



**EXHIBIT B PRICING**  
**CONTRACT NUMBER VA-150915-DATS**  
**BETWEEN**  
**VIRGINIA INFORMATION TECHNOLOGIES AGENCY**  
**AND**  
**DATASTRONG, LLC**

Exhibit B is hereby incorporated into and made an integral part of Contract Number VA-150915-DATS (“Contract”) between the Virginia Information Technologies Agency (“VITA” or “Commonwealth” or “State”) and Datastrong, LLC (“Supplier”). In the event of any discrepancy between this Exhibit B and the Contract, the provisions of the Contract shall control.

## A.1 Software

Virginia Information Technology Agency (VITA)						
MicroStrategy 10 Analytics, Mobility and Security Platform						
Description	Qty.	SKU Type	List Price	Discount	Extended Price	Technical Support -1 <sup>st</sup> Year - Standard Support Per Year (20%)
MicroStrategy 10 Desktop	1	Named User	\$600	5%	\$570	\$114
MicroStrategy 10 Web Bundle	1	Per CPU- Unrestricted	\$300,000	45.0%	\$165,000	\$33,000
MicroStrategy 10 Server Bundle	1	Per CPU- Unrestricted	\$600,000	45.0%	\$330,000	\$66,000
MicroStrategy 10 Mobile Bundle	1	Per CPU- Unrestricted	\$300,000	45.0%	\$165,000	\$33,000
MicroStrategy 10 Architect Bundle	1	Named User	\$5,000	45.0%	\$2,750	\$550
MicroStrategy 10 Web Bundle	1	Named User	\$600	45.0%	\$330	\$66
MicroStrategy 10 Server Bundle	1	Named User	\$1,200	45.0%	\$660	\$132
MicroStrategy Mobile Bundle 10	1	Named User	\$600	45.0%	\$330	\$66

## A.2 Education and Training

Virginia Information Technology Agency (VITA)			
Education Offerings			
Offering	Training Units	Description	Price
Perennial Education Pass	n/a	12 month pass for unlimited public instructor led training and certifications	\$ 2,800
Training Unit	1	Individual Unit for redemption of MicroStrategy Education Services	\$ 80
MSTR Developer: Reporting Essentials	14	2 Day Class	\$ 1,120
MSTR Advanced Data Warehousing	14	2 Day Class	\$ 1,120
MSTR Web SDK: Customization Essentials	14	2 Day Class	\$ 1,120
MSTR Web SDK: Portal Integration	7	1 Day Class	\$ 560
MSTR Free-Form SQL Essentials	7	1 Day Class	\$ 560
MSTR Office Essentials	7	1 Day Class	\$ 560
MSTR Desktop: Advanced Reporting Case Studies	7	1 Day Class	\$ 560
MSTR Web for Professionals	14	2 Day Class	\$ 1,120
MSTR Web for Reporters and Analysts	14	2 Day Class	\$ 1,120
MSTR Architect: Project Design Essentials	14	2 Day Class	\$ 1,120
MSTR Desktop: Advanced Reporting	21	3 Day Class	\$ 1,680
MSTR Report Services: Documents and Dashboards	14	2 Day Class	\$ 1,120
Implementing MSTR: Development & Deployment	14	2 Day Class	\$ 1,120
MSTR Architect: Advanced Project Design	7	1 Day Class	\$ 560
MSTR Engine Essentials	14	2 Day Class	\$ 1,120
MSTR Data Mining and Advanced Analytics	14	2 Day Class	\$ 1,120
MSTR Administration: Configuration and Security	21	3 Day Class	\$ 1,680
MSTR Administration: Application Management	14	2 Day Class	\$ 560
MSTR Visual Insight Essentials	7	1 Day Class	\$ 560
MSTR Transaction Services for Dashboard and Mobile App Developers	14	2 Day Class	\$ 1,120
MSTR Web Essentials	7	1 Day Class	\$ 560
MSTR Mobile for App Developers	14	2 Day Class	\$ 1,120
MSTR Certified Developer Project (MCD) - online	7	1 Day Class	\$ 560

