COUNTY OF ROCKLAND

Department of General Services Purchasing Division

Contract Award Notification

Title: Information Technology Consultant Services, QSL

Contract Period: March 1, 2024 through February 28, 2025 w/4-1 year options

Extended through February 28, 2026 w/3-1 year options

Original Date of Issue: March 1, 2024

Date of Revision: 09/18/25

RFP No: RFP-RC-023-019

Ordering Method: Special Request

Authorized Users: County Agencies

Address Inquiries To:

Name: Sabrina Samuels

Title: Assistant Director of Purchasing

Phone: 845-364-3807 Fax: 845-364-3809

E-mail: samuelss@co.rockland.ny.us

Description

THIS CONTRACT IS A QUALIFED SUPPLIERS LIST FOR INFORMATION TECHNOLOGY CONSULTANT SERVICES

Contract #	Vendor Number	Contractor & Address	Telephone No.
PLEASE SEE ATTAC	HED FOR VENDORS O	ON QUALIFIED SUPPLIERS LIST	AND IF THEY ARE
CATEGORY A OR CA	ATEGORY B		

Please see attached on how to use the Qualified Suppliers List. Also, if a vendor on the list does not have a vendor number and you are contracting with them please contact Purchasing at 845-364-3820 or purchasing@co.rockland.ny.us and we will add them into PeopleSoft.

Please do not print full award. This is over 200 pages. Please look at award and print the pages you need.

VENDOR	VENDOR #	ADDRESS	CONTACT	EMAIL	TELEPHONE	Category A Technology Related Administration Services	Category B Network Security Related Projects
22nd Century Technologies Inc.	0000028671	8251 Greensboro Dr Suite 900 McLean, VA 22102	Yasamine Rafik	sledproposals@tscti.com	866-537-9191 ext 2	х	х
Abacus Service Corporation	0000028672	25925 Telegraph Road Suite 110 Southfield, MI 48033	Caitlin Clark	caitlin@abacusservice.com	248-876-0761	х	х
ACS Consultancy Services Inc.		952 Troy Schedectady Rd Suite #106 Latham, NY 12110	Asha Ramrakhiani	rfp@acsincny.com	518-221-5409	x	
Advizex Technologies, LLC		6480 Rockside Woods Blvd. South Suite 190 Independence, OH 44131	Scott Hess	shess@advizex.com	440-622-1089	×	х
Affinity IT Security Services		1243 Sussex Turnpike Suite #1 Randolph, NJ 07869	Joseph Fisher	joe@affinity-it.com	800-840-2335		Х
Akiva Technologies LLC		722 East Market St. Suite 102 Leesburg, VA 20176	Christopher Canarelli	ccanarelli@akiva.com	717-468-7637	×	
Alliant Cybersecurity LLC		3009 Post Oak Blvd. Ste 1500 Houston, TX 77056	Rizwan Virani	rizwan.virani@alliantcybersecurity.com	718-877-9600	х	х
Arthur Lawrence Management LLC		1500 Citywest Blvd. Ste 600 Houston, TX 77042	Bejal Patel	rfp@arthurlawrence.net	713-724-8703	х	
Aspire Technology Parnters LLC	0000024345	25 James Way Eatontown, NJ 07724	Robin Schmidt	teamaspire@aspiretransforms.com	732-847-9562		х
AZH Construction & Consulting Corp		80 Broad Street, Suite #530 New York, NY 10004	Umarani Reddi	contact@azhconsulting.com	516-252-1428	х	х
Baker Tilly US, LLP	000023727	205 N Michigan Ave Suite 2800 Chicago, IL 60601-5942	Brian Nichols	brian.nichols@bakertilly.com	972-748-0496	х	х
Beacon Application Services Corporation		40 Speen St. Suite 104 Framingham, MA 01701	Madeline Osit	mosit@beaconservices.com	781-865-0109	х	
Bits & Bytes Technology Solutions		30 Corporate Circle Suite 100 Albany, NY 12203	Diwakar Sahai	outreach@bnbtech-inc.com	518-309-6900	х	
Black Willow		11190 Crockett Rd Nokesville, VA 20181	Michelle McIntyre	mmcintyre@blackwillow.com	703-336-5270	Х	
Bulletproof Solutions, Inc.		3040 Williams Drive Suite 510 Fairfax, VA 22031	Kristin Biser	kristin.biser@bulletproofsi.com	703-206-9383	х	
CampusGuard LLC		121 S 135th St Lincoln, NE 68508	Andrew Grant	agrant@campusguard.com	419-873-7016	х	Х
Catalyst Consulting Group Inc.		211 W Wacker Dr Suite 450 Chicago, IL 60606	Tim Smith	tim.smith@catconsult.com	312-499-2246	×	х
Changing Technologies, Inc.		3602 13th St NW, Unit B Washington, DC 20010	Danielle Logan	dlogan@changing.net	866-523-8899	х	

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CherryRoad Technologies Inc.	000007565	6 Upper Pond Road, 2nd Floor Parsippany, NJ 07054	Jeremy Gulban	Jgulban@cherryroad.com	973-402-7802	Х	
Cogent Infotech Corporation		1035 Boyce Road, Suite 108 Pittsburgh, PA 15241	Justin Acord	justin.acord@cogentinfo.com	412-889-7700	х	х
Computer Integrated Services		100 Park Ave, Suite 1614 New York, NY 10017	Richard Swinyard	Rswinyard@cisus.com	212-577-6033	Х	
Comtech Global Inc.		1103 Schrock Road Suite 102 Columbus, OH 43229	Sridhar Nannapaneni	sri@comtech-global.com	614-245-5680	х	Х
Connecticut Business Systems		100 Great Meadow Road Wethersfield, CT 06109	Connie Csizmadia	constance.csizmadia@xerox.com	203-368-8320	х	Х
Darice Technologies LLC		2743 Schleigel Blvd Amityville, NY 11701	Dymond Wang	dwong@daricetech.com	718-864-9463	х	
DatamanUSA LLC		6890 South Tucson Way Suite 100 Centennial, CO 80112-3919	Nidhi Saxena	contact@datamanusa.com	720/201-5617	х	х
Donnelly & Moore Inc.	0000023770	70 Havermill Rd. Suite 101 New City, NY 10956	Eileen Guzzo	eileeng@donmore.com	845-304-8344	х	
Dox Electronics		105 College Avenue Rochester, NY 14607	Dale Musson	dalem@doxnet.com	585-295-1912	х	х
Elegant Enterprises-Wide Solutions Inc.		24035 Whitten Farm Ct. Aldie, VA 20105-2767	Priyanka Arora	Sr. Program Manager	703-609-0215	х	Х
Enterprise Risk Management Inc dba ERMProtect		800 S. Douglas Rd. Suite 940 N Coral Gables, FL 33134	Silka Gonzalez	sgonzalez@ermprotect.com	305-447-6750	х	Х
GNC Consulting Inc.		21195 S. LaGrange Rd Frankfort, IL 60423	Garry Cooper	garry.cooper@gnc-cosulting.com	815-469-7255	х	
Hardwired Technologies Inc.		800 Third Ave SuiteA1419 New York, NY 10022	Jose Vegerano	jvegerano@hardwiredtec.com	646-222-9690	х	
Houzztec		66 Pine Oak Dr New Windsor, NY 12553	Mario Lebrun	info@houzztec.com	914-786-2798	х	Х
HyperGen Inc.		7810 Carvin St. Roanoke, VA 24019	Heather Jenkins-Barnes	jenkinsh@hypergeninc.com	800-497-3744	х	
Infinics, Inc.		301 McCullough Dr Suite 400 Charlotte, NC 28262	Pranay Reddy	gov@infinics.com	704-800-4666	х	
Info Way Solutions LLC		46520 Fremont Blvd Suite 614 Fremont, CA 94538	Kismat Katharani	kismat.k@infowaygroup.com	510-894-3765	х	Х
Infojini Inc.		10015 Old Columbia Rd Suite B215 Columbia. MD 21046	Sandeep Harjani	statebids@infojiniconsulting.com	443-257-0086	х	
Innovee Consulting LLC		1345 Avenue of the Americas FI 2 New York, NY 10105	Sachin Garg	govt@innovee.com	646-531-4899	х	
International Projects Consultancy Services Inc.		Metropoint #1595 600 South Highway 169 Minneapolis, MN 55426	Kuldeep Dhar	support@ipcs.net	952-541-4888	х	

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IZAR Associates Inc.		140 E. Ridgewood Ave Suite 415 Paramus, NJ 07652	Felicitas V Izar	fizar@izarinc.com	703-597-3976	х	
Mavros LLC		10935 Eastate Ln Ste 478 Dallas, TX 75238	Christopher Brown	christopher.brown@mavrostechnology.com	703-278-3703	х	
MGT of America Consulting		4320 West Kennedy Blvd Suite 200 Tampa, FL 33609	Tonya Vera	proposals@mgtconsulting.com	888-302-0899	х	х
NMC Enterprises LLC		86 Sunnyfield Lane Valley Stream NY 11581	Nicole Christopher	nichristo@nmcenterprise.com	516-668-5667	х	
Nenzen LLC		1201 Peachtree St. NE FL. 1 Atlanta, GA 30361	Darrien Jackson	djackson@nenzenllc.com	404-618-7604		х
NobleProg New York, Inc.		1560 Broadway Suite 111 New York, NY 10036	Grzegorz Pruszczynski	contacts@nobleprog.com	332-282-5666	х	
PamTen, Inc.		2 Research Way Princeton, NJ 08540	Chaya Pamula	pamtensd@pamten.com	609-212-0524	х	×
PAR5 Technologies LLC		26714 Grey Swan Dr Katy, TX 77494	Jeffrey Scott Parnell	jeff.parnell@par5technologies.com	713-299-8990	х	
Paramount Software Solutions		4030 Old Milton Pkwy Alpharetta, GA 30005	Pramod Sajja	govt@paramountsoft.net	770-857-8348	х	
Plante & Moran, PLLC		3000 Town Center Suite 100 Southfield, MI 48075	E. Scott Eiler	scott.eiler@plantemoran.com	248-223-3447	х	х
QSecGrid, Inc.		45 Madison Ave, FL 9 New York, NY 10022	Lynn Benway	lbenway@qsecgrid.com	309-258-8488	х	Х
Quality and Assurance Technology Corp	0000023150	18 Marginwood Dr Ridge, NY 11961	Javier Tejada	jtejada@qnatech.com	646-453-7119		Х
RADgov, Inc.		6750 N. Andrews Ave Suite 200 Fort Lauderdale, FL 33309	Pranay Mishra	parcher@radgov.com	954-938-2800	х	
Radiance Technologies LLC		1419 Meadow View Lane Collegeville, PA 19426	Suruchi Shivastava	suruchi.shrivastava@radiatechs.com	898-561-0554	х	
Raj Technologies Inc.		110 Terminal Dr Plainview, NY 11803	Raj Mehta	rajm@rajtechny.com	516-576-9494	х	
Rubensky LLC		12717 W. Sunrise Blvd. #276 Sunrise, FL 33323	Rubensky Calixte	ruben@rubencalixte.com	786-200-1199	х	
SA Technologies Inc.		3031 Tisch Way 110 Plaza West San Jose, CA 95128	Prashant Labde	prashant@satechglobal.us	408-833-6257	х	
Save My Project LLC		6050 Stetson Hills Blvd Suite 248 Colorado Springs, CO 80923	Na'Tima Harrison	natima.harrison@savemyproject.com	719-257-9157	х	

VENDOR	VENDOR #	ADDRESS	CONTACT	EMAIL	TELEPHONE	Category A Technology Related Administration Services	Category B Network Security Related Projects
Securance LLC		13916 Monroes Business Park Suite 102 Tampa, FL 33635	Paul Ashe	pashe@securanceconsulting.com	877-578-0215	х	х
SoftSages Technology		20 Mystic Lane, 2nd Floor Malvern, PA 19355	Anthony Merulla	rfp@softsages.com	484-321-8314		х
SpearMC Consulting		5020 Franklin Dr, Suite 100 Pleasanton, CA 94588	Marcus Bode	mbode@spearmc.com	415-509-1151	х	
Spruce Technology Inc.		1149 Bloomfield Ave Suite G Clifton, NJ 07012	Kristin Mazza	kmazza@sprucetech.com	862-225-9302	х	Х
Stellar Services Inc.		70 West 36th St. 7 FL New York, NY 10018	Chuck Romoser	cromoser@stellarservices.com	609-752-6424	х	×
Tek Content LLC		2617 Westheimer Pkwy #304 Katy, TX 77494	Kalyani Botta	hr@tekcontent.com	502-931-6533		x
Tidal Basin Government Consulting		126 Business Park Drive Utica, NY 13502	Melissa Gordon	mgordon@tidalbasin,rphc.com	315-272-2197		x
Tunabear Inc.		11711 Hillcrest Rd Dallas, TX 75230	Benjamin Dai	bdai@tunabear.com	214-288-8882	х	-
V Group Inc.		379 Princeton Hightstown Rd Bldg 3 Suite 2A East Windsor, NJ 08520	Vijay Kumar Palandurkar	nybids@vgroupinc.com	609-371-5400	х	х
Vandis, Inc.	0000026567	1 Alberston Ave Suite 1 Albertson, NY 11507	Scott Ratafia	ops@vandis.com	516-281-2200		Х
Vastek Inc.		1230 Columbia St Suite 1180 San Diego, CA 92101	Shekkhar Sharma	shekkhar@vastekgroup.com	571-685-2881	х	
Voluble Systems LLC		3010 LBJ Freeway Suite 1200 Dallas, TX 75234	Rohit Singh	rsingh@volublesystems.com	940-387-9581	х	
Web Apps LLC		198 Seaton Rd Stamford, CT 06902	Reaz Hoque	reazatgov@synergyconsulting.us	407-705-9841	х	
Winslow Technology Group		303 Wyman Street Suite 299 Waltham, MA 02451	Ed Palmer	epalmer@winslowtg.com	508-599-6998		х
Zirlen Technologies Inc.		10998 S. Wilcrest Dr Suite 240 Houston, TX 77099	Chandra Kancharla	contracts@zirlen.com	713-203-9867	х	





Pricing

Services	Profiles		Hourly Rates	
	Penetration Tester	\$	71.50	
	Spear Phishing and Testing Specialist	\$	78.00	
Network Security Related Projects	Concierge Network Security Engineer	\$	97.50	
	Network Monitoring Specialist	\$	79.30	
	Cyber Incident Tabletop Exercise Facilitator	\$	87.10	









The County of Rockland

RFP-RC-2023-019-A Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL) – Cost Proposal

Due on 07/27/2023, 3:00 PM

Submitted to:

The County of Rockland

50 Sanatorium Road, Building A, 6th floor Pomona, NY 10970

Attn: Procurement Officer

Submitted by:

Abacus Service Corporation

25925 Telegraph Road, Suite 110 Southfield, MI 48033 April Szlaga, Vice President





SECTION V: COST PROPOSAL (UPLOAD AS SEPARATE ATTACHMENT)

Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Form. Cost Proposals are to be uploaded as a separate attachment to your RFP response. Please refer to the separate attachment titled: Proposal Submittal Procedures for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non-responsive.

