequency	\$ 78.00	\$ 80.34	\$ 82.75	\$ 85.23	\$ 87.79	\$ 90.42	\$ 93.14	\$ 95.93	\$ 98.81	\$ 101.77
31	Engineer, Software	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
101	Engineer, Stationary	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
30	Engineer, Systems	\$ 79.00	\$ 81.37	\$ 83.81	\$ 86.33	\$ 88.92	\$ 91.58	\$ 94.33	\$ 97.16	\$ 100.07	\$ 103.08
29	Engineer, Systems (Senior)	\$ 89.00	\$ 91.67	\$ 94.42	\$ 97.25	\$ 100.17	\$ 103.18	\$ 106.27	\$ 109.46	\$ 112.74	\$ 116.12
65	Engineer, Systems Design	\$ 94.00	\$ 96.82	\$ 99.72	\$ 102.72	\$ 105.80	\$ 108.97	\$ 112.24	\$ 115.61	\$ 119.08	\$ 122.65
99	Facilities Engineering Manager	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
105	Facilities Specialist Level I	\$ 44.00	\$ 45.32	\$ 46.68	\$ 48.08	\$ 49.52	\$ 51.01	\$ 52.54	\$ 54.11	\$ 55.74	\$ 57.41
104	Facilities Specialist Level II	\$ 54.00	\$ 55.62	\$ 57.29	\$ 59.01	\$ 60.78	\$ 62.60	\$ 64.48	\$ 66.41	\$ 68.41	\$ 70.46
103	Facilities Specialist Level III	\$ 64.00	\$ 65.92	\$ 67.90	\$ 69.93	\$ 72.03	\$ 74.19	\$ 76.42	\$ 78.71	\$ 81.07	\$ 83.51
102	Facilities Specialist, Lead	\$ 79.00	\$ 81.37	\$ 83.81	\$ 86.33	\$ 88.92	\$ 91.58	\$ 94.33	\$ 97.16	\$ 100.07	\$ 103.08
106	Facility Operations Supervisor	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
90	Geographic Information Systems (GIS) Analyst	\$ 74.00	\$ 76.22	\$ 78.51	\$ 80.86	\$ 83.29	\$ 85.79	\$ 88.36	\$ 91.01	\$ 93.74	\$ 96.55
91	Geographic Information Systems Specialist	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60

COMPANY NAME: Zolon Tech, Inc.
CONTRACT POC: Zach Smith
ADDRESS: Herndon, VA 20171
OFFICE NUMBER: 703-636-7370
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AUTHORIZED SIGNATURE
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Consulting and Technical Services Plus (CATS+) - Expansion Window #2
Labor Rates

