

EXHIBIT B FEES
CONTRACT NUMBER VA-120413-BPI
BETWEEN
VIRGINIA INFORMATION TECHNOLOGIES AGENCY
AND
BROADPOINT TECHNOLOGIES, INC.

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-120413-BPI (“Contract”) between the Virginia Information Technologies Agency (“VITA” or “Commonwealth” or “State”) and BroadPoint Technologies, Inc. (“Supplier”).

In the event of any discrepancy between this Exhibit B and Contract No. VA-120413-BPI, the provisions of Contract No. VA-120413-BPI shall control.

Labor Title	Labor Rate/Hr	Labor Category Description
Program Manager	\$ 139.00	Responsible for a large or complex project, or a group of projects with each having as separate project manager. Responsible for quality assurance for project success, meeting contract requirements, oversight of budget and schedule management, staff acquisition, senior level issue resolution, issuing project guidance to project managers, senior level client interface. Responsible for meeting company, practice ad project performance measures.
Project Manager 1	\$ 110.00	Responsible for a large or complex project, or a small group of small to medium sized projects with each having as separate project managers or technical and management leads. Responsible for technical and managerial aspects of the project, quality delivery of contract requirements, budget and schedule management, staff management to include work assignments and work direction, risk management, problem solution or escalation as needed, and day to day client interface.
Project Manager 2	\$ 120.00	Responsible for a project. Responsible for technical and managerial aspects of the project, quality delivery of contract requirements, budget and schedule management; staff management to include work assignments and work direction, risk management problem solution or escalation as needed, and day to day client interface.

Business Analyst 1	\$ 81.00	Applying BPR to design, develop, configure and test applications and tools. Gather and document functional and technical requirements and other documentation requirements. Test, debug, and refine application software to produce production-ready product. Work as a member of a large, integrated, cross functional team under supervision of a senior Business Analyst or other manager-level staff. Supports administrative requirements and helps with performance assessment and quality management
Business Analyst 2	\$ 96.00	Applying BPR to design, develop, configure and test applications and tools. Gather and document functional and technical requirements and other documentation requirements. Test, debug, and refine application software to produce production-ready product. Work as a member of a large, integrated, cross functional team under supervision of a senior Business Analyst or other manager-level staff. Works with minimum level of supervision and contributes to strategy and management decision related to work assigned. Supports administrative requirements and helps with performance assessment and quality management
Business Analyst 3	\$ 107.00	Applying BPR to design, develop, configure and test applications and tools. Gather and document functional and technical requirements and other documentation requirements. Test, debug, and refine application software to produce production-ready product. Work as a member of a large, integrated, cross functional team under supervision of a senior Business Analyst or other manager-level staff. Works with virtually no supervision except for review of final work products. Is part of project management by contributing to overall project strategies, methods and processes. Provides issue resolution for assigned work areas. Supports administrative requirements and helps with performance assessment and quality management
Subject Matter Expert	\$ 120.00	May direct or manage project teams or critical aspects of a project. Provides expert advice and problem solution for area of expertise. Provides complex and critical analysis and problem solving. Makes presentations on subject area of expertise.

<p>Functional Team Lead</p>	<p>\$ 117.00</p>	<p>Provides senior functional guidance in the application configuration and functional use of applications. Responsible for identifying and documenting all specific functional requirements associated with implementing the application. Develops a comprehensive functional description of current and future system and process requirements through structured interviews, fit/gap sessions, focus groups, documentation review and other data gathering techniques. Interfaces with technical personnel to identify specific system requirements and risks. Works directly with client functional staff members to identify specific application views and data requirements to ensure that the final system incorporates required functionality. Applies Business Process Re-engineering to design, develop, and testing. Assigned responsibility for specifically assigned functional aspects of the project</p>
<p>Technical Team Lead</p>	<p>\$ 120.00</p>	<p>Provides senior technical guidance in the use of technology as related to the use of enterprise applications. Demonstrates expertise in the use of application and system technology for core consulting, and maintains knowledge of latest and upcoming releases of application and database core technology. Develops expert technical solutions to support customer business objectives. Develops detailed plans and technical approaches for projects. Delegates to and manages technical project teams. Contributes expert, strategic technical knowledge to highly technical portions of bids. Demonstrates expert understanding of trends in technology and possible applications of new technology in clients business strategies and goals. Responsible for assigned technical aspects of the project</p>
<p>Developer 1</p>	<p>\$ 76.00</p>	<p>Participates in the design and development of applications and enhancements/revisions. Identifies code reuse and tests developed code. Participates in test plans, scripts, execution and reporting. Provides support to integrate code components.</p>

Developer 2	\$ 91.00	Participates or leads in the design and development of applications and enhancements/revisions. Identifies code reuse and tests developed code. Develops test plans, scripts, execution and reporting. Provides support to integrate code components. Leads design and development efforts. Provides problem resolution for development issues. Performs development and application analysis. Participates in planning for testing and in use of tools and methods. Assists with analyzing applications and systems.
Developer 3	\$ 110.00	Plans, coordinates and controls design and software development activities, develops complex code, integrates code components, provides problem resolution for development issues, manages testing planning, execution and reporting, and performs complex or sensitive testing. Instructs on development methods, tools and techniques. Performs analysis of code and design, analyzes interfaces, security, infrastructure and other systems integration with the project code and applications.
Help Desk Technician 1	\$ 43.00	Provides trouble call support based on the level of assigned triage calls. Meets assigned performance measures for working with users and responding to resolve issues. Provides technical expertise to users on assigned applications. Records all calls and participates in analysis of calls and issues. Provides technical expertise to users on assigned applications. Records all calls.
Help Desk Technician 2	\$ 65.00	Provides trouble call support based on the level of assigned triage calls. Meets assigned performance measures for working with users and responding to resolve issues. Provides senior level technical expertise to users on assigned applications. Records all calls and participates in analysis of calls and issues. Provides technical expertise to users on assigned applications. Records all calls and participates in analysis of calls and issues

Help Desk Supervisor	\$ 76.00	Supervises a shift or group of help desk technicians, Responsible for managing the staff, assigning work and schedules. Maintains work in accordance with performance measures and service level agreements. Provides help desk technical support for complex issues and escalates unresolved issues. Manages use of equipment and identifies trends in trouble calls. Participates with others to determine if changes in the applications should occur as a result of trouble calls. Interfaces with users and client management. Executes system recovery if assigned.
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