Abacus has provided the hourly bill rate ranges for the positions that would be utilized in providing services to the County. Our bill rate includes pay rate, general and administration costs, insurance, utilities, executive and staff wages, legal counseling and accounting staff salaries, ACA, healthcare, and other benefits to employees. Our hourly bill rate ranges for the proposed positions are given below.

Position	Hourly	Rate	S
Application Analyst	\$ 68.75	\$	118.75
Application Developer	\$ 75.00	\$	125.00
Application Support Analyst	\$ 68.75	\$	112.50
Application Support Engineer	\$ 81.25	\$	131.25
Application Support Manager	\$ 100.00	\$	156.25
Assistant Project Manager	\$ 93.75	\$	137.50
Computer Systems Analyst	\$ 68.75	\$	112.50
Computer Systems Engineer	\$ 87.50	\$	137.50
Cybersecurity Analyst	\$ 93.75	\$	131.25
Director of Program Management	\$ 156.25	\$	200.00
Ethical Hacker	\$ 87.50	\$	118.75
Field Service Engineer	\$ 50.00	\$	87.50
Information Security Specialist	\$ 87.50	\$	125.00
Information Technology Support Specialist	\$ 50.00	\$	81.25
Network Administrator	\$ 75.00	\$	106.25
Network Architect	\$ 162.50	\$	212.50
Network Consultant	\$ 87.50	\$	125.00
Network Engineer	\$ 87.50	\$	125.00
Network Manager	\$ 106.25	\$	156.25
Network Operation Technician	\$ 68.75	\$	100.00
Network Operations Manager	\$ 112.50	\$	162.50
Network Security Engineer	\$ 93.75	\$	131.25
Network Support Analyst	\$ 75.00	\$	106.25
Network Support Engineer	\$ 87.50	\$	125.00
Network Support Specialist	\$ 93.75	\$	131.25
Network Technician	\$ 75.00	\$	112.50
Penetration Tester	\$ 75.00	\$	112.50
Project Coordinator	\$ 93.75	\$	125.00
Project Manager	\$ 112.50	\$	156.25
Project Scheduler	\$ 106.25	\$	137.50
Quality analyst	\$ 75.00	\$	106.25
Quality assurance manager	\$ 118.75	\$	162.50
Quality assurance tester	\$ 75.00	\$	112.50
Quality control supervisor	\$ 87.50	\$	112.50
Quality coordinator	\$ 68.75	\$	100.00
Quality engineer	\$ 100.00	\$	137.50
Quality technician	\$ 87.50	\$	118.75
Security tester	\$ 93.75	\$	137.50
Senior Project Manager	\$ 137.50	\$	187.50
Support Specialist	\$ 81.25	\$	118.75
Team Leader	\$ 87.50	\$	125.00
Technical Architect	\$ 168.75	\$	212.50
Technical Support Engineer	\$ 62.50	\$	100.00
Technical Support Specialist	\$ 68.75	\$	112.50
Wireless Engineer	\$ 81.25	\$	118.75



Section V: Cost Proposal (Upload as separate attachment)

Cost will be evaluated independently from the technical proposal. Please enumerate all costs on the attached Cost Proposal Form. Cost Proposals are to be uploaded as a separate attachment to your RFP response. Please refer to the separate attachment titled: Proposal Submittal Procedures for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non-responsive.

		Junior (up-to 4 years)	Mid-Level (5 to 8 years)	Senior (8+ years)
Gen	eral Technology Network Review (Networking & Network Security	y) Consultation		
1)	Network Consultant	\$50.00	\$80.00	\$98.00
2)	Network Security Analyst	\$50.00	\$80.00	\$99.00
3)	Network Architect	\$80.00	\$90.00	\$120.00
4)	Network Engineer	\$70.00	\$80.00	\$105.00
5)	Security Consultant	\$60.00	\$80.00	\$120.00
6)	IT Security Specialist	\$60.00	\$80.00	\$120.00
7)	Network Operations Analyst	\$60.00	\$80.00	\$100.00
8)	Network Security Engineer	\$65.00	\$80.00	\$106.00
9)	Infrastructure Consultant	\$66.00	\$80.00	\$109.00
10)	Cyber Security Consultant	\$75.00	\$90.00	\$120.00
Tecl	nnology Related Project Management			
11)	IT Project Manager	\$78.00	\$90.00	\$120.00
12)	Business Analyst	\$65.00	\$88.00	\$100.00
13)	Technical Project Manager	\$78.00	\$90.00	\$120.00
14)	Agile Project Manager	\$78.00	\$90.00	\$120.00
15)	IT Program Manager	\$85.00	\$90.00	\$130.00
16)	IT Infrastructure Project Manager	\$78.00	\$90.00	\$120.00
17)	Software Project Manager	\$85.00	\$90.00	\$120.00
18)	IT Project Coordinator	\$55.00	\$90.00	\$100.00
19)	IT Change Manager	\$75.00	\$90.00	\$120.00
20)	IT Portfolio Manager	\$76.00	\$90.00	\$120.00
21)	IT Project Lead	\$75.00	\$90.00	\$120.00
Tecl	nnology Specific Application Review (i.e. PeopleSoft, ECW, Micros	oft, Tyler, etc.):		
22)	Application Analyst	\$65.00	\$90.00	\$99.00
23)	System Analyst	\$70.00	\$90.00	\$109.00
24)	PeopleSoft Consultant	\$75.00	\$90.00	\$125.00
25)	ECW (eClinicalWorks) Consultant	\$75.00	\$90.00	\$125.00

ACS Consultancy Services Inc.



				Cost Proposal
26)	Microsoft Certified Solutions Expert (MCSE)	\$75.00	\$90.00	\$125.00
27)	Tyler Technologies Consultant	\$75.00	\$90.00	\$125.00
28)	Enterprise Software Analyst	\$55.00	\$90.00	\$125.00
29)	Application Review Specialist	\$55.00	\$90.00	\$125.00
30)	ERP Consultant	\$75.00	\$90.00	\$125.00
31)	Software Quality Assurance Analyst	\$65.00	\$90.00	\$106.00
Dev	elopment, Review and Creation of Technology Police	cies:		
32)	IT Policy Analyst	\$55.00	\$85.00	\$125.00
3)	Technology Governance Manager	\$55.00	\$85.00	\$125.00
4)	IT Compliance Officer	\$55.00	\$85.00	\$125.00
35)	IT Risk Manager	\$55.00	\$85.00	\$125.00
36)	Information Security Officer	\$70.00	\$90.00	\$130.00
(37)	IT Standards and Policies Manager	\$55.00	\$85.00	\$125.00
8)	Technology Policy Consultant	\$75.00	\$85.00	\$125.00
9)	Information Assurance Analyst	\$75.00	\$85.00	\$125.00
0)	IT Security Policy Analyst	\$75.00	\$85.00	\$125.00
Netv	work Topology & Design Consultation:		· ·	
1)	Network Design Engineer	\$65.00	\$85.00	\$105.00
2)	Network Systems Engineer	\$65.00	\$85.00	\$105.00
3)	Network Solutions Architect	\$75.00	\$85.00	\$125.00
4)	Wireless Network Engineer	\$65.00	\$85.00	\$105.00
(5)	Data Center Network Engineer	\$65.00	\$85.00	\$105.00
16)	Network Optimization Consultant	\$65.00	\$85.00	\$105.00
7)	Cloud Network Engineer	\$60.00	\$90.00	\$130.00
8)	Wide Area Network (WAN) Engineer	\$68.00	\$85.00	\$105.00
(9)	Network Infrastructure Consultant	\$67.00	\$85.00	\$105.00
(0)	Network Planning Analyst	\$55.00	\$85.00	\$105.00
T A	Auditing Services	<u> </u>	· · · · · · · · · · · · · · · · · · ·	<u>'</u>
51)	IT Auditor	\$65.00	\$85.00	\$125.00
(2)	Senior IT Auditor	\$60.00	\$90.00	\$130.00
33)	IT Audit Manager	\$60.00	\$90.00	\$130.00
(4)	IT Audit Director	\$65.00	\$95.00	\$135.00
55)	IT Compliance Auditor	\$55.00	\$85.00	\$125.00
56)	Information Systems Auditor	\$55.00	\$85.00	\$125.00
57)	IT Governance Auditor	\$65.00	\$85.00	\$125.00

ACS Consultancy Services Inc.



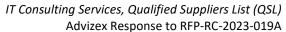
				Cost Proposal
58)	IT Risk and Compliance Analyst	\$75.00	\$85.00	\$125.00
59)	Cybersecurity Auditor	\$60.00	\$90.00	\$130.00
60)	IT Audit Consultant	\$75.00	\$85.00	\$125.00
Net	work Security Related Projects			
61)	Penetration Tester	\$85.00	\$100.00	\$125.00
62)	Ethical Hacker	\$70.00	\$100.00	\$140.00
63)	Cybersecurity Analyst	\$60.00	\$90.00	\$115.00
64)	Red Team Engineer	\$70.00	\$100.00	\$140.00
65)	Security Consultant (Penetration Testing)	\$75.00	\$95.00	\$135.00
66)	Offensive Security Certified Professional (OSCP)	\$75.00	\$105.00	\$145.00
67)	Application Security Engineer	\$70.00	\$100.00	\$140.00
68)	Vulnerability Assessor	\$65.00	\$95.00	\$135.00
69)	Security Testing Analyst	\$60.00	\$90.00	\$108.00
70)	Cybersecurity Vulnerability Analyst	\$60.00	\$90.00	\$110.00
Cyb	er Incident Tabletop Exercises and Workshops	,		
71)	Cybersecurity Incident Response Analyst	\$60.00	\$90.00	\$130.00
72)	Cybersecurity Training Specialist	\$65.00	\$85.00	\$125.00
73)	Cybersecurity Exercise Facilitator	\$65.00	\$85.00	\$125.00
74)	Incident Management Analyst	\$60.00	\$90.00	\$130.00
75)	Cybersecurity Incident Response Manager	\$65.00	\$95.00	\$135.00
76)	Security Awareness Training Specialist	\$55.00	\$85.00	\$125.00
77)	Incident Response Coordinator	\$60.00	\$90.00	\$130.00
78)	Cyber Risk Analyst	\$60.00	\$90.00	\$130.00
79)	Incident Simulation Manager	\$60.00	\$90.00	\$135.00
80)	Cybersecurity Tabletop Exercise Coordinator	\$75.00	\$85.00	\$125.00
Moı	nitoring of Network Components			
81)	Network Monitoring Analyst	\$70.00	\$100.00	\$110.00
82)	Network Operations Center (NOC) Engineer	\$70.00	\$100.00	\$120.00
83)	Systems Monitoring Analyst	\$70.00	\$100.00	\$105.00
84)	IT Network Operations Specialist	\$70.00	\$100.00	\$110.00
85)	Network Traffic Analyst	\$70.00	\$100.00	\$110.00
86)	Network Performance Analyst	\$70.00	\$100.00	\$106.00
87)	IT Infrastructure Monitoring Analyst	\$70.00	\$100.00	\$100.00
88)	Network Service Assurance Analyst	\$70.00	\$100.00	\$104.00
89)	Network Surveillance Engineer	\$70.00	\$100.00	\$109.00

ACS Consultancy Services Inc.



				Cust I Tupusa
90)	IT Systems Monitoring Specialist	\$70.00	\$100.00	\$140.00
Spea	r Phishing Tests			
91)	Cybersecurity Awareness Trainer	\$55.00	\$85.00	\$125.00
92)	Security Awareness Coordinator	\$55.00	\$85.00	\$125.00
93)	Social Engineering Specialist	\$60.00	\$90.00	\$130.00
94)	Phishing Prevention Specialist	\$60.00	\$90.00	\$130.00
95)	Information Security Trainer	\$65.00	\$85.00	\$125.00
96)	Spear Phishing Test Coordinator	\$65.00	\$85.00	\$125.00
97)	Cybersecurity Education Specialist	\$60.00	\$90.00	\$130.00
98)	Phishing Awareness Specialist	\$60.00	\$90.00	\$130.00
99)	Information Security Awareness Analyst	\$55.00	\$85.00	\$125.00
100)	Cyber Threat Simulation Specialist	\$60.00	\$90.00	\$130.00
Con	cierge Network Security Services			
101)	Concierge Security Consultant	\$65.00	\$95.00	\$135.00
102)	VIP Cybersecurity Support Specialist	\$70.00	\$100.00	\$140.00
03)	Personal IT Security Advisor	\$70.00	\$100.00	\$140.00
(04)	High-End Network Security Consultant	\$70.00	\$100.00	\$140.00
105)	Executive Cybersecurity Advisor	\$70.00	\$100.00	\$140.00
.06)	VIP Network Support Specialist	\$70.00	\$100.00	\$140.00
07)	Personal Network Security Analyst	\$65.00	\$95.00	\$135.00
(80	Dedicated Security Account Manager	\$70.00	\$100.00	\$140.00
(109)	Elite Cybersecurity Service Manager	\$70.00	\$100.00	\$140.00
110)	Premium Security Support Analyst	\$70.00	\$100.00	\$140.00
Rem	ediation and Network Recovery Services			·
111)	IT Service Recovery Specialist	\$65.00	\$95.00	\$135.00
12)	Incident Response Analyst	\$70.00	\$100.00	\$140.00
13)	Disaster Recovery Specialist	\$65.00	\$95.00	\$135.00
14)	IT Continuity Specialist	\$65.00	\$95.00	\$135.00
15)	Network Remediation Engineer	\$70.00	\$100.00	\$109.00
16)	IT Recovery Coordinator	\$65.00	\$95.00	\$135.00
17)	Cyber Incident Recovery Specialist	\$70.00	\$100.00	\$140.00
18)	Cybersecurity Remediation Analyst	\$70.00	\$100.00	\$140.00
119)	Crisis Management Consultant	\$70.00	\$100.00	\$140.00
120)	Network Disaster Recovery Analyst	\$70.00	\$100.00	\$140.00

ACS Consultancy Services Inc.





SECTION V. COST PROPOSAL

As directed by the RFP request, we have submitted a rate sheet for each job title that can be proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted.

In addition, the proposed hourly rates for each resource are by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.