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
88	Geographic Information Systems Technician I	\$ 58.00	\$ 59.74	\$ 61.53	\$ 63.38	\$ 65.28	\$ 67.24	\$ 69.26	\$ 71.33	\$ 73.47	\$ 75.68
87	Geographic Information Systems Technician II	\$ 64.00	\$ 65.92	\$ 67.90	\$ 69.93	\$ 72.03	\$ 74.19	\$ 76.42	\$ 78.71	\$ 81.07	\$ 83.51
89	Geographic Information Systems Technician Trainee	\$ 48.00	\$ 49.44	\$ 50.92	\$ 52.45	\$ 54.02	\$ 55.65	\$ 57.31	\$ 59.03	\$ 60.80	\$ 62.63
	GeoSpatial Web Developer (Mid-level)	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99
	GeoSpatial Web Developer (Senior)	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
73	Group Facilitator (Senior)	\$ 69.00	\$ 71.07	\$ 73.20	\$ 75.40	\$ 77.66	\$ 79.99	\$ 82.39	\$ 84.86	\$ 87.41	\$ 90.03
44	Help Desk Manager	\$ 74.00	\$ 76.22	\$ 78.51	\$ 80.86	\$ 83.29	\$ 85.79	\$ 88.36	\$ 91.01	\$ 93.74	\$ 96.55
46	Help Desk Specialist (Junior)	\$ 44.00	\$ 45.32	\$ 46.68	\$ 48.08	\$ 49.52	\$ 51.01	\$ 52.54	\$ 54.11	\$ 55.74	\$ 57.41
45	Help Desk Specialist (Senior)	\$ 54.00	\$ 55.62	\$ 57.29	\$ 59.01	\$ 60.78	\$ 62.60	\$ 64.48	\$ 66.41	\$ 68.41	\$ 70.46
60	Internet/Intranet Site Developer (Junior)	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99
59	Internet/Intranet Site Developer (Senior)	\$ 92.00	\$ 94.76	\$ 97.60	\$ 100.53	\$ 103.55	\$ 106.65	\$ 109.85	\$ 113.15	\$ 116.54	\$ 120.04
20	IT Professional (Senior)	\$ 118.00	\$ 121.54	\$ 125.19	\$ 128.94	\$ 132.81	\$ 136.79	\$ 140.90	\$ 145.13	\$ 149.48	\$ 153.96
75	Market Research Consultant (Senior)	\$ 78.00	\$ 80.34	\$ 82.75	\$ 85.23	\$ 87.79	\$ 90.42	\$ 93.14	\$ 95.93	\$ 98.81	\$ 101.77
74	Marketing Consultant (Senior)	\$ 78.00	\$ 80.34	\$ 82.75	\$ 85.23	\$ 87.79	\$ 90.42	\$ 93.14	\$ 95.93	\$ 98.81	\$ 101.77
83	Network Administrator	\$ 79.00	\$ 81.37	\$ 83.81	\$ 86.33	\$ 88.92	\$ 91.58	\$ 94.33	\$ 97.16	\$ 100.07	\$ 103.08
80	Network Manager	\$ 118.00	\$ 121.54	\$ 125.19	\$ 128.94	\$ 132.81	\$ 136.79	\$ 140.90	\$ 145.13	\$ 149.48	\$ 153.96
85	Network Technician (Junior)	\$ 54.00	\$ 55.62	\$ 57.29	\$ 59.01	\$ 60.78	\$ 62.60	\$ 64.48	\$ 66.41	\$ 68.41	\$ 70.46
84	Network Technician (Senior)	\$ 74.00	\$ 76.22	\$ 78.51	\$ 80.86	\$ 83.29	\$ 85.79	\$ 88.36	\$ 91.01	\$ 93.74	\$ 96.55
43	Office Automation Specialist	\$ 44.00	\$ 45.32	\$ 46.68	\$ 48.08	\$ 49.52	\$ 51.01	\$ 52.54	\$ 54.11	\$ 55.74	\$ 57.41
36	Operations Research Analyst (Senior)	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99
108	Operator Level I	\$ 34.00	\$ 35.02	\$ 36.07	\$ 37.15	\$ 38.27	\$ 39.42	\$ 40.60	\$ 41.82	\$ 43.07	\$ 44.36
107	Operator Level II	\$ 44.00	\$ 45.32	\$ 46.68	\$ 48.08	\$ 49.52	\$ 51.01	\$ 52.54	\$ 54.11	\$ 55.74	\$ 57.41
109	Photographer	\$ 42.00	\$ 43.26	\$ 44.56	\$ 45.89	\$ 47.27	\$ 48.69	\$ 50.15	\$ 51.65	\$ 53.20	\$ 54.80
39	Planner, Information Technology (Senior)	\$ 119.00	\$ 122.57	\$ 126.25	\$ 130.03	\$ 133.94	\$ 137.95	\$ 142.09	\$ 146.35	\$ 150.75	\$ 155.27
58	Program Administration Specialist	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
1	Program Manager	\$ 134.00	\$ 138.02	\$ 142.16	\$ 146.43	\$ 150.82	\$ 155.34	\$ 160.00	\$ 164.80	\$ 169.75	\$ 174.84
57	Project Control Specialist	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
2	Project Manager	\$ 114.00	\$ 117.42	\$ 120.94	\$ 124.57	\$ 128.31	\$ 132.16	\$ 136.12	\$ 140.21	\$ 144.41	\$ 148.74
25	Quality Assurance Consultant (Senior)	\$ 92.00	\$ 94.76	\$ 97.60	\$ 100.53	\$ 103.55	\$ 106.65	\$ 109.85	\$ 113.15	\$ 116.54	\$ 120.04
24	Quality Assurance Manager	\$ 104.00	\$ 107.12	\$ 110.33	\$ 113.64	\$ 117.05	\$ 120.56	\$ 124.18	\$ 127.91	\$ 131.74	\$ 135.70
26	Quality Assurance Specialist	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
71	Risk Assessment Consultant (Senior)	\$ 114.00	\$ 117.42	\$ 120.94	\$ 124.57	\$ 128.31	\$ 132.16	\$ 136.12	\$ 140.21	\$ 144.41	\$ 148.74
49	Security, Computer Systems Specialist	\$ 104.00	\$ 107.12	\$ 110.33	\$ 113.64	\$ 117.05	\$ 120.56	\$ 124.18	\$ 127.91	\$ 131.74	\$ 135.70
50	Security, Data Specialist	\$ 98.00	\$ 100.94	\$ 103.97	\$ 107.09	\$ 110.30	\$ 113.61	\$ 117.02	\$ 120.53	\$ 124.14	\$ 127.87
4	Subject Matter Expert	\$ 118.00	\$ 121.54	\$ 125.19	\$ 128.94	\$ 132.81	\$ 136.79	\$ 140.90	\$ 145.13	\$ 149.48	\$ 153.96