<b>Virginia Information Technology Agency (VITA)</b>			
<b>Education Offerings</b>			
<b><u>Offering</u></b>	<b><u>Training Units</u></b>	<b><u>Description</u></b>	<b><u>Price</u></b>
Web Professional eLearning	7	1 Day Class	\$ 560
MSTR Report Services Dashboards Workshop	4	Half Day Workshop	\$ 320
MSTR Report Services Document Workshop	4	Half Day Workshop	\$ 320
MSTR Visual Insight Workshop	4	Half Day Workshop	\$ 320
MSTR Report Designer Workshop	4	Half Day Workshop	\$ 320
Certified Project Designer (CPD)	3	2 Hour Certification Exam	\$ 240
Certified Report Developer (CRD)	3	2 Hour Certification Exam	\$ 240
Certified Dashboard and Mobile Developer (CDMD)	3	2 Hour Certification Exam	\$ 240
Certified Platform Administrator (CPA)	3	2 Hour Certification Exam	\$ 240
Certified Engine Specialist (CES)	3	2 Hour Certification Exam	\$ 240
Private Day of Training	54	1 day of private training for up to 20 people	\$ 4,320
Private Day of Training Additional Student	3	Fee for each additional student above 20	\$ 240
Education Consulting per Day	25	One day of education consulting service	\$ 2,000
Train the Trainer Kit (per day of curriculum)	150	Customized curriculum kit with course manuals	\$ 12,000

### A.3 Consulting Rate Card

<b>ID</b>	<b>VITA Labor Category</b>	<b>Base Award - 6/30/16</b>	<b>Option 1 7/1/16 - 6/30/17</b>	<b>Option 2 7/1/17 - 6/30/18</b>	<b>Option 3 7/1/18 - 6/30/19</b>	<b>Option 4 7/1/19 - 6/30/20</b>
1	Business Process Reengineering Specialist I	\$ 77.05	\$ 79.37	\$ 81.75	\$ 84.20	\$ 86.73
2	Business Process Reengineering Specialist II	\$ 96.23	\$ 99.12	\$ 102.09	\$ 105.16	\$ 108.31
3	Business Process Reengineering Specialist III	\$ 130.65	\$ 134.56	\$ 138.60	\$ 142.76	\$ 147.04
4	Business Process Reengineering Specialist IV	\$ 161.27	\$ 166.11	\$ 171.09	\$ 176.22	\$ 181.51
5	Database Administrator I	\$ 60.61	\$ 62.42	\$ 64.30	\$ 66.22	\$ 68.21
6	Database Administrator II	\$ 98.41	\$ 101.36	\$ 104.40	\$ 107.53	\$ 110.76
7	Developer I	\$ 60.31	\$ 62.12	\$ 63.98	\$ 65.90	\$ 67.88
8	Developer II	\$ 97.03	\$ 99.94	\$ 102.93	\$ 106.02	\$ 109.20
9	Developer III	\$ 119.45	\$ 123.03	\$ 126.72	\$ 130.53	\$ 134.44
10	Developer IV	\$ 141.24	\$ 145.48	\$ 149.85	\$ 154.34	\$ 158.97
11	Functional Analyst I	\$ 60.61	\$ 62.42	\$ 64.30	\$ 66.22	\$ 68.21
12	Functional Analyst II	\$ 97.65	\$ 100.58	\$ 103.60	\$ 106.71	\$ 109.91
13	Functional Analyst III	\$ 125.37	\$ 129.13	\$ 133.01	\$ 137.00	\$ 141.11
14	Functional Analyst IV	\$ 145.84	\$ 150.21	\$ 154.72	\$ 159.36	\$ 164.14
15	Integration Solution Architect I	\$ 78.44	\$ 80.80	\$ 83.22	\$ 85.72	\$ 88.29
16	Integration Solution Architect II	\$ 100.81	\$ 103.83	\$ 106.95	\$ 110.15	\$ 113.46
17	Integration Solution Architect III	\$ 127.25	\$ 131.06	\$ 135.00	\$ 139.05	\$ 143.22
18	System Administrator I	\$ 60.31	\$ 62.12	\$ 63.98	\$ 65.90	\$ 67.88
19	System Administrator II	\$ 89.60	\$ 92.29	\$ 95.06	\$ 97.91	\$ 100.85
20	System Administrator III	\$ 107.21	\$ 110.43	\$ 113.74	\$ 117.15	\$ 120.67
21	System Administrator IV	\$ 149.92	\$ 154.41	\$ 159.05	\$ 163.82	\$ 168.73
22	Team Lead I	\$ 72.99	\$ 75.18	\$ 77.43	\$ 79.75	\$ 82.15
23	Team Lead II	\$ 108.01	\$ 111.25	\$ 114.58	\$ 118.02	\$ 121.56
24	Team Lead III	\$ 144.90	\$ 149.25	\$ 153.72	\$ 158.34	\$ 163.09
25	Team Lead IV	\$ 180.25	\$ 185.66	\$ 191.23	\$ 196.96	\$ 202.87
26	Technical Architect I	\$ 60.63	\$ 62.44	\$ 64.32	\$ 66.25	\$ 68.23