Our original NYS rate card is as follows:

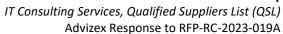
Rolta AdvizeX Contract # PB051AA Page 2 of 2

APPENDIX D: PRICING SCHEDULE				
CONTRACTOR NAME:	AdvizeX Technologies, LLC D/B/A/ Rolta AdvizeX			
FEDERAL ID:	37-1504931			
NYS VENDOR ID:	1000009235			
CONTRACT NUMBER:	PB051AA			
DATE PRICELIST APPROVED BY OGS:	12/14/2015			

Item Number	sku	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Maximum Not to Exceed Hourly Rate, Exclusive of Travel)
1	RA-SPEC- EL	Specialist EL	Entry-level implementation consultant	AS	3	\$150.00
2	RA-SPEC-I	Specialist I	Leads small implementations	BS	5	\$177.50
3	RA-SPEC-II	Specialist II	Leads medium-size implementations	BS	10+	\$215.00
4	RA-SPEC-III	Specialist III	Leads large, complex architecture implementations	BS	10+	\$260.00
5	RA-PM-EL	Project Manager EL	Associate Project Mgr	AS,CAPM	3	\$150.00
6	RA-PM-I	Project Manager I	Project lead for small projects	BS,PMP	5	\$177.50
7	RA-PM-II	Project Manager II	Project lead for medium-size projects	BS,PMP	10+	\$215.00
8	RA-PM-III	Project Manager III	Project lead for large,complex projects	MS,PMP	10+	\$260.00

Since then, we have revised our rate card to include newer roles and revised rates to remain competitive with the marketplace. This revised rate card is as follows:

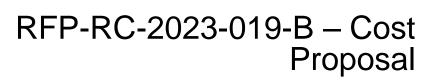
PS-DCC-03	Data Center Consultant 3, Sr.	Per Hour	\$175.00
PS-DCC-04	Data Center Consultant 4, Principal	Per Hour	\$199.00
PS-BCC-02	Business Continuity / Process Consultant 2	Per Hour	\$175.00
PS-BCC-03	Business Continuity / Process Consultant 3, Sr.	Per Hour	\$190.00
PS-IC-02	Infrastructure Consultant 2	Per Hour	\$145.00
PS-IC-03	Infrastructure Consultant 3, Sr.	Per Hour	\$165.00
PS-IC-04	Infrastructure Consultant 4, Principal	Per Hour	\$175.00
PS-MCS-02	Microsoft Consultant 2	Per Hour	\$155.00
PS-MCS-03	Microsoft Consultant 3, Sr.	Per Hour	\$165.00
PS-MCS-04	Microsoft Consultant 4, Principal	Per Hour	\$185.00
PS-PM-01	Project Management Coordinator	Per Hour	\$115.00
PS-PM-02	Project Manager 2	Per Hour	\$135.00
PS-PM-03	Project Manager 3, Sr.	Per Hour	\$160.00
PS-PM-04	Project Manager 4, Principal	Per Hour	\$185.00
PS-SC-02	Storage Consultant 2	Per Hour	\$150.00
PS-SC-03	Storage Consultant 3, Sr.	Per Hour	\$170.00
PS-SC-04	Storage Consultant 4, Principal	Per Hour	\$180.00
PS-VC-02	Virtualization Consultant 2	Per Hour	\$155.00
PS-VC-03	Virtualization Consultant 3, Sr.	Per Hour	\$165.00
PS-VC-04	Virtualization Consultant 4, Principal	Per Hour	\$185.00





PS-SC-02	Storage Consultant 2	Per Hour	\$155.00
			-
PS-SC-03	Storage Consultant 3, Sr.	Per Hour	\$170.00
PS-SC-04	Storage Consultant 4, Principal	Per Hour	\$180.00
AS-MQ-02	MySQL Database Consultant 2	Per Hour	\$180.00
AS-MQ-03	MySQL Database Consultant 3, Sr.	Per Hour	\$195.00
AS-BP-02	Business Process Management Consultant 2	Per Hour	\$175.00
AS-BP-03	Business Process Management Consultant 3, Sr.	Per Hour	\$190.00
AS-OC-02	Oracle Consultant 2	Per Hour	\$180.00
AS-OC-03	Oracle Consultant 3, Sr.	Per Hour	\$190.00
AS-OC-04	Oracle Consultant 4, Principal	Per Hour	\$199.00
AS-PT-02	Penetration Testing Consultant 2	Per Hour	\$185.00
AS-PT-03	Penetration Testing Consultant 3, Sr.	Per Hour	\$199.00
AS-SA-02	Security Assessor Consultant 2	Per Hour	\$170.00
AS-SA-03	Security Assessor Consultant 3, Sr.	Per Hour	\$180.00
AS-SA-04	Security Assessor Consultant 4, Principal	Per Hour	\$199.00
AS-SA-05	vCISO	Per Hour	\$250.00
AS-SQ-02	SQL Consultant 2	Per Hour	\$170.00
AS-SQ-03	SQL Consultant 3, Sr.	Per Hour	\$185.00
AS-SQ-04	SQL Consultant 4, Principal	Per Hour	\$199.00





July 27, 2023

Prepared Exclusively For:

Rockland County Information Technology Department
11 New Hempstead Road
New City, NY 10956

Submitted by:

Affinity IT Security Services 1243 Sussex Turnpike, Suite #1 Randolph, NJ 07869 (800) 840-2335 info@affinity-it.com



Cost Proposal

Affinity IT Security is fully committed to providing the services required to perform IT Consulting Services as detailed in both the RFP and Q&A documents.

\$ 3,500.00
\$ 3,500.00
\$ 2,100.00
\$ 2,100.00
\$ 2,800.00
\$ 2,800.00
\$ 1,995.00
\$ 2,100.00
\$ \$ \$ \$

TOTAL ESTIMATE

\$20,895.00

We are committed to providing an hourly rate of **\$175/hour** for all consultants. Please note that this is significantly below our regular consulting rates.

^{*}Security Awareness training is a 1-hour online instructor led session for all employees + 1-year limited license for reuse within company of recording.

Akiva Technologies

LABOR CATEGORIES	Hourly Rates
Project Manager	\$104.00
Scrum Master	\$104.00
Information Security Engineer	\$104.00
Senior Information Security Engineer	\$114.00
Senior Information Security Analyst	\$114.00
Senior Penetration Tester	\$124.00
Network Engineer	\$104.00
Senior Network Engineer	\$114.00

Alliant Cybersecurity

Cybersecurity Rate Card	Description	Hourly Rate
<u>Cybersecurity Consultant</u>	Provides expert guidance on managing and mitigating cybersecurity risks based on standards, regulations, and compliance frameworks. Assesses clients' current security posture, identify vulnerabilities and threats, and develop strategies to improve overall security posture.	\$ 100.00
Senior Cybersecurity Consultant	Leads and manages cybersecurity consulting engagements for clients. Serves as a project manager to assess clients' current security posture, identify vulnerabilities and threats, and develop strategies to improve overall security posture.	\$ 150.00
Director of Cybersecurity Solutions	Leads and manages the cybersecurity consulting practice. Develops customized cybersecurity solutions and strategies that meet clients' unique requirements. Responsible for ensuring the quality and effectiveness of the team's approach to consulting engagements.	\$ 175.00
Solutions Engineer	Designs and implements cybersecurity solutions for clients. Works closely with clients to understand their technological and business needs and develops customized network security solutions that meet their unique requirements.	\$ 130.00
<u>Lead Solutions Engineer</u>	Responsible for leading and managing a team of solutions engineers. Pioneers and implements cybersecurity solutions and ensures the quality and effectiveness of the solutions' engineering engagements.	\$ 150.00

Alliant Cybersecurity

Security Operation Center Analyst - L1	Monitors and analyzes security events and incidents. Works closely with clients to identify and respond to security threats, and provide timely and accurate reporting to clients.	\$ 75.00
Security Operation Center Analyst - L2	Provides advanced analysis and responds to security events and incidents. Identifies and responds to complex security threats and provides timely and accurate reporting to clients.	\$ 100.00
Security Operation Center Analyst - L3	Provides advanced security analysis and incident response support to clients. Identifies and responds to complex security incidents and develops and implements strategies to prevent future incidents. Analyzes security events and alerts, conducts in-depth investigations, and provides detailed reports to clients. Mentors and trains junior analysts.	\$ 125.00
Platform Engineer	Designs, implements, and maintains secure and scalable technology platforms for clients. Understands clients' business needs and objectives to develop customized solutions and platforms that meet their unique requirements. Remains current on the latest technology trends and provides thought leadership to clients.	125.00
<u>Platform Engineer Manager</u>	Leads a team of platform engineers to design, implement, and maintain secure and scalable technology platforms for clients. Manages the day-to-day operations of the platform engineering team, including resource allocation, project management, and performance management.	\$ 150.00

Director of Security Operations	Oversees the day-to-day operations of clients' security programs. Remains upto-date on the latest cybersecurity threats, strategies, and legislation to implement into security operations. Manages the platform engineering and security operations teams, including resource allocation, project management, and performance management.	\$ 175.00
Network Security Analyst	Analyzes and assesses clients' network security posture, preventing risks within their computer network systems. Installs software such as firewalls, antivirus, and MFA to increase netowrk protection. Provides timely and accurate reporting of the state of the network.	\$ 125.00
Network Solutions Architect	Designs and implements complex computer and information network systems. Analyzes and translates business requirements into technical specifications, selecting the appropriate hardware and software components to meet those needs. Troubleshoots and optimizes existing networks to ensure security, efficiency, and scalability.	\$ 150.00
Penetration Tester	Identifies vulnerabilities and potential security risks in computer systems, networks, and applications. Plans and executes simulated attacks on clients' networks, systems, and applications to find weaknesses and provide solutions for strengthening security practices. Uses various hacking techniques and security protocols to provide comprehensive and effective security assessments.	\$ 100.00

Alliant Cybersecurity

Senior Penetration Tester	Designs, executes, and supervises penetration testing procedures for different technologies and infrastructures. Experienced in ethical hacking, network security, and the use of various tools and techniques to identify and exploit vulnerabilities. Effectively communicates with stakeholders and creates detailed reports and remediations for clients.	125.00
Chief Executive Officer	Oversees all aspects of operations and implements comprehensive cybersecurity strategies to protect clients' information systems and networks from cyber threats. Manages all teams' performance, establishes and maintains partnerships with clients, and ensures regulatory compliance. Retains a deep breadth of the latest cybersecurity best practices, solutions, and threats and ensures knowlegde transfer to teams.	175.00



Cost Proposal
Due Date: 27th July -3PM EST



Submitted To Paul J. Brennan, FNIGP, NIGP-CPP, CPPO

Director of Purchasing

Department of General Services – Purchasing Division
50 Sanatorium Road, Building A, 6th floor
Pomona, NY 10970

Telephone: 845-364-3820

submitted By arthur lawrence

Arthur Lawrence Management LLC
POC: Bejal Patel, Managing Partner
1500 Citywest Boulevard, STE #600,
Houston, TX - 77042
Email: rfp@arthurlawrence.net

Call: (713) 724-8703 www.arthurlawrence.net



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1.0. Hourly Rates Sheet-Cost Proposal

Information Technology Consulting Services, Qualified Suppliers List Ref - RFP-RC-2023-019-A

No	Job Title / Consultant	Hourly Rate (\$)
Developm	nent, Review, and Creation of Technology Policies	
1)	IT Security Policy Analyst	\$92.00
2)	Network Infrastructure Policy Specialist	\$88.00
3)	IT Policy Administrator	\$75.00
4)	IT Compliance Consultant	\$85.00
5)	IT Risk Management Consultant	\$95.00
General T	echnology Network Review (Networking & Network S	ecurity) Consultation
1)	Network Security Specialist	\$120.00
2)	Network Analyst	\$90.00
3)	Network Manager	\$122.00
4)	Network Engineer	\$102.00
5)	Network Architect	\$120.00
6)	Network Technician	\$75.00
7)	Network Administrator	\$80.00
IT Auditin	g	
3)	Cybersecurity Analyst	\$120.00
4)	Data Governance Analyst	\$95.00
6)	IT Auditor	\$125.00
Topograp	hy & Design Consultant	
1)	Infrastructure Engineer	\$120.00
2)	IT Architect	\$120.00
3)	Network Desing Specialist	\$100.00

Please confirm that the authorized agent preparing this Proposal has read, understands, and will ensure his/her firm's compliance with the provisions of this section:

Authorized Agent's Name: Bejal Patel

Signature :

Date : 07/27/2023



Ref - RFP-RC-2023-019-A

No	Job Title / Consultant	Hourly Rate (\$)
Γechnolo	gy Project Management	
1)	IT Project Manager	\$120.00
2)	Technology Change Management Analyst	\$120.00
3)	IT Program Manager	\$110.00
rechnolo:	gy Specific Application Review (i.e. PeopleSoft, eCW, M	icrosoft, Tyler, Etc.)
1)	Application Analyst	\$102.00
2)	IT Application Support Analyst	\$82.00
3)	Software Package Implementation Manager	\$86.00

Please confirm that the authorized agent preparing this Proposal has read, understands, and will ensure his/her firm's compliance with the provisions of this section:

Authorized Agent's Name: Bejal Patel

Signature :

Date : 07/27/2023

RATES & PRICING SHEET

Aspire's response includes proposals for the following Network Security Related Projects:

- Monitoring of Network Components
- Concierge Network Security Services

Industry standard pricing models for these types of managed services are based on the quantity and type of devices (routers, switches, systems, firewalls, etc.) deployed in the environment. A monthly service fee is applied to each type of device and a monthly recurring service fee will be calculated based on the actual device inventory in scope. We understand that the County of Rockland does not wish to provide a device inventory at this time. In that case, Aspire is happy to provide Unit Pricing by device type for pricing purposes. We hope this will suffice until a detailed device inventory may be shared.

Please note: Aspire wishes for our pricing to be treated as confidential. The Rates & Pricing Sheet is uploaded in Section IV: Protected Information.



Aspire Managed Detection & Response (MDR) Rate Tables

The following tables reflect the Monthly Service Fees associated with the Aspire MDR Service. Total Monthly Service Fees are derived from the Unit Price multiplied by the total quantity of users or IP addresses in the environment.

Endpoint Detection & Response (EDR Endpoints) Monitoring and Response Service with Management

User C	ount	Price per User - Managed Only	Price per User - MDR	Price per User - MDR w/ MGMT
From	То	ASV-MSP-SEC-AMP	ASV-MSP-SEC-AMP-MDR	ASV-MSP-SEC-AMP-MDR-M
50	99	\$5.50	\$8.00	\$11.50
100	499	\$4.00	\$6.50	\$7.50
500	999	\$2.00	\$3.25	\$4.50
1000	2499	\$1.50	\$1.50	\$2.00
2500	4999	\$1.25	\$1.15	\$1.55
5000	9999	\$1.00	\$1.00	\$1.25
10000	14999	\$0.75	\$0.85	\$1.00
15000		\$0.50	\$0.65	\$0.75

DNS Security Monitoring and Response Service with Management

User C	ount	Price per User - Managed Only	Price per User - MDR	Price per User - MDR w/ MGMT
From To		ASV-MSP-SEC-UMB	ASV-MSP-SEC-UMB-MDR	ASV-MSP-SEC-UMB-MDR-M
50	99	\$2.00	\$4.00	\$7.00
100	499	\$1.50	\$2.00	\$4.00
500	999	\$1.25	\$1.50	\$1.85
1000	2499	\$0.85	\$0.95	\$1.25
2500	4999	\$0.75	\$0.85	\$1.00
5000	9999	\$0.65	\$0.75	\$0.85
10000	14999	\$0.50	\$0.60	\$0.75
15000		\$0.40	\$0.50	\$0.60

Network Traffic Analytics Monitoring and Response Service with Management*

User C	ount	Price per IP Device - Managed Only	Price per IP Device - MDR Only	Price per IP Device - MDR w/ MGMT
From	То	ASV-MSP-SEC-SWC	ASV-MSP-SEC-SWC-MDR	ASV-MSP-SEC-SWC-MDR-M
100	499	\$0.50	\$1.60	\$2.00
500	999	\$0.40	\$1.20	\$1.50
1000	2499	\$0.25	\$0.60	\$0.75
2500	3999	\$0.20	\$0.35	\$0.45
4000	4999	\$0.17	\$0.25	\$0.35
5000	9999	\$0.15	\$0.20	\$0.30
10000		\$0.12	\$0.17	\$0.25

^{*} Unit pricing based on total quantity of IP addresses in the environment.

