



**EXHIBIT B PRICING**  
**CONTRACT NUMBER VA-150915-QLA**  
**BETWEEN**  
**VIRGINIA INFORMATION TECHNOLOGIES AGENCY**  
**AND**  
**QLARION, INC.**

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

## Software Price List

Requirement	Technology	In Blocks of	Metrics	VITA Price
Business Intelligence	SAP BusinessObjects BI Suite (user)	1	Users	<b>2,096.74</b>
	SAP BusinessObjects BI Suite (CS)	10	Concurrent sessions	<b>67,095.60</b>
Predictive/Prescriptive Analytics	SAP InfiniteInsight Modeler	1	Users	<b>43,758.00</b>
	SAP InfiniteInsight Engine	1	Cores	<b>5,469.75</b>
	SAP InfiniteInsight Social	1	Cores	<b>5,469.75</b>
	SAP InfiniteInsight Recommendation	1	Cores	<b>5,469.75</b>

Requirement	Technology	In Blocks of	Metrics	VITA Price
Statistical Analytics	Not Proposing			
Data Visualization	SAP Lumira	1	Users	1,039.25
Data Quality	SAP Data Services, enterprise edition	1	Cores	68,371.88
	SAP Data Services, workgroup edition	1	Cores	54,697.50
	SAP Data Services	1	Cores	68,371.88
	SAP Data Quality Management	1	Cores	45,581.25
	United States National Directory (1 server)	1	Annual subscriptions	3,646.50
	United States National Directory (2-3 servers)	1	Annual subscriptions	4,862.24
	United States National Directory (unlimited servers)	1	Annual subscriptions	7,293.00
	Geocoding for US by TomTom (1-2 servers)	1	Annual subscriptions	9,723.76
	Geocoding for US by TomTom (unlimited servers)	1	Annual subscriptions	81,033.25
Data Governance	SAP Information Steward	1	Cores	68,371.88
	SAP Inform. Stew. Multi-Source Intgr. by MITI Add-on	1	Flat fee	112,439.06
Hadoop	HDP Enterprise Subscription -- 4 Nodes or 50TB Raw Storage -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	10,098.00
	HDP Enterprise Plus Subscription -- 4 Nodes or 50TB Raw Storage -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	18,176.40
	HDP Enterprise Premier Subscription -- 4 Nodes or 50TB Raw Storage -- 24x7 with 1/4 Designated Support Engineer -- 1 Year (min of 25 SKUs required)		Annual subscriptions	25,245.00
	HDP Search Support, 4 Nodes -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	4,039.20
	Additional HDP Support Contact -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	10,098.00
	HDP Enterprise Premier Support -- Additional 1/4 Designated Support Engineer		Annual subscriptions	151,470.00
	HDP Enterprise to Enterprise Plus Subscription Upgrade -- 4 Nodes or 50TB Raw Storage -- 24x7 Sev 1 Response 1 Year		Annual subscriptions	18,176.40
	HDP Enterprise to Enterprise Premier Subscription Upgrade -- 4 Nodes or 50TB Raw Storage -- min of 25 SKUs required -- 24x7 with 1/4 Designated Support Engineer -- 1 Year		Annual subscriptions	25,245.00

