

# FY15 Public Sector Published Price List

## Microsoft Consulting Services

**Effective Date:**  
**August 1, 2014**

Prepared by:

**David Gallagher**

**Director of Contracts**

dgallagh@microsoft.com

12012 Sunset Hills Road

Reston, VA 20190

(703) 673-7871

(425) 708-0482 (Fax)

## 1.0 Microsoft Services Background

Microsoft Consulting Services (MCS) has been an integral part of Microsoft since 1990, helping hundreds of large organizations worldwide build information technology solutions. MCS Practices are located at Microsoft field offices around the world.

### 1.1 Public Sector Mission

Our mission is to serve as Trusted Technical Advisors and Architects to Microsoft Public Sector Customers and Partners, helping them architect plan, design and implement solutions leveraging Microsoft products, tools and technologies. MCS Consultants work with customers on specific projects and strategic initiatives and enable customers to gain knowledge in Microsoft product sets and methodologies to build self-sufficiency over time. MCS is the appropriate Microsoft resource to utilize when customer project requirements demand direct Microsoft involvement.

### 1.2 Microsoft Services Rates

<u>MCS Labor Category</u>	<u>Hourly Rates</u>	<u>Hourly Rates (Cleared)</u>
ARCHITECTURAL CONSULTANT	\$291.00	\$299.00
PRINCIPAL CONSULTANT	\$278.00	\$288.00
GENERAL MANAGER	\$295.00	\$299.00
PRACTICE MANAGER	\$274.00	\$285.00
ENGAGEMENT MANAGER	\$263.00	\$273.00
PROJECT MANAGER	\$263.00	\$273.00
SENIOR CONSULTANT	\$263.00	\$273.00
CONSULTANT	\$238.00	\$248.00
ASSOCIATE CONSULTANT	\$210.00	\$219.00
<b><u>MCS PARTNER RATES:</u></b>	<b><u>Hourly Rates</u></b>	<b><u>Hourly Rates</u></b>
TECHNICIAN V	\$250.00	\$250.00
TECHNICIAN IV	\$232.00	\$232.00
TECHNICIAN III	\$206.00	\$206.00
TECHNICIAN II	\$180.00	\$180.00
TECHNICIAN I	\$155.00	\$155.00
TECHNICIAN	\$129.00	\$129.00
ASSOCIATE TECHNICIAN	\$103.00	\$103.00

*"Cleared" Hourly rates shall apply whenever the customer requires a Secret or higher level security clearance (or Agency equivalent type clearance) either by the issuance of a DD254 or otherwise specifying such security requirements in the contract documents.*

## **Microsoft Global Delivery (GD)**

### **Offshore Rates**

- MSFT GD Consulting – (FTE) \$73.00/Hr.
- MSFT GD ACE/SIAM – (FTE) \$110.00/Hr.
- MSFT GD – (Partner) \$42.00/Hr.

### **Onshore Rates:**

- MSFT GD Consulting – (FTE) \$175.00/Hr.
- MSFT GD ACE/SIAM – (FTE) \$175.00/Hr.
  - Daily per diem and other travel is charged IAW government travel regulations.
    - Note: Initial air fare to/from India is not charged to customer.

### **Note:**

- *The labor category from which personnel will be assigned will be specified by Microsoft in a Work Order based on the nature of the services to be provided.*
- *Microsoft reserves the right to revise our rates at anytime.*

---

### **Point of Contact**

David T. Gallagher, Director of Contracts  
U.S. Public Sector Services  
12012 Sunset Hills Road  
Reston, VA 20190  
Phone (703) 673-7871, Fax (425) 708-0482  
Email: dgallagh@Microsoft.com

---

Third Tier Support	Tech 1	Tech 2	Tech 3	Tech 4	Tech 5	Tech 6
0-119 PRS Hours	12,666	6,333	3,167	3,167	3,167	3,167
120-199 PRS Hours	16,902	8,451	4,226	4,226	4,226	4,226
200-299 PRS Hours	18,044	9,023	4,511	4,511	4,511	4,511
300-399 PRS Hours	23,187	11,594	5,797	5,797	5,797	5,797
400-499 PRS Hours	27,883	13,942	6,971	6,971	6,971	6,971
500-599 PRS Hours	32,132	16,066	8,033	8,033	8,033	8,033
600-699 PRS Hours	35,934	17,967	8,984	8,984	8,984	8,984
700-799 PRS Hours	39,289	19,645	9,823	9,823	9,823	9,823
800-899 PRS Hours	42,196	21,099	10,549	10,549	10,549	10,549
900+* Price per hour	45,000	23,000	11,000	11,000	11,000	11,000

## Workshop Pricing

Delivery Type	Workshop				Workshop Plus				
	1 Day	2 Day	3 Day	4 Day	1 Day	2 Day	3 Day	4 Day	5 Day
Open Enrollment	\$1,325	\$1,757	\$2,585	\$3,329	\$2,070	\$2,575	\$3,080	\$3,826	\$4,465
Onsite (No HW)	\$9,866	\$14,098	\$17,682	\$21,482	\$18,638	\$22,924	\$27,204	\$32,381	\$37,385
Onsite + CIAB	\$12,866	\$17,098	\$20,682	\$24,482	\$21,638	\$25,924	\$30,204	\$35,381	\$40,835
Onsite + Cloud	\$10,866	\$15,098	\$18,682	\$22,482	\$19,638	\$23,924	\$28,204	\$33,381	\$38,835
Onsite + HW Rental	\$9,866	\$14,098	\$17,682	\$21,482	\$18,638	\$22,924	\$27,204	\$32,382	\$37,835
Remote	\$9,166	\$13,248	\$16,682	\$20,332	\$17,938	\$22,074	\$26,204	\$31,231	\$36,535

PREMIER FOUNDATION	
PREMIER SERVICE	Foundation vNext
Support Acct Mgmt Hrs*	80
Support Asst Hrs	40
Problem Res Sup Hrs	
Core Technology Open Enrollment Workshop**	
Two-day Custom Proactive Onsite	1
(1) WLOD Subscription	1
Health Check (PSfE Foundation - RaaS Plus)***	1
FY15 Package Price	\$45,536