<b>ID</b>	<b>VITA Labor Category</b>	<b>Base Award - 6/30/16</b>	<b>Option 1 7/1/16 - 6/30/17</b>	<b>Option 2 7/1/17 - 6/30/18</b>	<b>Option 3 7/1/18 - 6/30/19</b>	<b>Option 4 7/1/19 - 6/30/20</b>
27	Technical Architect II	\$ 99.77	\$ 102.76	\$ 105.84	\$ 109.02	\$ 112.29
28	Technical Architect III	\$ 136.66	\$ 140.76	\$ 144.98	\$ 149.33	\$ 153.81
29	Technical Architect IV	\$ 168.92	\$ 173.99	\$ 179.21	\$ 184.58	\$ 190.12
30	Training Specialist I	\$ 60.61	\$ 62.42	\$ 64.30	\$ 66.22	\$ 68.21
31	Training Specialist II	\$ 96.54	\$ 99.44	\$ 102.42	\$ 105.49	\$ 108.66
32	Training Specialist III	\$ 110.68	\$ 114.00	\$ 117.42	\$ 120.95	\$ 124.58
33	Training Specialist IV	\$ 148.07	\$ 152.51	\$ 157.09	\$ 161.80	\$ 166.66

### A.4 Labor Category Descriptions

<b>Business Process Reengineering Specialist I</b>			
<b>Knowledge/Skills</b>			
Business Process Reengineering Specialist I's support change management efforts and business process modernization projects by applying process improvement and reengineering methodologies and principles. Business Process Reengineering Specialist I's are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Assist business process redesign teams in the development of new business process architecture.</li> <li>• Develop team work plans</li> <li>• Design new organizational structures</li> <li>• Assist in budget development.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Business Process Reengineering Developers have up to three years of experience in Human Performance and/or Business Process Reengineering.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Business Process Reengineering Specialist II</b>			
<b>Knowledge/Skills</b>			
Business Process Reengineering Specialist II's apply process improvement and reengineering methodologies and principles to conduct change management efforts and business process modernization projects. They apply their management skills and functional expertise to lead the day-to-day operations of BPR projects. Business Process Reengineering Specialist II's are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Plan and manage the work of Business Process Reengineering teams.</li> <li>• Design and implement new organizational structures</li> <li>• Assist an organization translate its vision and strategy into core human resources and business processes</li> <li>• Lead clients through streamlining, reengineering and transforming business processes</li> <li>• Develop and execute project budgets.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Business Process Reengineering Specialist II's have at least three years of experience in Human Performance and/or Business Process Reengineering.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		

<b>Business Process Reengineering Specialist III</b>			
<b>Knowledge/Skills</b>			
Business Process Reengineering Specialist III's apply process improvement and reengineering methodologies and principles to conduct change management efforts and business process modernization projects. They apply their management skills and functional expertise to lead the day-to-day operations of BPR projects. Business Process Reengineering Specialist III's are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>Plan and manage the work of Business Process Reengineering teams.</li> </ul>			
<ul style="list-style-type: none"> <li>Design and implement new organizational structures</li> </ul>			
<ul style="list-style-type: none"> <li>Assist an organization translate its vision and strategy into core human resources and business processes</li> </ul>			
<ul style="list-style-type: none"> <li>Lead clients through streamlining, reengineering and transforming business processes</li> </ul>			
<ul style="list-style-type: none"> <li>Develop and execute project budgets.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Business Process Reengineering Specialist III's have at least six years of experience in Human Performance and/or Business Process Reengineering.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>Engineering or Related</li> </ul>		
<b>Business Process Reengineering Specialist IV</b>			
<b>Knowledge/Skills</b>			
Business Process Reengineering Specialist IV's apply process improvement and reengineering methodologies and principles to conduct change management efforts and business process modernization projects. They apply their broad management skills and functional expertise to lead complex BPR projects. Business Process Reengineering Specialist IV's are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>Lead clients through streamlining, reengineering and transforming business processes</li> </ul>			
<ul style="list-style-type: none"> <li>Work with client executives to facilitate organizational change programs and realize business goals</li> </ul>			
<ul style="list-style-type: none"> <li>Provide group facilitation, interviewing, training, and provides additional forms of knowledge transfer</li> </ul>			
<ul style="list-style-type: none"> <li>Serve as key coordinator between multiple project teams for enterprise-wide integration of reengineering efforts</li> </ul>			
<ul style="list-style-type: none"> <li>Provide daily supervision and direction to the Business Process Reengineering team members.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Minimum of 10 years experience in business process reengineering</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree with 3 additional years related
	<ul style="list-style-type: none"> <li>Engineering or Related</li> </ul>		

