

ATTACHMENT E-IV FUNCTIONAL AREA IV - Installation and Training Services Labor Rate Schedule

NOTE: COMPLETING E-IV REQUIRES OFFERORS TO ALSO COMPLETE E-1, E-II or E-III.

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 15 years of the Master Contract for all labor categories.

| Labor Category | Training Specialist/Instructor | Project Mgr. | Subject Matter Expert | Network Admin. | Sr. Network Engineer | Jr. Network Engineer | Sr. Network Tech. | Jr. Network Tech. | Sr. Computer Software/Integration Analyst | Jr. Computer Systems Analyst |
|-----------------------|--------------------------------|--------------|-----------------------|----------------|----------------------|----------------------|-------------------|-------------------|---|------------------------------|
| Year 1 | \$ 165 | \$ 240 | \$ 200 | \$ 175 | \$ 250 | \$ 230 | \$ 250 | \$ 230 | \$ 260 | \$ 240 |
| Year 2 | \$ 170 | \$ 245 | \$ 205 | \$ 180 | \$ 255 | \$ 235 | \$ 255 | \$ 235 | \$ 265 | \$ 245 |
| Year 3 | \$ 175 | \$ 250 | \$ 210 | \$185 | \$ 260 | \$ 240 | \$ 260 | \$ 240 | \$ 270 | \$ 250 |
| Year 4 | \$ 180 | \$ 255 | \$ 215 | \$ 190 | \$ 265 | \$ 245 | \$ 265 | \$ 245 | \$ 275 | \$ 255 |
| Year 5 | \$ 185 | \$ 260 | \$ 220 | \$ 195 | \$ 270 | \$ 250 | \$ 270 | \$ 250 | \$ 280 | \$ 260 |
| Year 6 | \$ 190 | \$ 265 | \$ 225 | \$ 200 | \$ 275 | \$ 255 | \$ 275 | \$ 255 | \$ 285 | \$ 265 |
| Year 7 | \$ 195 | \$ 270 | \$ 230 | \$ 205 | \$ 280 | \$ 260 | \$ 280 | \$ 260 | \$ 290 | \$ 270 |
| Year 8 | \$ 200 | \$ 275 | \$ 235 | \$ 210 | \$ 285 | \$ 265 | \$ 285 | \$ 265 | \$ 295 | \$ 275 |
| Year 9 | \$ 205 | \$ 280 | \$ 240 | \$ 215 | \$ 290 | \$ 270 | \$ 290 | \$ 270 | \$ 300 | \$ 280 |
| Year 10 | \$ 210 | \$ 285 | \$ 245 | \$ 220 | \$ 295 | \$ 275 | \$ 295 | \$ 275 | \$ 305 | \$ 285 |
| Year 11 | \$ 215 | \$ 290 | \$ 250 | \$ 225 | \$ 300 | \$ 280 | \$ 300 | \$ 280 | \$ 310 | \$ 290 |
| Year 12 | \$ 220 | \$ 295 | \$ 255 | \$ 230 | \$ 305 | \$ 285 | \$305 | \$ 285 | \$ 315 | \$ 295 |
| Year 13 | \$ 225 | \$ 300 | \$ 260 | \$ 235 | \$ 310 | \$ 290 | \$ 310 | \$ 290 | \$ 320 | \$ 300 |
| Year 14 | \$ 230 | \$ 305 | \$ 265 | \$ 240 | \$ 315 | \$ 295 | \$ 315 | \$ 295 | \$ 325 | \$ 305 |
| Year 15 | \$ 235 | \$ 310 | \$ 270 | \$ 245 | \$ 320 | \$ 300 | \$ 320 | \$ 300 | \$ 330 | \$ 310 |

SUBMITTED BY

DATA NETWORKS OF AMERICA
COMPANY NAME

JULY 16, 2012
DATE

309 INTERNATIONAL CIRCLE, SUITE 120, HUMT VALLEY, MD 21030
COMPANY ADDRESS