COMPANY NAME: Zolon Tech, Inc.
CONTRACT POC: Zach Smith
ADDRESS: Herndon, VA 20171
OFFICE NUMBER: 703-636-7370
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AUTHORIZED SIGNATURE

Executive Vice President
TITLE



RFP #060B2490023
Volume II – Financial Proposal



Consulting and Technical Services Plus
(CATS+) – Expansion Window #2

Consulting and Technical Services Plus (CATS+) - Expansion Window #2
Labor Rates

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
3	Subject Matter Expert (Senior)	\$ 134.00	\$ 138.02	\$ 142.16	\$ 146.43	\$ 150.82	\$ 155.34	\$ 160.00	\$ 164.80	\$ 169.75	\$ 174.84
94	Systems Analyst, Wireless	\$ 74.00	\$ 76.22	\$ 78.51	\$ 80.86	\$ 83.29	\$ 85.79	\$ 88.36	\$ 91.01	\$ 93.74	\$ 96.55
53	System Security Research Analyst	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99
51	Systems Security Specialist	\$ 108.00	\$ 111.24	\$ 114.58	\$ 118.01	\$ 121.55	\$ 125.20	\$ 128.96	\$ 132.83	\$ 136.81	\$ 140.92
48	Systems Security Specialist (Senior)	\$ 118.00	\$ 121.54	\$ 125.19	\$ 128.94	\$ 132.81	\$ 136.79	\$ 140.90	\$ 145.13	\$ 149.48	\$ 153.96
78	Telecommunications Consultant (Senior)	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
77	Telecommunications Engineer	\$ 69.00	\$ 71.07	\$ 73.20	\$ 75.40	\$ 77.66	\$ 79.99	\$ 82.39	\$ 84.86	\$ 87.41	\$ 90.03
76	Telecommunications Engineer (Senior)	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
79	Telecommunications, System Analyst	\$ 79.00	\$ 81.37	\$ 83.81	\$ 86.33	\$ 88.92	\$ 91.58	\$ 94.33	\$ 97.16	\$ 100.07	\$ 103.08
27	Testing Specialist	\$ 84.00	\$ 86.52	\$ 89.12	\$ 91.79	\$ 94.54	\$ 97.38	\$ 100.30	\$ 103.31	\$ 106.41	\$ 109.60
28	Training Specialist/Instructor	\$ 79.00	\$ 81.37	\$ 83.81	\$ 86.33	\$ 88.92	\$ 91.58	\$ 94.33	\$ 97.16	\$ 100.07	\$ 103.08
56	Writer/Editor, Technical	\$ 82.00	\$ 84.46	\$ 86.99	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85	\$ 103.88	\$ 106.99

* 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.

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CONTRACT POC: Zach Smith
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Consulting and Technical Services Plus (CATS+) - Expansion Window #2
Labor Rates

	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	35%	35%	35%	35%	35%	35%	35%	35%	35%	35%

* 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.

**NOTE: ZTI does not provide telecommunication auditing services as described in section 2.3.9.1 of the RFP. However, in order to be compliant in our response, we have used 35% as a maximum percentage for these services, based on the definition provided under Section 1.3 "Commission Only" of the RFP.

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AUTHORIZED SIGNATURE

Executive Vice President
TITLE

Attachment F-A2