	• Engineering or Related		experience
<b>Database Administrator I</b>			
<b>Knowledge/Skills</b>			
Database Administrators applies technical expertise in the use and configuration of DBMS and is qualified to perform such tasks as:			
• Develop functional and technical database designs			
• Define data and database requirements based on overall information systems requirements			
• Evaluate and recommend available DBMS products to support validated user requirements.			
• Define file organization, indexing methods, and security procedures for specific user applications			
• Assist in project budget preparation			
<b>Relevant Experience</b>			
• Up to three years experience			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>Database Administrator II</b>			
<b>Knowledge/Skills</b>			
Database Administrators applies technical expertise in the use and configuration of DBMS and is qualified to perform such tasks as:			
• Develop functional and technical database designs			
• Define data and database requirements based on overall information systems requirements			
• Evaluate and recommend available DBMS products to support validated user requirements.			
• Define file organization, indexing methods, and security procedures for specific user applications			
• Assist in project budget preparation			
<b>Relevant Experience</b>			
• Minimum of three years experience			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>Developer I</b>			
<b>Knowledge/Skills</b>			
Developer I's modify software based upon software specifications and designs:			

<ul style="list-style-type: none"> <li>• Use sound software engineering principles to develop and test incremental code that is modifiable, efficient, reliable, and understandable</li> </ul>			
<ul style="list-style-type: none"> <li>• Design code and test functional components of information systems according to project specifications</li> </ul>			
<ul style="list-style-type: none"> <li>• Develop project documentation and user training materials according to program specifications</li> </ul>			
<ul style="list-style-type: none"> <li>• Produce database extracts.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Up to three years of experience</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Developer II</b>			
<b>Knowledge/Skills</b>			
Develop II's modify software based upon software specifications and designs:			
<ul style="list-style-type: none"> <li>• Use sound software engineering principles to develop and test incremental code that is modifiable, efficient, reliable, and understandable</li> </ul>			
<ul style="list-style-type: none"> <li>• Design code and test functional components of information systems according to project specifications</li> </ul>			
<ul style="list-style-type: none"> <li>• Develop project documentation and user training materials according to program specifications</li> </ul>			
<ul style="list-style-type: none"> <li>• Produce database extracts.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Three years of experience</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Developer III</b>			
<b>Knowledge/Skills</b>			
Developer III's design and build software based upon software specifications and designs:			
<ul style="list-style-type: none"> <li>• Use sound software engineering principles to develop and test code that is modifiable, efficient, reliable, and understandable</li> </ul>			
<ul style="list-style-type: none"> <li>• Design code and test functional components of information systems according to project specifications</li> </ul>			
<ul style="list-style-type: none"> <li>• Design and manage databases</li> </ul>			
<ul style="list-style-type: none"> <li>• Define information systems requirements</li> </ul>			
<ul style="list-style-type: none"> <li>• Develop project documentation and user training materials according to program specifications</li> </ul>			

<ul style="list-style-type: none"> <li>Assist in project budget preparation.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Six years of experience</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>Engineering or Related</li> </ul>		
<b>Developer IV</b>			
<b>Knowledge/Skills</b>			
Developer IV's design and build software based upon software specifications and designs:			
<ul style="list-style-type: none"> <li>Plan and manage the work of information systems project teams.</li> <li>Use sound software engineering principles to develop and test code that is modifiable, efficient, reliable, and understandable</li> <li>Design code and test functional components of information systems according to project specifications</li> <li>Design and manage databases</li> <li>Define information systems requirements</li> <li>Develop project documentation and user training materials according to program specifications</li> <li>Develop and execute project budgets.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Ten years of experience</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>Engineering or Related</li> </ul>		
<b>Functional Analyst I</b>			
<b>Knowledge/Skills</b>			
Functional Analyst I's apply their strong analytical skills to assist in implementing business solutions. The Functional Analyst I is qualified to perform tasks such as:			
<ul style="list-style-type: none"> <li>Document an organization's current business process flows</li> <li>Identify and document functional requirements for information systems</li> <li>Provide technical support to software development teams</li> <li>Perform program management support tasks, such as status reporting and work plan maintenance.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Functional Analyst I's have up to three years of general experience in information systems implementation, change</li> </ul>			