Requirement	Technology	In Blocks of	Metrics	VITA Price
	HDP Enterprise Plus to Enterprise Premier Subscription Upgrade -- 4 Nodes or 50TB Raw Storage -- min of 25 SKUs required -- 24x7 with 1/4 Designated Support Engineer -- 1 Year		Annual subscriptions	<b>25,245.00</b>
	HDP Enterprise Subscription Renewal -- 4 Nodes or 50TB Raw Storage -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	<b>10,098.00</b>
	HDP Enterprise Plus Subscription Renewal -- 4 Nodes or 50TB Raw Storage -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	<b>18,176.40</b>
	HDP Enterprise Premium Subscription Renewal -- 4 Nodes or 50TB Raw Storage -- min of 25 SKUs required -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	<b>25,245.00</b>
	HDP Search Support Renewal, 4 Nodes -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	<b>4,039.20</b>
	Additional HDP Support Contact Renewal -- 24x7 Sev 1 Response -- 1 Year		Annual subscriptions	<b>10,098.00</b>
	HDP Enterprise Premier Support Renewal -- Additional 1/4 Designated Support Engineer		Annual subscriptions	<b>151,470.00</b>
Other Advanced Analytics Master Data Management	SAP NetWeaver Master Data Management, business partner data	5,000	Master data objects	<b>82,046.25</b>
	SAP NetWeaver Master Data Management, consumer data	75,000	Master data objects	<b>82,046.25</b>
	SAP NetWeaver Master Data Management, product and other data	10,000	Master data objects	<b>82,046.25</b>
	SAP NetWeaver Master Data Management, printing and PCM	1	Master data objects	<b>8.75</b>
	SAP NetWeaver Master Data Management, global data synchronization	1	Master data objects	<b>5.83</b>
	SAP Enterprise Master Data Management	5,000	Master data objects	<b>109,395.00</b>
	SAP Enterprise Master Data Management, information stewardship option	5,000	Master data objects	<b>27,348.75</b>
Other Advanced Analytics Qlarion Community Center	Qlarion Community Center Module	1	Module	<b>150,000.00</b>
Other Advanced Analytics SAP HANA	SAP HANA, Platform Edition, up to 10 units	64	GB of memory	<b>115,193.55</b>
	SAP HANA, Platform Edition, 11-20 units	64	GB of memory	<b>107,993.95</b>
	SAP HANA, Platform Edition, 21 to 50 units	64	GB of memory	<b>95,757.64</b>
	SAP HANA, Platform Edition, 51 to 100 units	64	GB of memory	<b>71,998.23</b>

Requirement	Technology	In Blocks of	Metrics	VITA Price
	SAP HANA, Platform Edition, 101 to 150 units	64	GB of memory	57,598.58
	SAP HANA, Platform Edition, 151 to 200 units	64	GB of memory	50,398.76
	SAP HANA, Platform Edition, 201 to 250 units	64	GB of memory	43,198.93
	SAP HANA, Platform Edition, 251 to 300 units	64	GB of memory	39,599.02
	SAP HANA, Platform Edition, 301 to 500 units	64	GB of memory	35,999.11
	SAP HANA, Platform Edition, 501 to 750 units	64	GB of memory	32,399.20
	SAP HANA, Platform Edition, 751 to 1000 units	64	GB of memory	28,799.29
	SAP HANA, Platform Edition, 1001 to 1500 units	64	GB of memory	25,199.38
	SAP HANA, Platform Edition, above 1500 units	64	GB of memory	21,599.47
	SAP HANA, Enterprise Edition, up to 10 units	64	GB of memory	143,991.94
	SAP HANA, Enterprise Edition, 11-20 units	64	GB of memory	134,992.44
	SAP HANA, Enterprise Edition, 21 to 50 units	64	GB of memory	119,693.30
	SAP HANA, Enterprise Edition, 51 to 100 units	64	GB of memory	89,994.96
	SAP HANA, Enterprise Edition, 101 to 150 units	64	GB of memory	71,995.97
	SAP HANA, Enterprise Edition, 151 to 200 units	64	GB of memory	62,996.47
	SAP HANA, Enterprise Edition, 201 to 250 units	64	GB of memory	53,996.98
	SAP HANA, Enterprise Edition, 251 to 300 units	64	GB of memory	49,497.23
	SAP HANA, Enterprise Edition, 301 to 500 units	64	GB of memory	44,997.48
	SAP HANA, Enterprise Edition, 501 to 750 units	64	GB of memory	40,497.73
	SAP HANA, Enterprise Edition, 751 to 1000 units	64	GB of memory	35,997.98
	SAP HANA, Enterprise Edition, 1001 to 1500 units	64	GB of memory	31,498.24
	SAP HANA, Enterprise Edition, above 1500 units	64	GB of memory	26,998.49

