

**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.

<b>Labor Category</b>	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
<b>Year 1</b>	\$ 68.21	\$ 115.50	\$ 120.45	\$ 80.25	\$ 80.25	\$ 70.50	\$ 55.30	\$ 45.20	\$ 115.50	\$ 80.25
<b>Year 2</b>	\$ 70.26	\$ 118.97	\$ 124.06	\$ 82.66	\$ 82.66	\$ 72.62	\$ 56.96	\$ 46.56	\$ 118.97	\$ 82.66
<b>Year 3</b>	\$ 72.36	\$ 122.53	\$ 127.79	\$ 85.14	\$ 85.14	\$ 74.79	\$ 58.67	\$ 47.95	\$ 122.53	\$ 85.14
<b>Year 4</b>	\$ 74.53	\$ 126.21	\$ 131.62	\$ 87.69	\$ 87.69	\$ 77.04	\$ 60.43	\$ 49.39	\$ 126.21	\$ 87.69
<b>Year 5</b>	\$ 76.77	\$ 130.00	\$ 135.57	\$ 90.32	\$ 90.32	\$ 79.35	\$ 62.24	\$ 50.87	\$ 130.00	\$ 90.32
<b>Year 6</b>	\$ 79.07	\$ 133.90	\$ 139.63	\$ 93.03	\$ 93.03	\$ 81.73	\$ 64.11	\$ 52.40	\$ 133.90	\$ 93.03
<b>Year 7</b>	\$ 81.45	\$ 137.91	\$ 143.82	\$ 95.82	\$ 95.82	\$ 84.18	\$ 66.03	\$ 53.97	\$ 137.91	\$ 95.82
<b>Year 8</b>	\$ 83.89	\$ 142.05	\$ 148.14	\$ 98.70	\$ 98.70	\$ 86.71	\$ 68.01	\$ 55.59	\$ 142.05	\$ 98.70
<b>Year 9</b>	\$ 86.41	\$ 146.31	\$ 152.58	\$ 101.66	\$ 101.66	\$ 89.31	\$ 70.05	\$ 57.26	\$ 146.31	\$ 101.66
<b>Year 10</b>	\$ 89.00	\$ 150.70	\$ 157.16	\$ 104.71	\$ 104.71	\$ 91.99	\$ 72.15	\$ 58.98	\$ 150.70	\$ 104.71
<b>Year 11</b>	\$ 91.67	\$ 155.22	\$ 161.87	\$ 107.85	\$ 107.85	\$ 94.75	\$ 74.32	\$ 60.75	\$ 155.22	\$ 107.85
<b>Year 12</b>	\$ 94.42	\$ 159.88	\$ 166.73	\$ 111.08	\$ 111.08	\$ 97.59	\$ 76.55	\$ 62.57	\$ 159.88	\$ 111.08
<b>Year 13</b>	\$ 97.25	\$ 164.68	\$ 171.73	\$ 114.42	\$ 114.42	\$ 100.52	\$ 78.84	\$ 64.44	\$ 164.68	\$ 114.42
<b>Year 14</b>	\$ 100.17	\$ 169.62	\$ 176.88	\$ 117.85	\$ 117.85	\$ 103.53	\$ 81.21	\$ 66.38	\$ 169.62	\$ 117.85
<b>Year 15</b>	\$ 103.17	\$ 174.70	\$ 182.19	\$ 121.39	\$ 121.39	\$ 106.64	\$ 83.65	\$ 68.37	\$ 174.70	\$ 121.39

SUBMITTED BY

ELECTRONIC SYSTEMS INC  
COMPANY NAME

JULY 24, 2012  
DATE

369 EDWIN DRIVE, VIRGINIA BEACH, VA 23462  
COMPANY ADDRESS