management efforts or business process redesign.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>Functional Analyst II</b>			
<b>Knowledge/Skills</b>			
Functional Analyst II's apply their strong analytical skills to assist in implementing business solutions. The Functional Analyst II is qualified to perform tasks such as:			
• Develop functional and technical information system designs			
• Supervise Functional Analysts I and Financial Configuration Specialists and Programmers in the development of software designs, computer programming, system testing or training curricula.			
• Lead business process redesign teams in the development of new business process architectures			
• Develop team work plans			
• Perform workflow analyses			
• Define information systems requirements			
• Assist in project budget preparation			
<b>Relevant Experience</b>			
• Functional Analyst II's must have at least three years of general experience in information systems implementation, change management efforts or business process redesign.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>Functional Analyst III</b>			
<b>Knowledge/Skills</b>			
Functional Analyst III's apply their strong analytical skills to assist in implementing business solutions. The Functional Analyst III is qualified to perform tasks such as:			
• Develop functional and technical information systems design			
• Supervise Functional Analysts I, Financial Configuration Specialists I and Programmers in the development of software designs, computer programming, system testing or training curricula.			
• Lead business process redesign teams in the development of new business process architectures.			
• Perform workflow analyses			
• Define information systems requirements			

<ul style="list-style-type: none"> <li>• Assist in project budget preparation</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Functional Analyst III's must have at least six years of general experience in information systems implementation, change management efforts or business process redesign.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Functional Analyst IV</b>			
<b>Knowledge/Skills</b>			
Functional Analyst IV's apply their strong analytical skills to assist in implementing business solutions. The Functional Analyst IV is qualified to perform tasks such as:			
<ul style="list-style-type: none"> <li>• Plan and manage the work of information systems teams</li> </ul>			
<ul style="list-style-type: none"> <li>• Design and implement new organization structures</li> </ul>			
<ul style="list-style-type: none"> <li>• Assist an organization translate its vision and strategy into core human resource and business processes</li> </ul>			
<ul style="list-style-type: none"> <li>• Lead clients through streamlining, reengineering and transforming business processes</li> </ul>			
<ul style="list-style-type: none"> <li>• Develop and execute project budgets</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Functional Analyst IV's must have at least ten years of general experience in information systems implementation, change management efforts or business process redesign.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Integration Solution Architect I</b>			
<b>Knowledge/Skills</b>			
Integration Solution Architects are responsible for overall system requirements and development of all components of the solution and are qualified to perform such task as:			
<ul style="list-style-type: none"> <li>• Determine and identify high level functional and technical requirements based on interactions with the user community and knowledge of the enterprise architecture.</li> </ul>			
<ul style="list-style-type: none"> <li>• Design architecture to include software, hardware and communications to support the requirements as well as provide for present and future cross-functional requirements and interfaces.</li> </ul>			
<ul style="list-style-type: none"> <li>• Identify, assess, and present options for meeting functional and technical requirements.</li> </ul>			
<ul style="list-style-type: none"> <li>• Plan and manage the work of information systems project teams</li> </ul>			