Requirement	Technology	In Blocks of	Metrics	VITA Price
	SAP HANA, Base edition, up to 10 units	64	GB of memory	35,997.98
	SAP HANA, Base edition, 11-20 units	64	GB of memory	33,748.11
	SAP HANA, Base edition, 21 to 50 units	64	GB of memory	29,923.32
	SAP HANA, Base edition, 51 to 100 units	64	GB of memory	22,498.74
	SAP HANA, Base edition, 101 to 150 units	64	GB of memory	17,998.99
	SAP HANA, Base edition, 151 to 200 units	64	GB of memory	15,749.12
	SAP HANA, Base edition, 201 to 250 units	64	GB of memory	13,499.24
	SAP HANA, Base edition, 251 to 300 units	64	GB of memory	12,374.31
	SAP HANA, Base edition, 301 to 500 units	64	GB of memory	11,249.37
	SAP HANA, Base edition, 501 to 750 units	64	GB of memory	10,134.43
	SAP HANA, Base edition, 751 to 1000 units	64	GB of memory	8,999.50
	SAP HANA, Base edition, 1001 to 1500 units	64	GB of memory	7,874.56
	SAP HANA, Base edition, above 1500 units	64	GB of memory	6,749.62
	SAP HANA Predictive Option, up to 10 units	64	GB of memory	22,498.74
	SAP HANA Predictive Option, 11-20 units	64	GB of memory	21,103.82
	SAP HANA Predictive Option, 21 to 50 units	64	GB of memory	18,718.95
	SAP HANA Predictive Option, 51 to 100 units	64	GB of memory	14,061.71
	SAP HANA Predictive Option, 101 to 150 units	64	GB of memory	11,249.37
	SAP HANA Predictive Option, 151 to 200 units	64	GB of memory	9,899.45
	SAP HANA Predictive Option, 201 to 250 units	64	GB of memory	8,437.03
	SAP HANA Predictive Option, 251 to 300 units	64	GB of memory	7,739.57
	SAP HANA Predictive Option, 301 to 500 units	64	GB of memory	7,042.11

Requirement	Technology	In Blocks of	Metrics	VITA Price
	SAP HANA Predictive Option, 501 to 750 units	64	GB of memory	<b>6,344.64</b>
	SAP HANA Predictive Option, 751 to 1000 units	64	GB of memory	<b>5,624.69</b>
	SAP HANA Predictive Option, 1001 to 1500 units	64	GB of memory	<b>4,949.72</b>
	SAP HANA Predictive Option, above 1500 units	64	GB of memory	<b>4,229.76</b>
	SAP HANA Spatial Option, up to 10 units	64	GB of memory	<b>22,498.74</b>
	SAP HANA Spatial Option, 11-20 units	64	GB of memory	<b>21,103.82</b>
	SAP HANA Spatial Option, 21 to 50 units	64	GB of memory	<b>18,718.95</b>
	SAP HANA Spatial Option, 51 to 100 units	64	GB of memory	<b>14,061.71</b>
	SAP HANA Spatial Option, 101 to 150 units	64	GB of memory	<b>11,249.37</b>
	SAP HANA Spatial Option, 151 to 200 units	64	GB of memory	<b>9,899.45</b>
	SAP HANA Spatial Option, 201 to 250 units	64	GB of memory	<b>8,437.03</b>
	SAP HANA Spatial Option, 251 to 300 units	64	GB of memory	<b>7,739.57</b>
	SAP HANA Spatial Option, 301 to 500 units	64	GB of memory	<b>7,042.11</b>
	SAP HANA Spatial Option, 501 to 750 units	64	GB of memory	<b>6,344.64</b>
	SAP HANA Spatial Option, 751 to 1000 units	64	GB of memory	<b>5,624.69</b>
	SAP HANA Spatial Option, 1001 to 1500 units	64	GB of memory	<b>4,949.72</b>
	SAP HANA Spatial Option, above 1500 units	64	GB of memory	<b>4,229.76</b>
	SAP HANA Advanced Data Processing Option, up to 10 units	64	GB of memory	<b>22,498.74</b>
	SAP HANA Advanced Data Processing Option, 11-20 units	64	GB of memory	<b>21,103.82</b>
	SAP HANA Advanced Data Processing Option, 21 to 50 units	64	GB of memory	<b>18,718.95</b>
	SAP HANA Advanced Data Processing Option, 51 to 100 units	64	GB of memory	<b>14,061.71</b>
	SAP HANA Advanced Data Processing Option, 101 to 150 units	64	GB of memory	<b>11,249.37</b>