Concierge Network Security Services

Cost Proposal Rate Sheet



Vulnerability Management**

From	То	Price per IP Device Scanned (or with Client)- Managed Only - ASV-MSP-SEC-VM	Price per IP Device Scanned (or with Client) - With MDR Service - ASV-MSP-SEC-VM-MDR
1	499	\$10.00	\$5.00
500	999	\$5.00	\$2.75
1000	2499	\$3.00	\$2.75
2500	3999	\$2.00	\$0.75
4000	4999	\$1.50	\$0.65
5000	9999	\$1.25	\$0.50
10000		\$1.00	\$0.40

^{**} Unit pricing based on total quantity of IP addresses to be scanned in the environment.





Aspire Managed Infrastructure Services Rate Table

The following table reflect the Monthly Service Fees associated with Aspire Managed Infrastructure Services. Total Monthly Service Fees are derived by multiplying Unit Price by the quantity and type of devices in scope.

Core Switches - 24x7 Monitoring & Management

Device	Quantity	Monthly Service Fee		
From To		Per Device		
1 5		\$65.00		
6 9		\$55.00		
10+		\$45.00		

Access Switches - 24x7 Monitoring & Management

Device	Quantity	Monthly Service Fee		
From	То	Per Device		
1	5	\$50.00		
6	9	\$45.00		
10+	1	\$40.00		

Routers - 24x7 Monitoring & Management

Device (Quantity	Monthly Service Fee			
From	То	Per Device			
1	5	\$50.00			
6	9	\$45.00			
10+		\$40.00			

Firewalls - 24x7 Monitoring & Management

Device (Quantity	Monthly Service Fee		
From To		Per Device		
1	5	\$250.00		
6	9	\$225.00		
10+		\$215.00		

Servers (Physical & Virtual) - 24x7 Monitoring & Management

Device	Quantity	Monthly Service Fee		
From	То	Per Device		
1	5	\$75.00		
6	9	\$65.00		
10+		\$55.00		

Confidential |

July 20, 2023



Wireless LAN Controllers - 24x7 Monitoring & Management

Device	Quantity	Monthly Service Fee		
From To		Per Device		
1	5	\$125.00		
6	9	\$115.00		
10+		\$110.00		

UPS & Other SNMP Devices – 24x7 Monitoring Only

Device (Quantity	Monthly Service Fee		
From	То	Per Device		
1 5		\$25.00		
6	9	\$20.00		
10+		\$18.00		

Note: Additional volume discounting may be applied based on actual quantities.

Cost Proposal

RFP-RC-2023-019-A-Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)

1				Rate			
S.No	JOB TITLE	JUN	IIOR	MIE)-LEVEL	SENIOR	EXPERT
1	IT Auditor	\$	62.46	\$	78.13	\$ 103.69	\$ 124.09
2	Technology Policy Consultant	\$	67.82	\$	86.64	\$ 107.91	\$ 122.58
3	Technology Project Manager	\$	69.71	\$	91.38	\$ 111.83	\$ 125.81
4	Topography & Design Consultant	\$	68.96	\$	87.95	\$ 108.97	\$ 124.62
5	Technology Network Security Consultant	\$	82.75	\$	105.54	\$ 130.76	\$ 149.55
6	Technology Application Review Consultant	\$	99.30	\$	126.65	\$ 156.91	\$ 179.45
7	Network Security Penetration Tester	\$	68.96	\$	87.95	\$ 108.97	\$ 124.62
8	Network Security Phishing Simulation Consultant	\$	68.96	\$	87.95	\$ 108.97	\$ 124.62
9	Network Monitoring Specialist	\$	59.45	\$	76.68	\$ 94.61	\$ 107.58
10	Network Security Remediation Specialist	\$	61.20	\$	79.34	\$ 99.31	\$ 115.06
11	Cyber Incident Exercise Facilitator	\$	59.45	\$	76.68	\$ 94.61	\$ 107.58

Note: No out of pocket expenses are included

2 Salary multiplier for any hourly rates specified.

1.45

3 Discount on cost of goods with new 10 days

-1%



Section V: Cost proposal

The County can expect the highest quality service for a fair and reasonable fee. Below is our professional fee estimate.

STAFF LEVEL	YEARS OF EXPERIENCE	ROLE DESCRIOTION	HOURLY RATE
Partner/Director	10+ years	Provide strategic oversight, review final deliverables	\$400
Manager	5-10 years	Provide overall project management including attendance and management of weekly status meetings, detailed review of deliverables, management of progress and budget, review management responses, coordinate with stakeholders to align on scope and project plans	\$275
Senior Consultant	3-5 years	Lead interview sessions, perform detailed testing and assessments, perform initial review of deliverables	\$175
Consultant	1-3 years	Perform detailed testing, assessments, and analysis and draft deliverables	\$140

Assumptions

We based our fee estimate on the assumptions below. If these change during the engagement, we will notify you immediately and detail new requirements and how they impact the budget. We will never undertake additional work without your approval. The engagement assumptions include:

- Adequate support, preparedness and cooperation from County leadership
- No significant changes in scope



Company name:	Beacon Application Services Corporation			
Resource Title	Standard rate	Description		
Executive Sponsor	\$ 225.00	Risk/Quality Mngt/Strategic Planning		
Project Manager	\$ 180.00	PMO		
Solutions Architect	\$ 180.00	Cross Module Design		
Senior Functional Leads	\$ 170.00	All Apps		
Senior Technical Leads	\$ 170.00	Technical Design and coding		
Technical Developer	\$ 165.00	Development/retro-fit		
Upgrader	\$ 165.00	Upgrader		
DBA/Sys Admin	\$ 165.00			

Please note that the qualifications of consultants for each of the above categories can be found in Section II, detailed response.



Cost Proposal

We have uploaded the Pricing Excel sheets on the submission portal, Bonfire.

The rate listed below is a "not to exceed rate" for a senior role. In the event if the listed position is a mid-level position or a junior position and if this contract allow us, we will appropriately and proportionately reduce the rate to reflect a more accurate mapping of the rate and the skill set. Any out-of-pocket pre-approved expense (like travel, additional hardware etc.) will be billed separately based on an agreed term & conditions with the client.

Hourly rate sheet of Bits & Bytes for the Rockland County (RFP-RC-2023-019)

#	Requirements	Rate/Hr
	Technology Related Administration Services:	
1	General Technology Network Review(Networking & Network Security) Consultation	\$85/hr
2	Technology Related Project Management	\$ 98/hr
3	Technology Specific Application Review (i.e. PeopleSoft, ECW, Microsoft, Tyler, etc.)	\$ 90/hr
4	Development, Review and Creation of Technology Policies	\$ 87/hr
5	Network Topology & Design Consultation	\$ 85/hr

Response to Solicitation RFP-RC-2023-019-A

Volume III: Hourly Rate Sheet



Black Willow, Inc.

11190 Crockett Road • Nokesville, VA • 20181 Telephone: 703.594.2393 • Facsimile: 703.594.2394 Web Site: www.blackwillow.com

Contact:

Michelle A. McIntye, Esq. CEO Office: 703-594-2393 Cell: 703-362-5270

E-mail: mmcintyre@blackwillow.com



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Table 1: Black Willow Project Team Labor Categories and Hourly Rates	3
Table 2: Other Black Willow Labor Categories	3



Hourly Rate Sheet for Black Willow

Black Willow provides the following hourly rates for our labor categories to Rockland County at a 20% discount from our regular pricing. To maximize budgets, Black Willow provides blended rates and fluid teams depending on the task order. Table 1: Black Willow Project Team Labor Categories and Hourly Rates lists primary team members for Rockland County's IT project. It is unlikely that all of these team members would be on any one task order. Additional Black Willow Labor Categories are listed in Table 2: Other Black Willow Labor Categories.

Table 1: Black Willow Project Team Labor Categories and Hourly Rates

Black Willow Personnel	/illow Personnel Labor Category/Job Title	
Michelle McIntyre, Esq.	CEO, Technical Writer	\$120
Shaun Hydock, PMP	CTO, Solutions Architect, Project Management, Enterprise Architect	\$175
Chris Russo	Senior Software Engineer	\$140
Marjoria Shaver	Director of User Support and Software Solutions	\$96
Allyson Gipson, Ph.D.	Digital Design and Implementation Specialist	\$84
Kyle Grouge	Senior Systems Administrator	\$116
Cheyenne Haley	Tech Writer & Digital Coordinator	\$68
Taijon Goodman	Software Programmer	\$112
Cameron Waddy	Cyber Security and Cloud Engineer	\$88

Please note, these rates and labor categories are not exhaustive and are negotiable. Black Willow uses blended teams to provide the most cost effective and complete solution possible.

Table 2: Other Black Willow Labor Categories

Labor Services Category	Standard Pricing (RPH)	Government Discount (20%) Pricing (RPH)
Computer Systems Analysts	68.4	55
Computer Systems Analyst I	80.2	65
Computer Systems Analysts II	88.4	71
Computer Systems Analysts III	100	80
Applications Analyst	110	88
Data Processing Systems Analyst	105	84
Information Systems Analyst	95	76
Systems Architect	150	120
Senior Systems Architect	160	128
IT Systems Architect	165	132
Principal Systems Architect	175	140
Solutions Architect	215	172
Cloud Solutions Architect	215	172
Enterprise Solutions Architect	270	216
Information Security Analysts	110	88
Senior Information Security Analyst	148.8	120
Computer Security Specialist	110	88
IT Risk Manager Expert	171.6	138



IT Risk Specialist	125	100
Network Security Systems Manager	118	95
Network Security Engineer	115	92
Data Warehousing Developer	175	140
Data Warehousing Administrator	122	98
Cloud Data Warehousing Analyst	165	132
Database Developer	135	108
Senior Database Developer	155	124
Data Architect	145	116
Senior Data Architect	190	152
Data Analyst	95	76
Database Engineer	135	108
Senior Database Engineer	155	124
Cloud Database Engineer	149	120
Software Database Specialist	108	87
Subject Matter Experts	275	220
Network Administrator	110	88
Network Analyst	100	80
IT Network Technician	100	80
Network Coordinator	142.8	115
Network Engineer	130	104
Senior Network Engineer	160	128
Junior Network Engineer	120	96
System Analyst	110	88
System Engineer	130	104
Senior System Administrator	145	116
Applications Programmer	130	104
Java Developer	145	116
Python GIS Developer	145	116
Cold Fusion Developer	160	128
IT Programmer	140	112
Systems Programmer	130	104
Software Engineer	140	112
Senior Software Engineer	175	140
Junior Software Engineer	145	116
Software Engineer Principal	200	160
Software Engineering Supervisor	200	160
Director of Software Engineering	240	192
Software Developers	130	104
Cloud Software Developer	152.4	122



Web Software Developer	130	104
Senior Computer Engineer	145	116
Computer Systems Engineer	145	116
Mobile Applications Developer	145.2	117
Software Applications Developer	150.3	121
Systems Software Developer	155	124
Software Quality Assurance Analysts	118	95
Software Applications Tester	115	92
Software Quality Assurance Engineer	115	92
Software Test Engineer	130	104
Web Developers	115	92
Senior Web Developer	145	116
Web Content Administrator	100	80
Intranet Developer	110	88
Web Applications Developer	155	124
Web Architect	214.8	172
Web Interface Designers	110	88
Digital Designer	150	120
Web Content Specialist	105	84
Data Scientist	185	148
Senior Data Scientist	220	176
Operational Research Analyst	154	124
Data Analytics Consultant	204	164
Data Mining Analyst	238.8	192
Data Visualization Developer	162	130
Data Visualization Engineer	173	139
Data Center Architect	155	124
Data Center Engineer	140	112
Data Center Operations Manager	129.6	104
Data Center Administrator	119	96
Computer and Information Systems Managers	146.4	118
Chief Technology Officers	240	192
Information Technology Systems Director	175	140
Management Information Systems Director	166	133
Enterprise Architect	173	139
Cloud Migration Architect	248.4	199
Cloud Migration Specialist	138	111
Configuration Management Architect	168	135
Configuration Integration Specialist	78	63
Configuration Deployment Engineer	74	60



Systems Integration Architect	120	96
Systems Integration Engineer	100	80
Systems Integrator	120	96
Technical Writer 1	85	68
Technical Writer 2	120	96
Technical Writer 3	130	104
Technical Writer 4	150	120
Software Solutions Specialist	120	96



Contact Person:

Kristin Biser

Proposal Manager

Kristin. Biser@bulletproofsi.com

Phone: (571) 762-3171

Bulletproof Solutions

3040 Williams Drive, Suite 510 Fairfax, VA 22031

> (703) 206-9383 www.bulletproofsi.com

Response to Request for Proposal for

Information Technology
Consulting Services Qualified
Suppliers List

Prepared for Rockland County

RFP #RFP-RC-2023-019

Hourly Rate Sheet

Closing Date and Time:

July 27, 2023 at 3:00 PM EST



Rockland County Information Technology Consulting Services Qualified Suppliers List

RFP #RFP-RC-2023-019

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Cost Proposal



Rockland County Information Technology Consulting Services Qualified Suppliers List

RFP #RFP-RC-2023-019

Cost Proposal

Bulletproof's rates for this project are as follows:

Task	Bulletproof Resource Type	Rate
Technology Related Administration Services:		
General Technology Network Review (Networking & Network Security) Consultation	IT Consultant	\$175
Technology Related Project Management	Project Manager	\$185
Technology Specific Application Review (i.e., PeopleSoft, ECW, Microsoft, Tyler, etc.)	N/A	
Development, Review and Creation of Technology Policies	Security Consultant	\$195
	vCISO	\$200
Network Topology & Design Consultation	IT Consultant	\$195
IT Auditing Services	Security Assessor Security Auditor	\$195
Network Security Related Projects:		
Penetration Testing	Cybersecurity Assessor	\$185
Cyber Incident Tabletop Exercises and Workshops	Cybersecurity Assessor	\$195
Monitoring of Network Components	Cybersecurity Assessor	\$195
Spear Phishing Tests	Cybersecurity Assessor	\$185
Concierge Network Security Services	Security Consultant and/or IT Consultant	\$200
Remediation and Network Recovery Services	IT Consultant	\$200



Hourly Rate Sheet

Service	Cost
Security Advisor	\$315.00
Penetration Tester	\$265.00
Customer Relationship Manager	\$250.00

Notes:

- 1. Prices in US Dollars and are valid for 120 days from the date of this proposal.
- CampusGuard is able to provide our assessments in a remote or onsite capacity. Please note that our standard assessments are remote. Therefore, confirmation to an onsite presence will be confirmed and agreed to prior to travel arrangements being procured.
- 3. Assessment invoice will be issued upon completion of the remote assessment interviews or on-site services as a single invoice.
- 4. For the Annual Support Agreement (ASA), prices will be based on the term outlined in the Order Form signed by the customer, beginning on the 1st or 15th day of the month, closest to the Order Form execution date, and concluding after a period of 12 months.
- 5. A separate invoice will be generated for the ASA following the assessment interviews and prior to the start of the term.
- 6. Invoices for the ASA will be issued annually 45 days in advance of the renewal date.
- 7. During the initial term, contract pricing will increase 3% per year, starting after year one of the original term.
- 8. Following the initial term, all contract pricing will increase 5% per year.
- 9. CampusGuard collaborates closely with customers to bring the highest quality of service throughout every engagement. During the Kick-Off Call, your CampusGuard Customer Advocate Team will review the project flow and expectations for each team. The customer is responsible for assigning a liaison and the appropriate technical personnel to coordinate availability of all staff required for the project's success throughout the engagement. Within two weeks of the Kick-Off Call, customer liaison will provide CampusGuard with committed dates for the engagement. In order to ensure adequate time for your CampusGuard Customer Advocate team to prepare for the engagement, the final schedule of interviews must be received no later than 45 days before the first interview occurs. Any changes made within this timeframe must be approved by CampusGuard in writing. All approved schedule changes are subject to a change fee of up to 50% of the Assessment value. Multiple changes to the dates of the schedule over a 90-day time-period may result in the cancellation of services and the execution of multiple change fees.
- 10. The parties both understand and acknowledge that any mutually agreed modification or addition of services or other terms must be on a written and executed Order Form. Any subsequently executed Order Form shall be subject to the terms of the Agreement, and any conflict between different Order Forms or an Order Form and Agreement shall be controlled by the later fully executed Order Form.