<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Up to three years experience in information technology implementation</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>Engineering or Related</li> </ul>		
<b>Integration Solution Architect II</b>			
<b>Knowledge/Skills</b>			
Integration Solution Designer I's are responsible for system requirements and development of components of the solution and are qualified to perform such task as:			
<ul style="list-style-type: none"> <li>Support the identification of high level functional and technical requirements based on interactions with the user community and knowledge of the enterprise architecture.</li> </ul>			
<ul style="list-style-type: none"> <li>Design architecture components to include software, hardware and communications to support the requirements as well as provide for present and future cross-functional requirements and interfaces.</li> </ul>			
<ul style="list-style-type: none"> <li>Identify and assess options for meeting functional and technical requirements.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Three years experience in information technology implementation.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>Engineering or Related</li> </ul>		
<b>Integration Solution Architect III</b>			
<b>Knowledge/Skills</b>			
Integration Solution Designer II's are responsible for system requirements and development of components of the solution and are qualified to perform such task as:			
<ul style="list-style-type: none"> <li>Support the identification of high level functional and technical requirements based on interactions with the user community and knowledge of the enterprise architecture.</li> </ul>			
<ul style="list-style-type: none"> <li>Design architecture components to include software, hardware and communications to support the requirements as well as provide for present and future cross-functional requirements and interfaces.</li> </ul>			
<ul style="list-style-type: none"> <li>Identify and assess options for meeting functional and technical requirements.</li> </ul>			
<ul style="list-style-type: none"> <li>Develop team work plans.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>Six years experience in information technology implementation.</li> </ul>			
<b>Educational Background</b>			

<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>System Administrator I</b>			
<b>Knowledge/Skills</b>			
Systems Administrator I's are responsible for activities related to system administration and are qualified to perform such tasks as:			
• Perform software installations and operating system upgrades			
• Install, configure and maintain the operating systems on workstations and servers			
• Monitor and tune system parameters to achieve optimum performance			
• Ensure data integrity of server and workstations by implementing disaster recovery procedures			
• Implements standard operating procedures			
<b>Relevant Experience</b>			
• Up to three years of experience in administering workstations and/or servers.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Associate's Degree or 2 years related experience
	• Engineering or Related		
<b>System Administrator II</b>			
<b>Knowledge/Skills</b>			
Systems Administrator II's are responsible for activities related to system administration and are qualified to perform such tasks as:			
• Perform software installations and operating system upgrades			
• Install, configure and maintain the operating systems on workstations and servers			
• Monitor and tune system parameters to achieve optimum performance			
• Ensure data integrity of server and workstations by implementing disaster recovery procedures			
• Implements standard operating procedures			
• Provide assistance to users in accessing and using business systems			
<b>Relevant Experience</b>			
• Three years of experience in administering workstations and/or servers. General experience includes operations experience on a large-scale computer system or a multi-server local area network			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Associate's Degree or 2 years related experience
	• Engineering or Related		

<b>System Administrator III</b>			
<b>Knowledge/Skills</b>			
Systems Administrator III's are responsible for activities related to system administration and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Perform software installations and operating system upgrades</li> <li>• Install, configure and maintain the operating systems on workstations and servers</li> <li>• Monitor and tune system parameters to achieve optimum performance</li> <li>• Ensure data integrity of server and workstations by implementing disaster recovery procedures</li> <li>• Implements standard operating procedures</li> <li>• Provide assistance to users in accessing and using business systems</li> <li>• Maintain comprehensive database of hardware and software configuration and supporting documentation</li> <li>• Provides supervision and assignments to System Administrators.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Six years of experience in administering workstations and/or servers. General experience includes operations experience on a large-scale computer system or a multi-server local area network</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> <li>• Engineering or Related</li> </ul>	<b>Degree:</b>	Associate's Degree or 2 years related experience
<b>System Administrator IV</b>			
<b>Knowledge/Skills</b>			
Systems Administrator IV's are responsible for activities related to system administration and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Perform software installations and operating system upgrades</li> <li>• Install, configure and maintain the operating systems on workstations and servers</li> <li>• Monitor and tune system parameters to achieve optimum performance</li> <li>• Ensure data integrity of server and workstations by implementing disaster recovery procedures</li> <li>• Implements standard operating procedures</li> <li>• Provide assistance to users in accessing and using business systems</li> <li>• Maintain comprehensive database of hardware and software configuration and supporting documentation</li> <li>• Provides supervision and assignments to System Administrators.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Ten years of experience in administering workstations and/or servers. General experience includes operations experience on a large-scale computer system or a multi-server local area network</li> </ul>			
<b>Educational Background</b>			

