

**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	\$326.10	\$292.82	\$292.82	\$306.13	\$306.13	\$306.13	\$306.13	\$306.13	\$292.82	\$292.82
Year 2	\$358.70	\$322.10	\$322.10	\$336.74	\$336.74	\$336.74	\$336.74	\$336.74	\$322.10	\$322.10
Year 3	\$394.57	\$354.31	\$354.31	\$370.42	\$370.42	\$370.42	\$370.42	\$370.42	\$354.31	\$354.31
Year 4	\$434.02	\$354.31	\$354.31	\$407.46	\$407.46	\$407.46	\$407.46	\$407.46	\$354.31	\$354.31
Year 5	\$477.42	\$428.71	\$428.71	\$448.20	\$448.20	\$448.20	\$448.20	\$448.20	\$428.71	\$428.71
Year 6	\$525.16	\$471.58	\$471.58	\$493.03	\$493.03	\$493.03	\$493.03	\$493.03	\$471.58	\$471.58
Year 7	\$577.67	\$518.74	\$518.74	\$542.33	\$542.33	\$542.33	\$542.33	\$542.33	\$518.74	\$518.74
Year 8	\$635.45	\$570.62	\$570.62	\$596.56	\$596.56	\$596.56	\$596.56	\$596.56	\$570.62	\$570.62
Year 9	\$699.00	\$627.68	\$627.68	\$656.22	\$656.22	\$656.22	\$656.22	\$656.22	\$627.68	\$627.68
Year 10	\$768.90	\$690.45	\$690.45	\$721.84	\$721.84	\$721.84	\$721.84	\$721.84	\$690.45	\$690.45
Year 11	\$845.79	\$759.50	\$759.50	\$794.03	\$794.03	\$794.03	\$794.03	\$794.03	\$759.50	\$759.50
Year 12	\$930.37	\$835.44	\$835.44	\$873.43	\$873.43	\$873.43	\$873.43	\$873.43	\$835.44	\$835.44
Year 13	\$1,023.41	\$918.99	\$918.99	\$960.77	\$960.77	\$960.77	\$960.77	\$960.77	\$918.99	\$918.99
Year 14	\$1,125.75	\$1,010.89	\$1,010.89	\$1,056.84	\$1,056.84	\$1,056.84	\$1,056.84	\$1,056.84	\$1,010.89	\$1,010.89
Year 15	\$1,238.33	\$1,111.98	\$1,111.98	\$1,162.53	\$1,162.53	\$1,162.53	\$1,162.53	\$1,162.53	\$1,111.98	\$1,111.98

SUBMITTED BY:

DELL MARKETING, LP
COMPANY NAME

JULY 24, 2012
DATE

ONE DELL WAY, ROUND ROCK, TX 78682
COMPANY ADDRESS