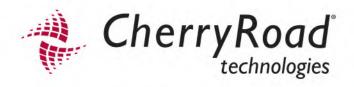
Catalyst Hourly Rate Sheet

Role	Ra te
Program Manager	\$250.00
Project Manager	\$225.00
Analysts (Business, Data, Technical)	\$165.00
Architect (Systems, Solutions, Data)	\$200.00
Technical Writer	\$145.00
Test Manager/Coordinator/Tester	\$145.00
Change Management Specialist	\$145.00
Management Consulting	\$145.00
Web Project Manager	\$150.00

ROLE	Service Category: TECHNOLOGY RELATIONS ADMINISTRATION SERVICES → DEVELOPMENT, REVIEW, AND CREATION OF TECHNOLOGY POLICIES		
Min. Max.			
Technology Policy Coordinator Technology Policy Specialist Technology Policy Specialist S42.50 S60.00 Technology Policy Manager S53.75 S77.50 Technology Policy Consultant S47.50 S71.25 Technology Policy Advisor S50.00 S71.25 Technology Policy Officer S53.75 S77.50 Technology Policy Officer S53.75 S77.50 Technology Policy Officer S53.75 S77.50 S65.00 S71.25 Technology Policy Officer S53.75 S77.50 S65.00 S90.00 Technology Policy Compliance Officer S47.50 S65.00 S90.00 Technology Policy Strategist S60.00 S90.00 Technology Policy Corenance Specialist S60.00 S90.00 Technology Policy Corenance Specialist S60.00 S90.00 Technology Policy EtcHNOLOGY RELATIONS ADMINISTRATION SERVICES → GENERAL TECHNOLOGY NETWORK REVIEW (NETWORK & NETWORK SECURITY) CONSULTATION ROLE Min Max Network Security Consultant S56.25 S93.75 Network Consultant S50.00 S87.50 S87.50 Network Administrator S50.00 S87.50 Network Administrator S37.50 S68.75 Network Administrator S37.50 S68.75 Network Operations Manager S56.25 S100.00 Network Regineer S50.00 S87.50 Network Regineer S50.00 S87.50 Network Security Engineer S50.00 S87.50 Network Additor S60.00 S87.50 Service Category: TECHNOLOGY RELATIONS ADMINISTRATION SERVICES → IT AUDITING SERVICES ROLE HOURLY RATE (USD) Min Max IT Audit Consultant S56.25 S100.00 S87.50 Service Category: TECHNOLOGY RELATIONS ADMINISTRATION SERVICES → IT AUDITING SERVICES ROLE HOURLY RATE (USD) Min Max IT Audit Consultant S60.25 S90.00 S87.50 S87.5			
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Technology Policy Specialist			· · · · · · · · · · · · · · · · · · ·
Technology Policy Manager		· ·	<u> </u>
Technology Policy Consultant		· ·	·
Technology Policy Advisor	J	· ·	
Technology Policy Officer			
Technology Policy Compliance Officer			· ·
Technology Policy Strategist		· ·	· · · · · · · · · · · · · · · · · · ·
Service Category: TECHNOLOGY RELATIONS ADMINISTRATION SERVICES → GENERAL TECHNOLOGY NETWORK REVIEW (NETWORK & NETWORK SECURITY) CONSULTATION NETWORK SECURITY) CONSULTATION NETWORK SECURITY CONSULTATION SERVICES → \$93.75 Network Consultant			
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Network Consultant	Natwork Socurity Consultant		
Technology Network Analyst			· .
Network Review Specialist \$50.00 \$87.50 Network Administrator \$37.50 \$68.75 Network Architect \$62.50 \$112.50 Network Operations Manager \$56.25 \$100.00 Network Engineer \$50.00 \$87.50 Network Security Engineer \$56.25 \$100.00 Network Auditor \$50.00 \$87.50 Service Category: TECHNOLOGY RELATIONS ADMINISTRATION SERVICES → IT AUDITING SERVICES ROLE HOURLY RATE (USD) Min Max IT Auditor \$50.00 \$87.50 Information Systems Auditor \$50.00 \$87.50 Compliance Auditor \$50.00 \$87.50 IT Audit Manager \$62.50 \$112.50 IT Risk Analyst \$50.00 \$87.50 IT Audit Consultant \$56.25 \$100.00 IT Audit Specialist \$50.00 \$87.50 IT Audit Coordinator \$43.75 \$75.00 IT Audit Associate \$43.75 \$75.00 IT Audit Associate \$43.75<			· · · · · · · · · · · · · · · · · · ·
Network Administrator \$37.50 \$68.75 Network Architect \$62.50 \$112.50 Network Operations Manager \$56.25 \$100.00 Network Engineer \$50.00 \$87.50 Network Security Engineer \$56.25 \$100.00 Network Auditor \$50.00 \$87.50 Service Category: TECHNOLOGY RELATIONS ADMINISTRATION SERVICES → IT AUDITING SERVICES Min Max IT Auditor Min Max IT Auditor \$50.00 \$87.50 Information Systems Auditor \$50.00 \$87.50 Compliance Auditor \$50.00 \$87.50 IT Audit Manager \$62.50 \$112.50 IT Audit Manager \$62.50 \$112.50 IT Audit Consultant \$56.25 \$100.00 IT Audit Specialist \$50.00 \$87.50 IT Audit Coordinator \$43.75 \$81.25 IT Audit Coordinator \$43.75 \$75.00			

CHANGING TECHNOLOGIES

Network Infrastructure Analyst	\$43.75	\$75.00	
Network Planning Specialist	\$50.00	\$87.50	
Network Optimization Consultant	\$56.25	\$100.00	
Network Implementation Engineer	\$50.00	\$87.50	
Network Systems Designer	\$43.75	\$75.00	
Network Project Manager	\$56.25	\$100.00	
Network Integration Specialist	\$50.00	\$87.50	
Service Category: TECHNOLOGY RELATIONS ADMINISTRATION	SERVICES -	→ TECHNOLOGY-	
RELATED PROJECT MANAGEMENT	Г		
ROLE	HOUR	LY RATE (USD)	
	Min	Max	
Technology Project Manager	\$62.50	\$112.50	
IT Project Manager	\$62.50	\$102.25	
Technology Program Manager	\$68.75	\$118.75	
IT Program Manager	\$68.75	\$112.50	
Project Coordinator (with a focus on technology)	\$37.50	\$68.75	
Technical Project Lead	\$56.25	\$100.00	
Agile Project Manager	\$68.75	\$118.75	
Scrum Master (with a technology background)	\$62.50	\$102.25	
IT Business Analyst (with project management responsibilities)	\$56.25	\$93.75	
IT Consultant (specializing in technology project management)	\$68.75	\$118.75	
Service Category: TECHNOLOGY RELATIONS ADMINISTRATION			
SPECIFIC APPLICATION REVIEW (I.E PEOPLESOFT, ECW, M			
ROLE	HOURLY RATE (USD)		
	Min	Max	
Application Analyst	\$43.75	\$81.25	
Application Support Specialist	\$37.50	\$68.75	
Application Tester	\$43.75	\$81.25	
Application Reviewer	\$37.50	\$68.75	
Application Configuration Specialist	\$43.75	\$81.25	
Application Integration Consultant	\$50.00	\$87.50	
Application Quality Assurance Analyst	\$43.75	\$81.25	
Application Implementation Specialist	\$43.75	\$81.25	
Application Security Auditor	\$50.00	\$93.75	
Application Documentation Specialist	\$37.50	\$68.75	





County of Rockland

Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)

RFP-RC-2023-019-A

July 27, 2023

Hourly Rate Sheet

CherryRoad Technologies Inc.

6 Upper Pond Road, Second Floor, Parsippany, New Jersey 07054

T: 973-402-7802 | F: 973-402-7808

www.cherryroad.com



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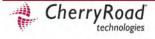
Rate Sheet Sheet

Each proposal shall include a rate sheet for each job title/personnel that is proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted.

Proposed hourly rates for each resource by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.

CherryRoad is proposing to be added to the Qualified Suppliers List for Technology Project Management and Technology Specific Application Review. Please find CherryRoad's rate card below.

Classification/Role	Offsite Rate
Engagement Manager	\$215.00
Project Manager	\$200.00
Functional Lead Consultant	\$155.00
Technical Lead Consultant	\$155.00
Upgrade Specialist	\$145.00
Principal Consultant	\$155.00
Organizational Change Management	\$175.00
Training Resources	\$135.00





The County of Rockland Information Technology Consulting Services, Qualified Suppliers List

Category A (Technology Related Administration Services)

Cogent Infotech Corporation

Rate card

Service	Proposed Project Team/Title	Rate (\$/hr)
IT Auditing Services	IT Systems Auditor/Project Manager (IT infrastructure, network, and data storage)	\$85/hr
Development, Review and Creation of Technology Policies	IT Policy Development and Administration Consultant	\$80/hr
Technology Project Management	IT Project Manager	\$84/hr
Topography & Design Consultant	IT Networking Infrastructure Consultant	\$82/hr
General Technology Network Review (Networking & Network Security) Consultation	Networking & Network Security Consultant	\$82/hr
Technology Specific Application Review	System/IT Architect (PeopleSoft, ECW, Microsoft, Tyler, etc.)	\$119/hr

COMPUTER INTEGRATED SERVICES

Category	CIS Rate Card	Rockalnd County Discounted Rate	Brief Description
SAFF AUGMENTATION Staff Augmentation	\$100-\$150/hr	\$40-\$100/hr	Additional staffing to augment Rockland County team, under the management and supervision of Rockalnd County IT team. Rate will be determined by factors such as skillset level, length of contract, remote/onsite requirement, full day or ad-hoc and if in business hours. We provide similar services to like organisations and can help take the recruitment cost and time challenges away from you.
TECHNOLOGY RELATED ADMINISTRATION SER	VICES		
LEVEL 1 - Junior Level	\$195/hr	\$160/hr	Junior helpdesk level suport - most commonly used for repetive tasks in projects under the supervision of SME or Architect.
LEVEL 2 - Mid-Level	\$225/hr	\$195/hr	Mid-level helpdesk level support - next level of support up from Junior, but still working under the supervision of SME or Architect.
LEVEL 3 - Subject Matter Expect (SME)	\$300/hr	\$225/hr	An experienced engineer (10 years plus) who is considered a subject matter expert in the field.
LEVEL 4 - Architect / Senior SME			Architect, Practice Driector, Partner or other senior level resource.
NETWORK SECURITY RELATED PROJECTS			
LEVEL 1 - Junior Level	\$275/hr	\$200/hr	
LEVEL 2 - Mid-Level LEVEL 3 - Subject Matter Expect (SME)	\$350/hr \$400/hr	\$225/hr \$250/hr	
LEVEL 4 - Architect / Senior SME	\$550/hr	\$300/hr	

COMTECH GLOBAL INC

Category	Role	Price Per Hour	
		(6 - 8 yrs avg experience)	
General Technology Network Review	Network Administrator	\$85.00	
Networking & Network Security) Consultation	Network Engineer	\$120.00	
	Security Analyst	\$148.00	
	Systems Administrator	\$125.00	
	IT Manager	\$185.00	
	Network Architect	\$175.00	
	IT Auditor	\$135.00	
	Data Analyst	\$65.00	
	Technology Project Manager	\$185.00	1
echnology Project Management	Technology Project Manager	\$185.00	
0, ,	Project Coordinator	\$95.00	
	Change Management Specialist	\$135.00	4
Fechnology Specific Application Review (i.e.,	Application Analyst	\$120.00	
PeopleSoft, ECW, Microsoft, Tyler, etc.)	Functional Expert	\$98.75	4
copiesori, com, microsori, ryier, etc.,	(or) Business Systems Analyst	\$56.75	
	Technical Expert	\$134.50	
	Data Analyst	\$72.00	4
	User Experience (UX) Designer	\$149.00	
	Security Analyst	\$148.00	-
		\$148.00	4
Sandanant Barian and Caratian of	Technology Project Manager	\$185.00	4
Development, Review and Creation of	Policy Manager		4
Technology Policies	IT Governance Manager	\$125.00	-
	Legal Counsel	\$230.00	4
	IT Security Specialist	\$80.00	4
	Data Privacy Officer	\$125.50	
	IT Compliance Officer	\$135.00	-
	Human Resources (HR) Representative	\$75.00	Comtech Global: HR representative plays a role in developing technolog policies related to acceptable use of technology resources.
	Communication Specialist	\$85.00	Comtech Global: Communication specialist assists in crafting clear and concise policy documentation.
Network Topology and Design Consultation	Network Architect	\$175.00	
	Network Engineer	\$120.00	
	Systems Administrator	\$125.00	1
	IT Security Specialist	\$80.00	
	Network Analyst	\$75.00	
	Technology Project Manager	\$185.00	
Γ Auditing Services	IT Auditor	\$98.00	1
	Audit Manager	\$125.00	
	IT Governance Specialist	\$115.00	
	Risk Management Specialist	\$120.00	4
	Compliance Specialist	\$120.00	4
		\$155.00	4
	Security Auditor	-	-
	Data Analytics Specialist	\$112.75	1
	IT Compliance Officer	\$110.00	

Note:

- The mentioned categories and roles are based on our understanding and known future needs. The role requirements can be customized based on a specific statement of work.
- The price per hour is mentioned for an average of 6-8 years experienced personnel and is valid for the period until December 31, 2023.
- The rates are subject to adjustment based on market conditions.
- The rates include overhead and profit.
- It excludes additional charges that may be applicable, such as overtime rates, weekend rates, or expenses related to travel and accommodation if applicable.

