

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	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750	\$ 750
Year 2	\$ 770	\$ 770	\$ 770	\$ 770	\$ 770	\$ 770	\$ 770	\$ 770	\$ 770	\$ 770
Year 3	\$ 790	\$ 790	\$ 790	\$ 790	\$ 790	\$ 790	\$ 790	\$ 790	\$ 790	\$ 790
Year 4	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825	\$ 825
Year 5	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850	\$ 850
Year 6	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875	\$ 875
Year 7	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900	\$ 900
Year 8	\$ 925	\$ 925	\$ 925	\$ 925	\$ 925	\$ 925	\$ 925	\$ 925	\$ 925	\$ 925
Year 9	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950	\$ 950
Year 10	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975	\$ 975
Year 11	\$ 1000	\$ 1000	\$ 1000	\$ 1000	\$ 1000	\$ 1000	\$ 1000	\$ 1000	\$ 1000	\$ 1000
Year 12	\$ 1030	\$ 1030	\$ 1030	\$ 1030	\$ 1030	\$ 1030	\$ 1030	\$ 1030	\$ 1030	\$ 1030
Year 13	\$ 1060	\$ 1060	\$ 1060	\$ 1060	\$ 1060	\$ 1060	\$ 1060	\$ 1060	\$ 1060	\$ 1060
Year 14	\$ 1090	\$ 1090	\$ 1090	\$ 1090	\$ 1090	\$ 1090	\$ 1090	\$ 1090	\$ 1090	\$ 1090
Year 15	\$ 1120	\$ 1120	\$ 1120	\$ 1120	\$ 1120	\$ 1120	\$ 1120	\$ 1120	\$ 1120	\$ 1120

SUBMITTED BY:

HEWLETT-PACKARD COMPANY

COMPANY NAME

3000 HANOVER STREET, PALO ALTO, CA 94304

COMPANY ADDRESS

JULY 23, 2012

DATE