Requirement	Technology	In Blocks of	Metrics	VITA Price
	SAP HANA Advanced Data Processing Option, 151 to 200 units	64	GB of memory	<b>9,899.45</b>
	SAP HANA Advanced Data Processing Option, 201 to 250 units	64	GB of memory	<b>8,437.03</b>
	SAP HANA Advanced Data Processing Option, 251 to 300 units	64	GB of memory	<b>7,739.57</b>
	SAP HANA Advanced Data Processing Option, 301 to 500 units	64	GB of memory	<b>7,042.11</b>
	SAP HANA Advanced Data Processing Option, 501 to 750 units	64	GB of memory	<b>6,344.64</b>
	SAP HANA Advanced Data Processing Option, 751 to 1000 units	64	GB of memory	<b>5,624.69</b>
	SAP HANA Advanced Data Processing Option, 1001 to 1500 units	64	GB of memory	<b>4,949.72</b>
	SAP HANA Advanced Data Processing Option, above 1500 units	64	GB of memory	<b>4,229.76</b>
	SAP HANA Smart Data Tiering Option, up to 40 units	256	Gigabytes	<b>5,610.00</b>
	SAP HANA Smart Data Tiering Option, 41 to 80 units	256	Gigabytes	<b>488.00</b>
	SAP HANA Smart Data Tiering Option, 81 to 200 units	256	Gigabytes	<b>3,927.00</b>
	SAP HANA Smart Data Tiering Option, 201 to 400 units	256	Gigabytes	<b>3,366.00</b>
	SAP HANA Smart Data Tiering Option, above 400 units	256	Gigabytes	<b>2,805.00</b>
	SAP HANA Smart Data Warehousing Option, up to 10 units	64	GB of memory	<b>22,440.00</b>
	SAP HANA Smart Data Warehousing Option, 11-20 units	64	GB of memory	<b>16,830.00</b>
	SAP HANA Smart Data Warehousing Option, 21 to 50 units	64	GB of memory	<b>14,025.00</b>
	SAP HANA Smart Data Warehousing Option, 51 to 100 units	64	GB of memory	<b>11,220.00</b>
	SAP HANA Smart Data Warehousing Option, above 100 units	64	GB of memory	<b>8,415.00</b>
	SAP HANA Real-time Replication Option, up to 10 units	1	Cores	<b>8,999.50</b>
	SAP HANA Real-time Replication Option, 11-20 units	1	Cores	<b>7,199.60</b>
	SAP HANA Real-time Replication Option, 21 to 50 units	1	Cores	<b>5,399.70</b>
	SAP HANA Real-time Replication Option, 51 to 100 units	1	Cores	<b>4,499.75</b>