Resource Level	
Smart Hands	
Project Manager PC Technician Tier 1	
PC Technician Tier 1	
Engineer Tier 2	

Connecticut Business Systems

Consultant T3	
Specialty Personnel	

Description-Example Services & Products

General IT on site labor

Consultant

Oversee projects to ensure timely completion and withing budget- Various levels of experience available

PC (desktop and laptop) | peripheral and printer support including breakfix, upgrades, software installation and patching | Other PC/client related business needs | Staging and non-technical labor

Dell, HPE & Lenovo Server installation & firmware | MS OS installation & upgrades | Basic AD administration | Azure & AD user profile migrations | Basic Printer, DNS, DHCP & GPO troubleshooting | Basic O365 Administration | Basic Workgroup NAS installation | | Rack & install APC or Liebert UPS | Basic Network Hardware install & Management IP | Desktop LAN & Internet Connectivity | Basic Meraki Dashboard & Device Deployment | Basic Aruba Instant-On Deployments | Basic Cisco CSB switch install | Internet troubleshooting & ISP changes | Cisco UC & WebEx Desktop Phone installs | Install & configure MS Storage & Hyper V | Local, ISCSI, directattached or Clustered Storage | File Share configure & On-Prem migrations | Exchange configure & admin | AD install, configure & migration | Basic O365 Mailbox migrations | Basic Azure MFA | Install VMware ESXi & VCSA | Configure & manage VMware Essentials Services | Configure Barracuda ESS Spam, Encryption, Archiving | Barracuda Backup Physical, Cloud & C2C install & configure | HPE MSA or StoreOnce configure | Dell EqualLogic or PowerVault configure | Veeam admin | Configure UPS remote management & shutdown | Std WAN, LAN and VLAN configure | Single area OSPF or EIGRP | Adv. Meraki services | Adv. Aruba Instant-On deploy | Aruba vCtr wireless deploy | Aruba Central admin | Std Aruba switching | Configure Cisco SB & Catalyst switching | Basic Cisco edge routing & wireless | Basic firewall install & configure | Std SSL or IPsec VPNs | Meraki MX install & configure | Cisco ASA or FTD install & configure | Cisco AnyConnect | Basic DUO MFA | SonicWall /WatchGuard appliance deploy & basic services | Allworx VoIP deploy & configure

Connecticut Business systems

Datacenter design & configure | MS Failover Clustering & Adv. HyperV | Clustered or Adv Exchange deployments | Azure Files, OD & SharePoint migrations | Azure InTune, networking & VMs | MS adv roles CA, IIS & NPS | Azure AD Adv services & integrations | Azure MFA w/ CA | SCCM/ MECM configure & deploy | Azure tenant 2 tenant migrations | VMware vCenter Enterprise deployments | VMware vSAN, SRM or DRS | Barracuda Email Dmarc & Adv services | Adv. Datacenter storage incl. FC, HCI, vSAN nodes | HPE Nimble, dHCI | Dell PowerFlex, Compellent & HCI | Site Recovery design & deploy | Veeam design, configure, replication, DRS & Cloud | Clustered UPS deploy | Adv. routing & switching including MPLS, BGP & PBR | Datacenter switching | DOT1x deployments | Aruba controller wireless deploy | Adv Aruba switching & services | Adv Cisco ISR routing & services | Cisco Nexus switching | Adv Cisco WLAN deploy | Adv. Firewall routing, security & VPNs | Cisco FMC design & deploy | Adv DUO deploy | Cisco ISE design & deploy | Aruba ClearPass design & deploy | Palo Alto appliance deploy & basic services | SonicWall / WatchGuard Adv NAC or Threat services | E911/ Redsky deploy | Adv Allworx Multi-site | Cisco UCM. Expressway, WebEx Calling design & deploy Including but not limited to: Principle Software Engineer-Full stack Developer, Sr .Net

Developer, Sr. Cyber Security Engineer

vCIO/vCISO, Incident Response(Reactive for Active Incident), Incident Response(Standard)

te Estimate
\$ 130.00
\$ 200.00
\$ 95.00
\$ 195.00

\$	225.00
\$150-180.00	
\$250- \$600/hr	
+	



The rates on this sheet are for consulting services provided by Darice Technologies LLC directly to the client. Fees are based on your specific requirements and are negotiable for specific circumstances. If you have any questions or comments about this rate sheet, please do not hesitate to contact us.

Consulting Rate (\$75 / hour):

Includes consulting services related to project management, system user testing strategies, change management, data governance and migration such as:

- Design of systems, business processes, and software configuration
- Document stakeholder analyses, environmental scans, user stories
- Document function and technical requirements for software solutions
- System/data testing design, execution, issue resolution, and exit criteria
- Change management and key stakeholder communications
- Data governance, conversion, and mapping
- First hour of postmortem evaluation of consulting engagement is free, regular hourly rate thereafter

Daily and Weekly rates are based on the following assumptions:

- One day is 8 hours in a single calendar day
- One week is 5 days in a single calendar week

The rates above are for work that does not require travel to the customer's site. If the work does require travel, the following conditions apply:

- Consultant will book reasonable travel arrangements and bill Client cost plus 10%
- Consultant will book reasonable lodging, meals, and local transportation expenses and bill Client cost plus 10%
- Clients will be billed for the consultant's downtime associated with traveling to and from the office/project site at the consultant's respective rate

IT Staff Augmentation Services	NOT TO EXCEED HOURLY RATE			
Job Roles	Junior	Senior		
JOD IVOICS	Level	Level	Level	
Application Developer	\$ 103.65	\$ 133.27	\$ 213.86	
AUTO CAD Drafter	\$ 41.36	\$ 59.23	\$ 88.84	
AV Technician	\$ 41.36	\$ 59.23	\$ 88.84	
Business Objects Developer	\$ 103.65	\$ 133.27	\$ 214.45	
Business Systems Analyst	\$ 85.78	\$ 107.23	\$ 158.29	
Change Management			1	
Specialist	\$ 110.29	\$ 137.86	\$ 204.24	
Citrix Administrator	\$ 103.65	\$ 133.27	\$ 214.45	
Cognos Developer	\$ 110.29	\$ 137.86	\$ 204.24	
Customer Service				
Representative	\$ 61.27	\$ 76.59	\$ 86.80	
Data Warehouse Analyst	\$ 85.78	\$ 107.23	\$ 137.86	
Database Administrator	\$ 85.78	\$ 107.23	\$ 178.71	
ETL Developer	\$ 110.29	\$ 137.86	\$ 204.24	
Identity Management	\$ 85.78	\$ 107.23	\$ 137.86	
IT Architect	\$ 111.89	\$ 137.86	\$ 204.24	
IT Helpdesk / Desktop Support	\$ 65.36	\$ 81.70	\$ 97.01	
IT Project Manager	\$ 89.87	\$ 112.33	\$ 153.18	
IT Security Administrator	\$ 81.70	\$ 102.12	\$ 137.86	
ITIL/ITSM	\$ 81.70	\$ 102.12	\$ 137.86	
Java Developer	\$ 102.12	\$ 127.65	\$ 178.71	
Mainframe Analyst	\$ 85.78	\$ 107.23	\$ 127.65	
Mainframe Developer	\$ 102.12	\$ 127.65	\$ 168.50	
Mainframe Operator	\$ 85.78	\$ 107.23	\$ 127.65	
Middleware Developer	\$ 110.29	\$ 137.86	\$ 204.24	
MS Access Developer	\$ 85.78	\$ 107.23	\$ 127.65	
PeopleSoft Developer	\$ 82.88	\$ 102.12	\$ 153.18	
QA Analyst	\$ 73.53	\$ 91.91	\$ 137.86	
Release Management	\$ 81.70	\$ 102.12	\$ 153.18	
SharePoint Administrator	\$ 85.78	\$ 107.23	\$ 158.29	
Software Developer	\$ 110.29	\$ 137.86	\$ 204.24	
Systems Administrator	\$ 81.70	\$ 102.12	\$ 127.65	
Technical Writer	\$ 65.36	\$ 81.70	\$ 112.33	
Telecom Analyst	\$ 65.36	\$ 81.70	\$ 102.12	
Telecom Technician	\$ 65.36	\$ 81.70	\$ 102.12	
Web Developer	\$ 110.29	\$ 137.86	\$ 188.92	
Agile Coach	\$ 66.38	\$ 86.80	\$ 100.92	
Agile Scrum Master	\$ 81.70	\$ 107.23	\$ 132.76	
AI/ML Engineer	\$ 105.67	\$ 150.07	\$ 194.47	
Android Developer	\$ 103.07	\$ 135.27	\$ 194.47	
AWS Developer	\$ 105.67	\$ 150.07	\$ 172.27	
Big Data Administrator	\$ 103.67	\$ 107.23	\$ 132.76	
	\$ 86.80	\$ 107.23	\$ 137.86	
Big Data Developer	\$ 81.70	\$ 107.23	\$ 137.66	
BigData Specialist BioMed Tech	\$ 76.59	\$ 107.23	\$ 132.76	
		\$ 102.12		
Business Architect	\$ 81.70	φ 102.12	\$ 122.54	

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Business Intelligence	ф ос оо	_ ا	440.00	٠,	107.00
Specialist	\$ 86.80	\$	112.33	\$	137.86
Chatbot Developer	\$ 81.70	\$	102.12	\$	122.54
CISSP	\$ 102.12	\$	132.76	\$	163.39
Cloud Administrator	\$ 86.80	\$	112.33	\$	137.86
Cloud Architect	\$ 115.88	\$	160.28	\$	204.68
Cloud Architect (AWS/ Azure/					
Google)	\$ 115.88	\$	160.28	\$	204.68
Cloud Computing Engineer	\$ 108.48	\$	145.48	\$	182.48
Cloud Developer	\$ 115.88	\$	160.28	\$	204.68
Cloud Engineer	\$ 115.88	\$	160.28	\$	204.68
Cloud Specialist	\$ 97.01	\$	122.54	\$	148.07
CRM Specialist (MS					
Dynamics/ Salesforce etc.)	\$ 86.80	\$	112.33	\$	137.86
Cyber Security	\$ 115.88	\$	160.28	\$	204.68
Cyber Security Analyst	\$ 86.80	\$	112.33	\$	137.86
Cyber Security Engineer	\$ 97.01	\$	122.54	\$	148.07
Cybersecurity Analyst	\$ 86.80	\$	112.33	\$	137.86
Cybersecurtiy Architect	\$ 102.12	\$	127.65	\$	153.18
Data Architect	\$ 115.88	\$	160.28	\$	204.68
Data Modeler	\$ 97.01	\$	122.54	\$	148.07
Data Scientist	\$ 97.01	\$	122.54	\$	148.07
		\$		\$	
Data Strategist		\$	122.54		148.07
DevOps Developer	\$ 115.88		160.28	\$	204.68
DevOps Engineer	\$ 97.01	\$	122.54	\$	148.07
DevOps Manager	\$ 97.01	\$	122.54	\$	148.07
DevOPs Specialist	\$ 97.01	\$	122.54	\$	148.07
Digital Transformation					
Specialist (Microservices, API					
Management, Chatbot,		١.		١.	
RPA,AI/ML etc)	\$ 86.80	\$	112.33	\$	137.86
Disaster Recovery Specialist	\$ 86.80	\$	112.33	\$	137.86
Enterprise Architect	\$ 115.88	\$	160.28	\$	204.68
Enterprise Health Archiect	\$ 115.88	\$	160.28	\$	204.68
Enterprise Security	\$ 115.88	\$	160.28	\$	204.68
ERP Cloud Engineer	\$ 115.88	\$	160.28	\$	204.68
ERP Cloud Infrastructure					
Architect	\$ 102.12	\$	132.76	\$	163.39
ERP Engineer	\$ 102.12	\$	132.76	\$	163.39
ERP Functional Consultant	\$ 115.88	\$	160.28	\$	204.68
ERP Solution Architect	\$ 115.88	\$	160.28	\$	204.68
Field Service Engineer	\$ 71.48	\$	91.91	\$	112.33
Functional ERP Consultant	\$ 102.12	\$	132.76	\$	163.39
Functional Specialist	\$ 102.12	\$	132.76	\$	163.39
	\$ 102.12	\$	132.76	\$	
Hadoop Specialist	\$ 102.12	\$		\$	163.39
Health Strategic Consultant		\$	132.76	\$	163.39
Helpdesk Technician	\$ 56.17	Ψ	76.59	Þ	97.01
HubSpot Implementation	¢ 04.70	٠	100.40	φ.	100 54
Specialist	\$ 81.70	\$	102.12	\$	122.54
Hyland -Onbase Consultant	\$ 81.70	\$	102.12	\$	122.54
IAM Architect	\$ 115.88	\$	160.28	\$	204.68
IBM Tririga Architect	\$ 115.88	\$	160.28	\$	204.68
IBM Tririga Developer	\$ 102.12	\$	132.76	\$	163.39

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IBM Tririga Package	¢ 400 40	_	400.70	Α.	400.00
Consultant	\$ 102.12	\$	132.76	\$	163.39
Information Assurance	.		400 70	_	400.00
Engineer	\$ 102.12	\$	132.76	\$	163.39
Infrastructure Core Services		١.			
Specialist	\$ 102.12	\$	132.76	\$	163.39
Instructional Designer	\$ 81.70	\$	102.12	\$	122.54
Integration Specialist	\$ 102.12	\$	132.76	\$	163.39
iOS Developer	\$ 91.91	\$	122.54	\$	153.18
IT Administrator	\$ 86.80	\$	112.33	\$	137.86
IT Auditor	\$ 86.80	\$	112.33	\$	137.86
IT Developer	\$ 115.88	\$	160.28	\$	204.68
IT Manager	\$ 91.91	\$	117.44	\$	142.97
IT Research Analyst	\$ 86.80	\$	112.33	\$	137.86
IT Security Auditor	\$ 91.91	\$	117.44	\$	142.97
IT Strategy Consultant	\$ 102.12	\$	132.76	\$	163.39
Linux Administrator	\$ 86.80	\$	112.33	\$	137.86
LMS Administrator	\$ 86.80	\$	112.33	\$	137.86
		\$		\$	163.39
Machine Learning Scientist			132.76		
Management Consultant	\$ 102.12	\$	132.76	\$	163.39
Mobile App Developer	\$ 91.91	\$	122.54	\$	153.18
Mulesoft Integrators	\$ 86.80	\$	112.33	\$	137.86
NET Developer	\$ 86.80	\$	112.33	\$	137.86
Network Administrator	\$ 81.70	\$	102.12	\$	122.54
Network Engineer	\$ 76.59	\$	97.01	\$	117.44
OnBase Admin	\$ 81.70	\$	102.12	\$	122.54
Oracle Cloud Consultant	\$ 102.12	\$	132.76	\$	163.39
Oracle EBS Functional					
Consultant	\$ 102.12	\$	132.76	\$	163.39
PACS Admin	\$ 81.70	\$	102.12	\$	122.54
PACS Administrator	\$ 81.70	\$	102.12	\$	122.54
Pandemic SME	\$ 86.80	\$	107.23	\$	127.65
Pandemic Support	\$ 61.27	\$	86.80	\$	112.33
Peoplesoft Commitment			- 1		
Accounting	\$ 76.59	\$	97.01	\$	117.44
Peripheral Equipment Operator	\$ 56.17	\$	71.48	\$	86.80
Process Mining Analyst	\$ 86.80	\$	112.33	\$	137.86
Process Mining Engineer	\$ 91.91	\$	117.44	\$	142.97
Program Manager	\$ 102.12	\$	132.76	\$	163.39
Programmer, Advanced	Ψ 102112	Ť	102110	Ť	100.00
Technology	\$ 102.12	\$	132.76	\$	163.39
Project Manager	\$ 91.91	\$	117.44	\$	142.97
Robotic Process Automation	Ψ 01.01	۳		Ψ	1 12.07
Developer	\$ 102.12	\$	132.76	\$	163.39
Saleforce.com Consultants	\$ 115.88	\$	160.28	\$	204.68
Salesforce Developer	\$ 102.12	\$	132.76	\$	163.39
SAP BASIS Administrator	\$ 91.91	\$	117.44	\$	142.97
SAP BW/BI	Ψ 31.31	Ψ	111.44	۳	172.31
	\$ 102.12	\$	132.76	0	163.39
Programmer/Analyst	\$ 102.12	\$		\$	
SAP Developers		\$	160.28	\$	204.68
SAP Functional Consultant	\$ 115.88		160.28	_	204.68
SAP Hanna Functional Expert	\$ 115.88	\$	160.28	\$	204.68