<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Associate's Degree or 2 years related experience
	• Engineering or Related		
<b>Team Lead I</b>			
<b>Knowledge/Skills</b>			
Team Lead I's oversee the design, build, and test phases of IT solutions which incorporate technical infrastructure, hardware, and software and are qualified to perform such tasks as:			
• Defines necessary interfaces between enterprise solution applications and legacy IT environment			
• Supports all program/project planning and milestone development			
• Supports business case analysis and identification of alternative solutions and resulting business impacts			
• Provides ongoing supervision and direction to staff			
• Performs as part of long-term application management support team doing support, break-fix, and minor enhancement work			
<b>Relevant Experience</b>			
• Team Lead I's must have up to three years of experience in information and financial system design and implementation.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>Team Lead II</b>			
<b>Knowledge/Skills</b>			
Team Lead II's oversee the design, build, and test phases of IT solutions which incorporate technical infrastructure, hardware, and software and are qualified to perform such tasks as:			
• Defines necessary interfaces between enterprise solution applications and legacy IT environment			
• Supports all program/project planning and milestone development			
• Supports business case analysis and identification of alternative solutions and resulting business impacts			
• Provides ongoing supervision and direction to staff			
• Performs as part of long-term application management support team doing support, break-fix, and minor enhancement work			
• Develop and execute project budgets			
<b>Relevant Experience</b>			
• Team Lead II's must have at least three years of experience in information and financial system design and implementation.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience

	• Engineering or Related		
<b>Team Lead III</b>			
<b>Knowledge/Skills</b>			
Team Lead III's oversee the design, build, and test phases of IT solutions which incorporate technical infrastructure, hardware, and software and are qualified to perform such tasks as:			
• Defines necessary interfaces between enterprise solution applications and legacy IT environment			
• Supports all program/project planning and milestone development			
• Supports business case analysis and identification of alternative solutions and resulting business impacts			
• Provides ongoing supervision and direction to staff			
• Performs as part of long-term application management support team doing support, break-fix, and minor enhancement work			
• Develop and execute project budgets			
<b>Relevant Experience</b>			
• Team Lead III's must have at least six years of experience in information and financial system design and implementation.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		
<b>Team Lead IV</b>			
<b>Knowledge/Skills</b>			
Team Lead IV's oversee the design, build, and test phases of IT solutions which incorporate technical infrastructure, hardware, and software and are qualified to perform such tasks as:			
• Defines necessary interfaces between enterprise solution applications and legacy IT environment			
• Develops program/project plans and defines associated milestones			
• Supports business case analysis and identification of alternative solutions and resulting business impacts			
• Provides ongoing supervision and direction to staff			
• Performs as part of long-term application management support team doing support, break-fix, and minor enhancement work			
• Develop and execute project budgets			
<b>Relevant Experience</b>			
• Team Lead IV's must have at least ten years of experience in information and financial system design and implementation and two years project management experience.			
<b>Educational Background</b>			
<b>Field</b>	• Business, Information Systems, or Related	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	• Engineering or Related		

<b>Technical Architect I</b>			
<b>Knowledge/Skills</b>			
Technical Architects identify necessary interfaces between complex enterprise solution applications and legacy IT environment and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Design architecture to include software, hardware, and communications to support total requirements as well as provide for present and future cross-functional requirements and interfaces</li> </ul>			
<ul style="list-style-type: none"> <li>• Provide complex business case analysis and identification of alternative solutions and resulting business impacts.</li> </ul>			
<ul style="list-style-type: none"> <li>• Establish system information requirements in developing enterprise-wide or large-scale information systems</li> </ul>			
<ul style="list-style-type: none"> <li>• Evaluate analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action</li> </ul>			
<ul style="list-style-type: none"> <li>• Define information systems requirements.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Technical Architects have up to three years experience in information technology implementation</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Technical Architect II</b>			
<b>Knowledge/Skills</b>			
Technical Architects identify necessary interfaces between complex enterprise solution applications and legacy IT environment and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Design architecture to include software, hardware, and communications to support total requirements as well as provide for present and future cross-functional requirements and interfaces</li> </ul>			
<ul style="list-style-type: none"> <li>• Provide complex business case analysis and identification of alternative solutions and resulting business impacts.</li> </ul>			
<ul style="list-style-type: none"> <li>• Establish system information requirements in developing enterprise-wide or large-scale information systems</li> </ul>			
<ul style="list-style-type: none"> <li>• Evaluate analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action</li> </ul>			
<ul style="list-style-type: none"> <li>• Define information systems requirements.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Technical Architects have three years experience in information technology implementation</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		