Requirement	Technology	In Blocks of	Metrics	VITA Price
	SAP HANA Real-time Replication Option, above 100 units	1	Cores	<b>3,599.80</b>
	SAP HANA Enterprise Information Management Option, up to 10 units	64	GB of memory	<b>33,660.00</b>
	SAP HANA Enterprise Information Management Option, 11-20 units	64	GB of memory	<b>30,294.00</b>
	SAP HANA Enterprise Information Management Option, 21 to 50 units	64	GB of memory	<b>20,196.00</b>
	SAP HANA Enterprise Information Management Option, above 50 units	64	GB of memory	<b>16,830.00</b>
	SAP HANA Smart Data Streaming Option, up to 10 units	64	GB of memory	<b>28,050.00</b>
	SAP HANA Smart Data Streaming Option, 11-20 units	64	GB of memory	<b>26,310.90</b>
	SAP HANA Smart Data Streaming Option, 21 to 50 units	64	GB of memory	<b>23,337.60</b>
	SAP HANA Smart Data Streaming Option, 51 to 100 units	64	GB of memory	<b>17,531.25</b>
	SAP HANA Smart Data Streaming Option, 101 to 150 units	64	GB of memory	<b>14,025.00</b>
	SAP HANA Smart Data Streaming Option, 151 to 200 units	64	GB of memory	<b>12,342.00</b>
	SAP HANA Smart Data Streaming Option, 201 to 250 units	64	GB of memory	<b>10,518.75</b>
	SAP HANA Smart Data Streaming Option, 251 to 300 units	64	GB of memory	<b>9,649.20</b>
	SAP HANA Smart Data Streaming Option, 301 to 500 units	64	GB of memory	<b>8,779.65</b>
	SAP HANA Smart Data Streaming Option, 501 to 750 units	64	GB of memory	<b>7,910.10</b>
	SAP HANA Smart Data Streaming Option, 751 to 1000 units	64	GB of memory	<b>7,012.50</b>
	SAP HANA Smart Data Streaming Option, 1001 to 1500 units	64	GB of memory	<b>6,171.00</b>
	SAP HANA Smart Data Streaming Option, above 1500 units	64	GB of memory	<b>5,273.40</b>
	SAP HANA Predictive Recommendation Option, up to 10 units	64	GB of memory	<b>22,498.74</b>
	SAP HANA Predictive Recommendation Option, 11-20 units	64	GB of memory	<b>21,103.82</b>
	SAP HANA Predictive Recommendation Option, 21 to 50 units	64	GB of memory	<b>18,718.95</b>
	SAP HANA Predictive Recommendation Option, 51 to 100 units	64	GB of memory	<b>14,061.71</b>

<b>Requirement</b>	<b>Technology</b>	<b>In Blocks of</b>	<b>Metrics</b>	<b>VITA Price</b>
	SAP HANA Predictive Recommendation Option, 101 to 150 units	64	GB of memory	<b>11,249.37</b>
	SAP HANA Predictive Recommendation Option, 151 to 200 units	64	GB of memory	<b>9,899.45</b>
	SAP HANA Predictive Recommendation Option, 201 to 250 units	64	GB of memory	<b>8,437.03</b>
	SAP HANA Predictive Recommendation Option, 251 to 300 units	64	GB of memory	<b>7,739.57</b>
	SAP HANA Predictive Recommendation Option, 301 to 500 units	64	GB of memory	<b>7,042.11</b>
	SAP HANA Predictive Recommendation Option, 501 to 750 units	64	GB of memory	<b>6,344.64</b>
	SAP HANA Predictive Recommendation Option, 751 to 1000 units	64	GB of memory	<b>5,624.69</b>
	SAP HANA Predictive Recommendation Option, 1001 to 1500 units	64	GB of memory	<b>4,949.72</b>
	SAP HANA Predictive Recommendation Option, above 1500 units	64	GB of memory	<b>4,229.76</b>
	SAP HANA Predictive Social Option, up to 10 units	64	GB of memory	<b>22,498.74</b>
	SAP HANA Predictive Social Option, 11-20 units	64	GB of memory	<b>21,103.82</b>
	SAP HANA Predictive Social Option, 21 to 50 units	64	GB of memory	<b>18,718.95</b>
	SAP HANA Predictive Social Option, 51 to 100 units	64	GB of memory	<b>14,061.71</b>
	SAP HANA Predictive Social Option, 101 to 150 units	64	GB of memory	<b>11,249.37</b>
	SAP HANA Predictive Social Option, 151 to 200 units	64	GB of memory	<b>9,899.45</b>
	SAP HANA Predictive Social Option, 201 to 250 units	64	GB of memory	<b>8,437.03</b>
	SAP HANA Predictive Social Option, 251 to 300 units	64	GB of memory	<b>7,739.57</b>
	SAP HANA Predictive Social Option, 301 to 500 units	64	GB of memory	<b>7,042.11</b>
	SAP HANA Predictive Social Option, 501 to 750 units	64	GB of memory	<b>6,344.64</b>
	SAP HANA Predictive Social Option, 751 to 1000 units	64	GB of memory	<b>5,624.69</b>
	SAP HANA Predictive Social Option, 1001 to 1500 units	64	GB of memory	<b>4,949.72</b>
	SAP HANA Predictive Social Option, above 1500 units	64	GB of memory	<b>4,229.76</b>