SAP S4 HANA	\$ 115.88	\$	160.28	\$	204.68
		_		_	
ServiceNow Architect	\$ 115.88	\$	160.28	\$	204.68
ServiceNow Dev/ Eng/ Arch	\$ 115.88	\$	160.28	\$	204.68
ServiceNow Developer	\$ 115.88	\$	160.28	\$	204.68
SharePoint Technical					
Specialist	\$ 91.91	\$	117.44	\$	142.97
Site Reliability Engineer	\$ 91.91	\$	117.44	\$	142.97
SnapLogic / Data Integration					
Engineer	\$ 91.91	\$	117.44	\$	142.97
Software Engineer	\$ 115.88	\$	160.28	\$	204.68
Solutions Architect	\$ 115.88	\$	160.28	\$	204.68
SQL DBA	\$ 91.91	\$	117.44	\$	142.97
Statistical Programmer	\$ 86.80	\$	112.33	\$	137.86
Technical Conustant	\$ 91.91	\$	117.44	\$	142.97
Technical ERP Consultant	\$ 91.91	\$	117.44	\$	142.97
Technical Specialist	\$ 91.91	\$	117.44	\$	142.97
Telecom Engineer	\$ 76.59	\$	97.01	\$	117.44
UX Researcher	\$ 91.91	\$	117.44	\$	142.97
UX/UI Designer	\$ 81.70	\$	102.12	\$	122.54
VMWare Engineer	\$ 91.91	\$	117.44	\$	142.97
Workday Consultant	\$ 102.12	\$	132.76	\$	163.39

IT PROFESSIONAL SERVICES	NOT TO EXCEED HOURLY RATE					
Job Roles	Junior	Intermediate	Senior			
Job Roles	Level	Level	Level			
Active Directory Engineer	\$ 96.20	\$ 140.60	\$ 192.40			
Administrative Assistant	\$ 63.64	\$ 108.04	\$ 159.84			
Advanced Technology						
Specialist	\$ 116.92	\$ 161.32	\$ 213.12			
Analyst - Business	\$ 105.08	\$ 149.48	\$ 201.28			
Analyst - Financial	\$ 106.56	\$ 150.96	\$ 202.76			
Analyst - Risk Assessment	\$ 105.82	\$ 150.22	\$ 202.02			
Analyst - Technical	\$ 108.04	\$ 152.44	\$ 204.24			
Analyst-Re-engineering	\$ 108.04	\$ 152.44	\$ 204.24			
Application Developer	\$ 118.40	\$ 162.80	\$ 214.60			
Application Support and/or	7					
Implementation	\$ 118.40	\$ 162.80	\$ 214.60			
APPS Programmer/Analyst	\$ 118.40	\$ 162.80	\$ 214.60			
APPS Systems Engineer	\$ 118.40	\$ 162.80	\$ 214.60			
Architect	\$ 125.80	\$ 170.20	\$ 222.00			
Architecture Planning &	T T					
Assessment- Business	\$ 125.80	\$ 170.20	\$ 222.00			
Architecture Planning &	1		1			
Assessment- Information/ Data						
	\$ 125.80	\$ 170.20	\$ 222.00			
Architecture Planning &						
Assessment- Security	\$ 125.80	\$ 170.20	\$ 236.80			
Architecture Planning &						
Assessment- Technical	\$ 125.80	\$ 170.20	\$ 236.80			
Business Analyst	\$ 105.08	\$ 149.48	\$ 201.28			
Business Applications Analyst	\$ 105.08	\$ 149.48	\$ 201.28			
Business Intelligence	\$ 105.08	\$ 149.48	\$ 201.28			

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Business Process Analyst	\$ 105.08	\$	149.48	\$	201.28
Business Process Consultant	\$ 111.00	\$	155.40	\$	207.20
Business Systems Analyst	\$ 105.08	\$	149.48	\$	201.28
Business Systems Consultant	\$ 111.00	\$	155.40	\$	207.20
CCIE Engineer	\$ 96.20	\$	140.60	\$	192.40
CCNA	\$ 96.20	\$	140.60	\$	192.40
CCNP	\$ 96.20	\$	140.60	\$	192.40
COBOL	\$ 103.60	\$	148.00	\$	199.80
Computer Operations Analyst	\$ 81.40	\$	125.80	\$	177.60
Computer Operations Tech	\$ 84.36	\$	128.76	\$	180.56
CX Interaction Designer	\$ 96.20	\$	140.60	\$	192.40
CX Producer	\$ 103.60	\$	148.00	\$	199.80
CX Senior Producer	\$ 111.00	\$	155.40	\$	207.20
Data Administration	\$ 103.60	\$	148.00	\$	199.80
Data Analyst	\$ 103.60	\$	148.00	\$	199.80
Data Architecture design					
and/or Implementation	\$ 125.80	\$	170.20	\$	222.00
Data Base Developer	\$ 103.60	\$	148.00	\$	199.80
Data Center Engineer	\$ 103.60	\$	148.00	\$	199.80
Data Warehouse Manager	\$ 103.60	\$	148.00	\$	199.80
Data Warehouse Reporting -					
Business Intelligence	\$ 103.60	\$	148.00	\$	199.80
Database - DB2	\$ 125.80	\$	170.20	\$	222.00
Database - Design/Architect	\$ 125.80	\$	170.20	\$	222.00
Database - MS Access	\$ 103.60	\$	148.00	\$	199.80
Database - Oracle	\$ 125.80	\$	170.20	\$	222.00
Database Analyst	\$ 103.60	\$	148.00	\$	199.80
Database - MS SQL	\$ 103.60	\$	148.00	\$	199.80
Database Specialist	\$ 103.60	\$	148.00	\$	199.80
DataStage ETL					
Developer/Analyst	\$ 103.60	\$	148.00	\$	199.80
Deployment Specialist - CA					
Service Desk Plus	\$ 103.60	\$	148.00	\$	199.80
Desktop - Application (Design	1				
& Development)	\$ 103.60	\$	148.00	\$	199.80
Desktop - Security	\$ 103.60	\$	148.00	\$	199.80
Desktop - Support	\$ 87.32	\$	131.72	\$	183.52
Desktop - Operating System	\$ 87.32	\$	131.72	\$	183.52
Developer/Analyst	\$ 103.60	\$	148.00	\$	199.80
Developer/Application	1				
Specialist -		١.		١.	
Java/JSP/Servlets/XML	\$ 103.60	\$	148.00	\$	199.80
Developer/Application					
Specialist - PHP (Hypertext		_	4.40.00	_	400.00
Preprocessor)	\$ 103.60	\$	148.00	\$	199.80
Developer/Application					
SpecialistNET/ASPN Visual	0 100 00	۳	140.00	۳ ا	100.00
Basic	\$ 103.60	\$	148.00	\$	199.80
Director of HIM	\$ 125.80	\$	170.20	\$	222.00
Director Program Manager	\$ 125.80	\$	170.20	\$	222.00
Director Technology	\$ 125.80	\$	170.20	\$	222.00
Distributed Server	\$ 103.60	\$	148.00	\$	199.80
Document Composition	\$ 103.60	\$	148.00	\$	199.80

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Documentation Specialist	\$ 103.60	\$	148.00	\$ 199.80
Data warehouse Lead Analyst	\$ 103.60	\$	148.00	\$ 199.80
E-Business Sys Consultant	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Analyst	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Build Analyst	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Go Live Support	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Principal Trainer	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Program Manager	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Project Manager	\$ 103.60	\$	148.00	\$ 199.80
Eclipsys Trainer	\$ 103.60	\$	148.00	\$ 199.80
E-Commerce Specialist	\$ 103.60	\$	148.00	\$ 199.80
Functional Configuration				
Analyst	\$ 140.60	\$	185.00	\$ 236.80
Functional ERP Consultant -		<u> </u>		
Intermediate	\$ 140.60	\$	185.00	\$ 236.80
Healthcare Application		<u> </u>		
Consultant	\$ 140.60	\$	185.00	\$ 236.80
Healthcare Application	,	<u> </u>		
Consultant - Decision Support				
& Reporting	\$ 140.60	\$	185.00	\$ 236.80
Healthcare Application		_		
Consultant -Clinical				
Applications	\$ 140.60	\$	185.00	\$ 236.80
Healthcare Application	.	Ť		· -
Consultant- Practice				
Management Applications	\$ 140.60	\$	185.00	\$ 236.80
Healthcare Application	¥	Ť		Ţ
Consultant- Revenue Cycle				
Applications	\$ 148.00	\$	192.40	\$ 244.20
Healthcare Application		<u> </u>		
Consultant-Meaningful Use	\$ 140.60	\$	185.00	\$ 236.80
Healthcare Integration				
Specialist	\$ 140.60	\$	185.00	\$ 236.80
Healthcare IT Project				·
Management	\$ 140.60	\$	185.00	\$ 236.80
Healthcare IT Project				
Management - Director	\$ 170.20	\$	214.60	\$ 266.40
Healthcare IT Strategy				
Planning	\$ 177.60	\$	222.00	\$ 273.80
HIM Manager	\$ 148.00	\$	192.40	\$ 244.20
Implementation Cons	\$ 162.80	\$	207.20	\$ 259.00
Implementation Mgr	\$ 162.80	\$	207.20	\$ 259.00
Info Security Analyst	\$ 177.60	\$	222.00	\$ 273.80
Info Security Engineer	\$ 140.60	\$	185.00	\$ 236.80
IT Contract Administrator	\$ 140.60	\$	185.00	\$ 236.80
IT Project Manager	\$ 140.60	\$	185.00	\$ 236.80
	\$ 140.80	\$	207.20	\$ 259.00
IT Security Mainframe Operating System	φ 102.00	Ψ	201.20	φ 239.00
Mainframe - Operating System	¢ 125 90	d	170.20	\$ 222.00
Mainframa Onarchia	\$ 125.80	\$	170.20	\$ 222.00
Mainframe - Operations	\$ 125.80		170.20	\$ 222.00
Mainframe Support	\$ 125.80	\$	170.20	\$ 222.00
Mainframe Security	\$ 125.80	\$	170.20	\$ 222.00
IT Manager	\$ 133.20	\$	177.60	\$ 229.40
Manager Technology	\$ 133.20	\$	177.60	\$ 229.40

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Mature Languages &	Ф 40E 00	ļ "	470.00	L 000 00
Mainframe	\$ 125.80	\$	170.20	\$ 222.00
Modeling - Business	\$ 133.20	\$	177.60	\$ 229.40
Modeling - Data	\$ 133.20	\$	177.60	\$ 229.40
Modeling - Process	\$ 133.20	\$	177.60	\$ 229.40
Network (Data, Radio, Video,				
Voice) - LAN/ WAN Internet	* 405.00	 _	470.00	L 000 00
Support	\$ 125.80	\$	170.20	\$ 222.00
Network (Data, Radio, Video,	ф 40E 00	 	470.00	L 000 00
Voice) - Support	\$ 125.80	\$	170.20	\$ 222.00
Network (Data, Radio, Video,				
Voice) - Voice over IPIIP	\$ 125.80	\$	170.00	\$ 222.00
Telephony	\$ 125.60	Φ_	170.20	\$ 222.00
Network (Data, Radio, Video,				
Voice) - Network Telecommunications	\$ 125.80	\$	170.20	\$ 222.00
	\$ 123.60	Ψ	170.20	\$ 222.00
Network (Data, Radio, Video, Voice) - Security	\$ 125.80	\$	170.20	\$ 222.00
Network {Data, Radio, Video,	\$ 125.60	Ψ	170.20	\$ 222.00
Voice) - Operations	\$ 125.80	\$	170.20	\$ 222.00
Network and Information	Ψ 120.00	Ψ	170.20	Ψ 222.00
Security	\$ 133.20	\$	177.60	\$ 229.40
Network Engineer	\$ 103.60	\$	148.00	\$ 199.80
Network Integration Analyst	\$ 103.60	\$	148.00	\$ 199.80
Network Operations Analyst	\$ 103.60	\$	148.00	\$ 199.80
Oper Systems Analyst	\$ 103.60	\$	148.00	\$ 199.80
Oper Systems Engineer	\$ 103.00	\$	155.40	\$ 207.20
PC/LAN Analyst	\$ 111.00	\$	155.40	\$ 207.20
Peoplesoft Tech Lead	\$ 111.00	\$	170.20	\$ 207.20
Performance & Capacity	\$ 125.60	Φ_	170.20	\$ 222.00
Planning	\$ 125.80	\$	170.20	\$ 222.00
	\$ 123.60	\$	185.00	\$ 222.00
Program Manager	\$ 140.80	\$		\$ 230.80
Programmer Povolener	\$ 125.60	Ψ	170.20	\$ 222.00
Programmer/ Developer - JCUL/UNIX/C++	\$ 125.80	\$	170.20	\$ 222.00
Programmer/ Developer - NET/		Ψ	170.20	Ψ 222.00
ASP/Visual Basic	\$ 125.80	\$	170.20	\$ 222.00
Programmer/Developer -	Ψ 120.00	Ψ	170.20	Ψ 222.00
Java/JSP/Servlets/XSLT	\$ 125.80	\$	170.20	\$ 222.00
Project Analyst	\$ 125.80	\$	170.20	\$ 222.00
Project Coordinator	\$ 103.60	\$	148.00	\$ 199.80
Project Management Mgr	\$ 105.80	\$	170.20	\$ 222.00
Project Manager	\$ 125.80	\$	170.20	\$ 222.00
QA Analyst	\$ 123.60	\$	148.00	\$ 199.80
QA Engineer	\$ 103.60	\$		\$ 199.80
	\$ 103.80	\$	148.00	
Security Engineer		\$	170.20	\$ 222.00 \$ 222.00
IPT Engineer	\$ 125.80	Ψ	170.20	\$ 222.00
Server - Application (Design &	¢ 105 00	٠	170.00	e 222 00
Development)	\$ 125.80	\$	170.20	\$ 222.00
Server - Operating System	\$ 125.80	\$	170.20	\$ 222.00
Server - Security	\$ 140.60	\$	185.00	\$ 236.80
Server - Support	\$ 125.80	\$	170.20	\$ 222.00
IT Analyst	\$ 125.80	\$	170.20	\$ 222.00
Technical Consultant	\$ 148.00	\$	192.40	\$ 244.20