<b>Technical Architect III</b>			
<b>Knowledge/Skills</b>			
Technical Architects identify necessary interfaces between complex enterprise solution applications and legacy IT environment and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Design architecture to include software, hardware, and communications to support total requirements as well as provide for present and future cross-functional requirements and interfaces</li> </ul>			
<ul style="list-style-type: none"> <li>• Provide complex business case analysis and identification of alternative solutions and resulting business impacts.</li> </ul>			
<ul style="list-style-type: none"> <li>• Establish system information requirements in developing enterprise-wide or large-scale information systems</li> </ul>			
<ul style="list-style-type: none"> <li>• Evaluate analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action</li> </ul>			
<ul style="list-style-type: none"> <li>• Define information systems requirements.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Technical Architects have six years experience in information technology implementation</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Technical Architect IV</b>			
<b>Knowledge/Skills</b>			
Technical Architects identify necessary interfaces between complex enterprise solution applications and legacy IT environment and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Design architecture to include software, hardware, and communications to support total requirements as well as provide for present and future cross-functional requirements and interfaces</li> </ul>			
<ul style="list-style-type: none"> <li>• Provide complex business case analysis and identification of alternative solutions and resulting business impacts.</li> </ul>			
<ul style="list-style-type: none"> <li>• Establish system information requirements in developing enterprise-wide or large-scale information systems</li> </ul>			
<ul style="list-style-type: none"> <li>• Evaluate analytically and systematically problems of work flows, organization, and planning and develops appropriate corrective action</li> </ul>			
<ul style="list-style-type: none"> <li>• Define information systems requirements.</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Technical Architects have ten years experience in information technology implementation</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		

<b>Training Specialist I</b>			
<b>Knowledge/Skills</b>			
Training Specialists serve as lead instructors in delivering training programs and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Prepare training catalogs</li> <li>• Develop instructor materials, such as course outlines, background material, and training aids</li> <li>• Develop student materials, such as course manuals workbooks, handouts, completion certificates, and course critique forms</li> <li>• Conduct formal classroom courses, workshops seminars, and computer-based training</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Training Specialists up to three years of training experience and some IT experience.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Training Specialist II</b>			
<b>Knowledge/Skills</b>			
Training Specialists serve as lead instructors in delivering training programs and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Prepare training catalogs</li> <li>• Develop instructor materials, such as course outlines, background material, and training aids</li> <li>• Develop student materials, such as course manuals workbooks, handouts, completion certificates, and course critique forms</li> <li>• Conduct formal classroom courses, workshops seminars, and computer-based training</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Training Specialists must have at least three years of training experience and some IT experience.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Training Specialist III</b>			
<b>Knowledge/Skills</b>			
Training Specialists serve as lead instructors in delivering training programs and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Prepare training catalogs</li> <li>• Develop instructor materials, such as course outlines, background material, and training aids</li> <li>• Develop student materials, such as course manuals workbooks, handouts, completion certificates, and course critique forms</li> </ul>			

<ul style="list-style-type: none"> <li>• Conduct formal classroom courses, workshops seminars, and computer-based training</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Training Specialists must have at least six years of training experience and some IT experience.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		
<b>Training Specialist IV</b>			
<b>Knowledge/Skills</b>			
Training Specialists serve as lead instructors in delivering training programs and are qualified to perform such tasks as:			
<ul style="list-style-type: none"> <li>• Prepare training catalogs</li> </ul>			
<ul style="list-style-type: none"> <li>• Develop instructor materials, such as course outlines, background material, and training aids</li> </ul>			
<ul style="list-style-type: none"> <li>• Develop student materials, such as course manuals workbooks, handouts, completion certificates, and course critique forms</li> </ul>			
<ul style="list-style-type: none"> <li>• Conduct formal classroom courses, workshops seminars, and computer-based training</li> </ul>			
<b>Relevant Experience</b>			
<ul style="list-style-type: none"> <li>• Training Specialists must have at least ten years of training experience and some IT experience.</li> </ul>			
<b>Educational Background</b>			
<b>Field</b>	<ul style="list-style-type: none"> <li>• Business, Information Systems, or Related</li> </ul>	<b>Degree:</b>	Bachelor's Degree or 3 years related experience
	<ul style="list-style-type: none"> <li>• Engineering or Related</li> </ul>		

## A.5 Assumptions

ID	Assumption
1	Travel will be billed separately.
2	All MicroStrategy customers are provided access to MicroStrategy's eLearning training system which provides 200+ hours on online education content at no charge. All other training is expressly excluded from the Software costs.
3	Additional discounts may be applied to orders on Software over \$500,000
4	Additional discounts may be applied to orders on Services over \$500,000