Requirement	Technology	In Blocks of	Metrics	VITA Price
	SAP HANA Operational Process Intelligence Option, up to 10 units	64	GB of memory	<b>28,050.00</b>
	SAP HANA Operational Process Intelligence Option, 11-50 units	64	GB of memory	<b>22,440.00</b>
	SAP HANA Operational Process Intelligence Option, 51 to 250 units	64	GB of memory	<b>11,220.00</b>
	SAP HANA Operational Process Intelligence Option, 251 to 1000 units	64	GB of memory	<b>8,415.00</b>
	SAP HANA Operational Process Intelligence Option, above 1000 units	64	GB of memory	<b>5,610.00</b>

## Support/Maintenance (SAP)

Item	In Blocks of	Metrics	SAP Price/Sale Unit
SAP Standard Support	0	Contract price	<b>19%</b>
SAP Enterprise Support	0	Contract price	<b>22%</b>

## Total Volume Discount for SAP Licenses

**\*\*Not Applicable for SAP HANA**

Total License Price Range	Volume Discount
\$0 - \$150,000	Already Discounted VITA Price
\$150,000 - \$500,000	Additional 5% off VITA Price
\$500,000 - \$1,000,000	Additional 15% off VITA Price
\$1,000,000 plus	Please Inquire

## Software Metrics Descriptions

**Annual subscriptions** are periodic recurring fees that are payable every calendar or fiscal year for the right to use software or services during that calendar or fiscal year. This fee is payable each calendar or fiscal year whether or not the software or service has been used during that year.

**Concurrent sessions** are the aggregated numbers of sessions accessing the licensed Software at any one time. A session refers to the time between logon and logoff or time out where a unique user, application or platform accesses the licensed Software either directly or indirectly via a custom application. The number of sessions accessing each Deployment of a licensed Software product may not exceed the Licensed Level for the number of Concurrent Sessions assigned to that Deployment for such licensed Software product. The aggregate number of Concurrent Sessions assigned to all Deployments may not exceed the Licensed Level of Concurrent Sessions. There is no license limit on number of processors or servers used. Licensee may not utilize any program or system to cache or queue report requests. SAP Business Objects BI users accessing any Deployment using a Concurrent Session license may be entered into the SAP NetWeaver BW system for the purposes of maintaining security.

**Cores** are the number of cores in CPUs that are available for use by the licensed software. The number of Core licenses must be an integer. When counting physical Cores, each Core of a physical CPU that runs at least parts of the licensed software, including those that are temporarily assigned or scheduled to cover peak processing, is considered and counted. When counting virtual Core's, each virtual Core that runs at least parts of the licensed software, including those that are temporarily assigned or scheduled to cover peak processing, is counted. If the licensed Software will run in a pure virtual environment, physical Cores will not be counted. For purposes of clarification, "Core" as defined in this metric definition is different from "core" as referenced in the metric definition for any Software licensed on a CPU basis (if any), and therefore is not applicable in that context.

**Users** are individuals who Use the SAP Software. For SAP Business Objects Business Intelligence (BI), Users are also known as Named User License (NUL). Each individual end user must be specifically identified as the sole holder of a NUL. The sharing of the NUL by more than one individual is expressly prohibited. In addition, NUL(s) may not be transferred from one individual to another unless the original end user no longer requires, and is no longer permitted, access to the licensed Software. There is no license limit on how many individuals are working concurrently with the Software. There is no license limit on number of processors or servers used. Named Users are identified at logon and do not consume a Concurrent Session license. Concurrent Session licenses and NULs can be purchased in combination for a Deployment. Licensee may not utilize any program or system to cache or queue report requests. SAP Business Objects BI users may be entered into the SAP NetWeaver BW system for the purposes of maintaining security. This metric does not replace the overall SAP Named User licensing requirement.

