

**FUNCTIONAL AREA IV - Installation and Training Services Labor Rate Schedule**

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

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 12 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	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 2	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 3	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 4	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 5	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 6	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 7	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 8	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 9	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 10	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 11	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$
Year 12	\$99-168	\$	\$99-176	\$	\$	\$	\$	\$	\$	\$

SUBMITTED BY

LEXMARK INTERNATIONAL INC.  
COMPANY NAME

FEBRUARY 24, 2016  
DATE

ONE LEXMARK CENTRE DR., 740 W NEW CIRCLE RD., LEXINGTON, KY 40550  
COMPANY ADDRESS