## Non-Production Licenses

Please note: for all SAP products, non-production licenses are included at no cost. When comparing prices to other vendors it is important to include all costs for their non-production licenses as these can add significant cost to the project.

## Consulting Services Rates

<b>Labor Category</b>	<b>Base Year Hourly Rate</b>	<b>Year 2</b>	<b>Year 3</b>	<b>Year 4</b>	<b>Year 5</b>
Executive Manager	<b>162.12</b>	165.36	168.67	172.04	175.48
Project Manager	<b>138.14</b>	140.90	143.72	146.60	149.53
Team Lead	<b>128.10</b>	130.66	133.27	135.94	138.66
Expert Consultant	<b>134.29</b>	136.98	139.72	142.51	145.36
Senior Consultant	<b>118.57</b>	120.94	123.36	125.83	128.34
Consultant 2	<b>102.30</b>	104.34	106.43	108.56	110.73
Consultant 1	<b>90.17</b>	91.97	93.81	95.69	97.60
Functional Analyst 2	<b>82.13</b>	83.77	85.45	87.16	88.90
Functional Analyst 1	<b>75.16</b>	76.66	78.20	79.76	81.36
Support Analyst	<b>60.11</b>	61.31	62.54	63.79	65.06

## Labor Category Descriptions

## **Executive Manager**

Minimal/General Experience: Ten (10) plus years of experience in project management. This level is responsible for identifying other client areas that may benefit from the solutions provided.

Functional Responsibility: An Executive Manager provides strong executive level management and direction. An Executive Manager has served in this position for several years and possesses a broad understanding of the client's industry. An Executive Manager not only brings a thorough understanding of the client's industry, but also has an extensive tool set of skills to solve the client's problems. An Executive Manager knows the client's industry, and helps the client visualize where they need to be in their particular industry. This position serves in an advisory capacity, providing members of the project team and the client organization a level of quality review to help guide the project to remain on schedule and within budget.

An Executive Manager provides management and technical review, industry insight, issue resolution, and employs proven problem-solving techniques, directs critical decision making.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

## **Project Manager**

Minimal/General Experience: Five (5) years of experience managing, directing, and implementing information technology projects. Project Managers have experience managing personnel from various functional areas, both technical and non-technical, including both in-house personnel and outside contractors. Over 3 years of experience managing or leading Business Intelligence Projects.

Functional Responsibility: A Project Manager serves as the overall leader responsible for successful execution of project objectives. The Project Manager works closely with the Program Manager (if any), the Government's Contracting Officer's Representative (COR), other government management personnel, and customer agency representatives. The PM has overall responsibility for project/task planning, determination of costs, assigning/scheduling resources, and ensuring a high quality of work. This work includes the selection/motivation/evaluation of team members, definition of budgets and schedules, monitoring of schedules and budgets, and keeping the project on track. The PM is responsible for clear and efficient communication with all levels of Government management personnel (e.g. CIOs), other contract personnel, technical stakeholders (e.g. Data Warehousing Managers, IT personnel), and customer agency representatives (e.g. system users).

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

### **Team Lead**

Minimal/General Experience: Five (5) plus years of experience in program design on standard systems, as well as system analysis, business modeling and consulting methodologies. Familiar with a variety of technologies, particularly Database and Web. Over 2 years of experience managing or leading Business Intelligence Projects.

Functional Responsibility: Performs day-to-day management of assigned delivery order projects that involve teams of data processing and other information system and management professionals who have previously been involved in analyzing, designing, integrating, testing, documenting, converting, extending, and implementing information systems. Demonstrates proven skills in functional and technical areas addressed by the delivery order to be managed. Organizes, directs, and coordinates the planning and production of all activities associated with assigned delivery order projects.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

### **Expert Consultant**

Minimal/General Experience: Seven (7) plus years of relevant experience management consulting, systems integration or systems development. Has an in depth knowledge of program design on standard systems, as well as system analysis, business modeling and consulting methodologies. Familiar with a variety of technologies, particularly Business Intelligence, Database and Web.

Functional Responsibility: Plans the activities and resource requirements of assigned phases of an engagement(s) which impact a segment of the client's business; focuses on the delivery of engagement results to the client; may require involvement in several engagements simultaneously and the coordination of other consultants involved in a specific project phase.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

## **Senior Consultant**

Minimal/General Experience: Five (5) to seven (7) years of experience in Business Intelligence tools and Data Warehousing concepts and Windows applications.

Functional Responsibility: A Senior Consultant provides analytical and program support, and is focused on high performance work. A Senior Consultant has served in this position for at least 18 months. A Consultant also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant may also participate in organizational assessments, and performance measures and indicators.

**Minimum Educational Requirements:** B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

## **Consultant 2**

Minimal/General Experience: Three (3) to four (4) years of experience in Business Intelligence tools and Data Warehousing concepts and Windows applications.

Functional Responsibility: A Consultant provides analytical and program support, and is focused on high performance work. A consultant typically contributes to the functional and technical specifications for development of a discrete project deliverable of moderate complexity. A Consultant also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant may also participate in organizational assessments, and performance measures and indicators.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

### **Consultant 1**

Minimal/General Experience: One (1) to two (2) years of experience in Business Intelligence tools and Data Warehousing concepts and Windows applications.

Functional Responsibility: A Consultant provides analytical and program support, and is focused on high performance work. A consultant typically contributes to the functional and technical specifications for development of a discrete project deliverable of moderate complexity. A Consultant also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key analytical resource on engagement team. Assumes responsibility for conducting relevant research, distilling data, and creating reports. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation. A Consultant may also participate in organizational assessments, and performance measures and indicators.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

### **Functional Analyst 2**

Minimal/General Experience: Two (2) to Three (3) years of experience in Information Technology or management consulting.

Functional Responsibility: A Functional Analyst provides analytical and program support of an analytics project, and is focused on the functional and quality assurance aspects. A Functional Analyst typically contributes to the functional specifications and documentation of a discrete project deliverable of mild complexity. A Functional Analyst also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key functional and quality assurance resource on engagement team. Assumes responsibility for developing test approaches, drafting and executing test scripts, plus supporting the technical consultants as needed. Actively engages consulting tools and methodologies to meet project objectives and complete project assignments. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

### **Functional Analyst 1**

Minimal/General Experience: Up to two (2) years of experience in Information Technology or management consulting.

Functional Responsibility: A Functional Analyst provides analytical and program support of an analytics project, and is focused on the functional and quality assurance aspects. A Functional Analyst typically contributes to the functional specifications and documentation of a discrete project deliverable of mild complexity. A Functional Analyst also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Serves as a key functional and quality assurance resource on engagement team. Assumes responsibility for developing test approaches, drafting and executing test scripts, plus supporting the technical consultants as needed. Actively engages consulting tools and methodologies to meet project objectives and complete project assignments. Maintains responsibility for quality assurance practices and fostering completion and accuracy of system documentation.

Minimum Educational Requirements: B.A. or B.S. in Engineering, Mathematics, Computer Science, Operations Research, Economics, Finance, Business.

### **Support Analyst**

Minimal/General Experience: One (1) to two (2) years of experience in Business Intelligence tools and Data Warehousing concepts and Windows applications.

Functional Responsibility: A Support Analyst provides programmatic support designed to enable the broader delivery team. A Support Analyst typically contributes to the drafting of deliverables and project documentation such as status reports, meeting notes, and other communications. A Support Analyst also completes assigned engagement tasks within the project scope and budget, while meeting deliverable requirements. Actively engages consulting tools and methodologies to meet project objectives and complete program management activities.

Minimum Educational Requirements: B.A. or B.S. or Associates Degree