Ctorogo Integration 9 Compart					
Storage Integration & Support	\$ 125.80	٠	170.00	٦	222.00
Eng	\$ 125.60	\$	170.20 192.40	\$	222.00 244.20
Subject Matter Expert					
System Engineer	\$ 125.80	\$	170.20	\$	222.00
System Engineering and Administration	¢ 105 00	٠	170.20	٠	222.00
	\$ 125.80 \$ 125.80	\$	170.20	\$	222.00
System QA Analyst					222.00
System/Software Analyst	\$ 125.80	\$	170.20	\$	222.00
Systems Analyst	\$ 125.80		170.20	\$	222.00
Systems Support Analyst	\$ 125.80	\$	170.20	\$	222.00
System Architect	\$ 148.00	\$	192.40	\$	244.20
Tech Project Coordinator	\$ 125.80	\$	170.20	\$	222.00
TECH-066 PeopleSoft	₾ 40E 00	_	470.00	_ ا	000.00
Developer	\$ 125.80	\$	170.20	\$	222.00
Technical Developer	\$ 125.80	\$	170.20	\$	222.00
Technical Editor/Writer	\$ 125.80	\$	170.20	\$	222.00
Technical ERP Consultant	\$ 125.80	\$	170.20	\$	222.00
Technical Manager	\$ 125.80	\$	170.20	\$	222.00
Technical Project Manager	\$ 125.80	\$	170.20	\$	222.00
Technical Quality Monitor	\$ 125.80	\$	170.20	\$	222.00
Technical Service Specialist	\$ 125.80	\$	170.20	\$	222.00
Technical Specialist	\$ 118.40	\$	162.80	\$	214.60
Technical Writer	\$ 103.60	\$	148.00	\$	199.80
Telepresence Engineer	\$ 125.80	\$	170.20	\$	222.00
Testing - System Tester/HP					
LoadRunner	\$ 125.80	\$	170.20	\$	222.00
Training - E-Learning Course	# 405.00	_	470.00	_	000.00
Development	\$ 125.80	\$	170.20	\$	222.00
Vice President/Managing	£ 440.00	_	400.40	_ ا	044.00
Director	\$ 148.00	\$	192.40	\$	244.20
Voice Engineer	\$ 103.60	\$	148.00	\$	199.80
Web Design & Development-					
HTMLIXML/CSS/JavaScript/Jq	\$ 103.60	\$	148.00	\$	199.80
web Designer- Graphic Artist	\$ 103.00	Ψ	140.00	Ψ	199.00
& UI Design	\$ 103.60	\$	148.00	\$	199.80
Web Developer	\$ 103.60	\$	148.00	\$	199.80
Web Information Architect	\$ 148.00	\$	192.40	\$	244.20
Web Security & Accessibility -	Ψ 1-0.00	Ψ	132.40	Ψ	277.20
Security/ADA/Section					
508Compliance	\$ 111.00	\$	155.40	\$	207.20
Web Security Analyst	\$ 111.00	\$	155.40	\$	207.20
Web SITE Administrator	\$ 103.60	\$	148.00	\$	199.80
Web Site Security Consultant	\$ 103.60	\$	148.00	\$	199.80
Web Support Engineer	\$ 96.20	\$	140.60	\$	192.40
Web Systems Analyst	\$ 103.60	\$	148.00	\$	199.80
WEBB Systems Engineer 4	\$ 103.60	\$	148.00	\$	199.80
Web Usability Specialist	\$ 103.60	\$	148.00	\$	199.80
Web/Internet Developer	\$ 103.60	\$	148.00	\$	199.80
Agile Coach	\$ 67.79	\$	88.64	\$	109.50
AI/ML Engineer	\$ 93.86	\$	125.14	\$	156.43
Amazon Architect	\$ 102.12	\$	132.76	\$	163.39
Automation Tester/SDET	\$ 86.80	\$	112.33	\$	137.86
Automation Testel/SDET	ψ 00.00	LΨ	112.33	ΓΦ	137.00

	* 445.00	Ι φ	400.00	<u></u>	004.00
AWS & Azure Cloud	\$ 115.88	\$	160.28	\$	204.68
AWS Engineer	\$ 115.88	\$	160.28	\$	204.68
Azure Architect	\$ 115.88	\$	160.28	\$	204.68
Banner Consultant	\$ 86.80	\$	107.23	\$	127.65
BigData Specialist	\$ 101.76	\$	146.16	\$	190.56
Block Chain Consultant	\$ 110.78	\$	155.18	\$	199.58
Chatbot Developer	\$ 83.43	\$	104.28	\$	125.14
CI-CD manager	\$ 91.91	\$	117.44	\$	142.97
Cloud Architect	\$ 117.40	\$	161.80	\$	206.20
Cloud Architect (AWS/ Azure/					
Google)	\$ 117.40	\$	161.80	\$	206.20
Cloud Engineer	\$ 117.40	\$	161.80	\$	206.20
Cloud Specialist	\$ 117.40	\$	161.80	\$	206.20
Cloud Systems Consultant	\$ 115.88	\$	160.28	\$	204.68
Computer Programmer	\$ 86.80	\$	112.33	\$	137.86
CRM Specialist (MS					
Dynamics/ Salesforce etc.)	\$ 88.64	\$	114.71	\$	140.78
Cyber Security	\$ 117.40	\$	161.80	\$	206.20
Cyber Security Analyst	\$ 88.64	\$	114.71	\$	140.78
Cyber Security Engineer	\$ 99.07	\$	125.14	\$	151.21
Data Scientist	\$ 99.07	\$	125.14	\$	151.21
Data Wharehouse Architect	\$ 99.07	\$	125.14	\$	151.21
Delpoyment Engineer	\$ 115.88	\$	160.28	\$	204.68
DevOps Engineer	\$ 117.40	\$	161.80	\$	206.20
DevOPs Specialist	\$ 99.07	\$	125.14	\$	151.21
Digital Transformation	Ψ 33.07	Ψ	120.17	Ψ	101.21
Specialist (Microservices, API					
Management, Chatbot,					
RPA,AI/ML etc)	\$ 88.64	\$	114.71	\$	140.78
EDW Architect	\$ 115.88	\$	160.28	\$	204.68
EMR Implementation Strategic	ψ 113.00	Ψ	100.20	Ψ	204.00
Advisor	\$ 115.88	\$	160.28	\$	204.68
Engagement Delivery	Ψ 110.00	Ψ	100.20	۳	204.00
Coordinator	\$ 102.12	\$	132.76	\$	163.39
	\$ 102.12	\$	132.76	\$	163.39
Engagement Director	\$ 102.12	\$	132.76	\$	163.39
Engagement Manager	\$ 102.12	\$	160.28	\$	204.68
Enterprise Cloud Architect ERP Functional Consultant	\$ 117.40	\$		\$	206.20
			161.80		
ERP Solution Architect	\$ 117.40	\$	161.80	\$	206.20
FHIR - HL7 Architect	\$ 115.88	\$	160.28	\$	204.68
Fullstack Developer	\$ 86.80	\$	112.33	\$	137.86
Hadoop Specialist	\$ 110.00	\$	147.00	\$	184.00
HIPAA Compliant Consultant	\$ 91.91	\$	122.54	\$	153.18
HubSpot Implementation		_	464	_	40= ::
Specialist	\$ 83.43	\$	104.28	\$	125.14
IAM Architect	\$ 117.40	\$	161.80	\$	206.20
IAM Manager	\$ 105.67	\$	150.07	\$	194.47
Infrastructure Core Services					
Specialist	\$ 104.28	\$	135.57	\$	166.86
Instructional Designer	\$ 83.43	\$	104.28	\$	125.14
Integration Specialist	\$ 104.28	\$	135.57	\$	166.86
IT Consulting Partner/Principal					
producing randel/rindipal	\$ 102.12	\$	132.76	\$	163.39

IT PMO Consultant	\$ 102.12	\$	132.76	\$ 163.39
IT Security Engineer	\$ 86.80	\$	112.33	\$ 137.86
LAN Security Specialist	\$ 76.59	\$	97.01	\$ 117.44
LMS Administrator	\$ 88.64	\$	114.71	\$ 140.78
Machine Learning Consultant	\$ 117.40	\$	161.80	\$ 206.20
Management Consultant	\$ 117.40	\$	161.80	\$ 206.20
Network Architect	\$ 93.86	\$	125.14	\$ 156.43
Network Technician	\$ 71.48	\$	97.01	\$ 122.54
Offshore Cloud Systems				
Administrator	\$ 56.17	\$	76.59	\$ 97.01
Offshore Functional Consultant	\$ 66.38	\$	86.80	\$ 107.23
Offshore NOC Technician	\$ 35.74	\$	45.95	\$ 56.17
Offshore Project Management				
Consulant	\$ 56.17	\$	76.59	\$ 97.01
Offshore Technical Consultant	\$ 61.27	\$	81.70	\$ 102.12
Oracle Cloud Consultant	\$ 104.28	\$	135.57	\$ 166.86
Oracle EBS Functional				
Consultant	\$ 104.28	\$	135.57	\$ 166.86
Other Consultant	\$ 102.12	\$	132.76	\$ 163.39
PACS Administrator	\$ 92.17	\$	121.77	\$ 151.37
Pega BPM Architect	\$ 102.12	\$	132.76	\$ 163.39
Pentester	\$ 81.70	\$	102.12	\$ 122.54
Peoplesoft Commitment				
Accounting	\$ 86.96	\$	116.56	\$ 146.16
Practice Architect	\$ 102.12	\$	132.76	\$ 163.39
Process Mining Analyst	\$ 88.64	\$	114.71	\$ 140.78
Process Mining Engineer	\$ 93.86	\$	119.93	\$ 146.00
Product Owner	\$ 86.80	\$	112.33	\$ 137.86
Robotic Process Automation				
Developer	\$ 104.28	\$	135.57	\$ 166.86
SAP BASIS Administrator	\$ 93.86	\$	119.93	\$ 146.00
SAP BW/BI				
Programmer/Analyst	\$ 104.28	\$	135.57	\$ 166.86
SAP Consultant	\$ 117.40	\$	161.80	\$ 206.20
SAP Engineer/Analyst	\$ 104.28	\$	135.57	\$ 166.86
SAP Hanna Functional Expert	\$ 117.40	\$	161.80	\$ 206.20
SAP S4 HANA	\$ 117.40	\$	161.80	\$ 206.20
Scrum Master	\$ 86.80	\$	112.33	\$ 137.86
Security Architect	\$ 102.12	\$	132.76	\$ 163.39
Service Delivery Manager	\$ 102.12	\$	132.76	\$ 163.39
ServiceNow Dev/ Eng/ Arch	\$ 104.28	\$	135.57	\$ 166.86
Site Reliability Engineer	\$ 93.86	\$	119.93	\$ 146.00
Software Engineer	\$ 117.40	\$	161.80	\$ 206.20
System Integrator	\$ 115.88	\$	160.28	\$ 204.68
Systems Analyst	\$ 81.70	\$	102.12	\$ 122.54
Systems Engineer	\$ 110.78	\$	155.18	\$ 199.58
Technical Area Manager	\$ 91.91	\$	117.44	\$ 142.97
Telehealth Specialist	\$ 91.91	\$	117.44	\$ 142.97
UX/UI Designer	\$ 84.77	\$	106.98	\$ 129.18
Web Analytics	\$ 81.70	\$	102.12	\$ 122.54
VV CO Allalytics	Ψ 01.70	Ψ	102.12	Ψ 122.04



DONNELLY & MOORE CORP_ PRICING FOR RFP RFP-RC-2023-019-A - ROCKLAND COUNTY - IT Consulting Services.

Job Title	Minimum Rate	Maximum Rate
1. Technology Related Administration Services:		
IT Auditing	\$90.00	\$160.00
Development, Review and Creation of Technology Policies	\$90.00	\$130.00
Technology Project Management	\$100.00	\$140.00
Topography & Design Consultant	\$100.00	\$140.00
General Technology Network Review (Networking & Network Security)	\$120.00	\$160.00
Technology Specific Application Review (i.e. PeopleSoft, eCW, Microsoft, Tyler, Etc.)	\$140.00	\$185.00
2. Network Security Related Projects:		



Penetration Testing	\$110.00	\$140.00
Spear Phishing and Tests	\$110.00	\$150.00
Concierge Network Security Services	\$120.00	\$160.00
Monitoring of Network Components	\$110.00	\$140.00
Remediation and Network Recovery Services	\$140.00	\$180.00
Cyber Incident Tabletop Exercise and Workshops	\$120.00	\$160.00



Service Rates

Service is charged in 1-hour increments unless noted differently by an active support contract.

Service	Category	Rate During Normal Business Hours*		
		Normal	GSA Net Rate** (Includes IFF)	
	Software Service & Software Consulting: Applications	\$180.00 per hour	\$161.00 per hour	
LAN	Networking Service & Networking Consulting: Microsoft, Servers, Desktops	\$180.00 per hour	\$161.00 per hour	
	Infrastructure Service & Infrastructure Consulting: Managed Switches	\$226.00 per hour	\$202.00 per hour	
	WAN Service & WAN Consulting: Routers	\$226.00 per hour	\$202.00 per hour	
WAN	Internet Service & Internet Consulting: Firewalls, Encryption, Authentication	\$226.00 per hour	\$202.00 per hour	
	UNIX Service & UNIX Consulting: Linux	\$226.00 per hour	\$202.00 per hour	
Project N	Management	\$266.00 per hour	\$239.00 per hour	

^{**} Must be a GSA eligible buyer. Rates are defined by contract GS-35F-0066T. Net rates include Industrial Funding Fee.

Day	Starting Time	Rate Multiplier***	Minimum Hours
* Normal Business Hours: Monday – Friday	8:00AM – 4:59PM	1.0	0.0
Monday – Friday	5:00PM - 5:59PM	1.5	0.0
Monday – Friday	6:00PM – 7:59AM	1.5	4.0
Saturday	8:00AM – 4:59PM	1.5	4.0
Saturday	5:00PM - 11:59PM	2.0	4.0
Sunday	Any	2.0	4.0
Monday Morning	12:00AM – 7:59AM	2.0	4.0
Holidays	Any	2 × Above multiplier	4.0

^{***}Rate Multipliers are applied to each hour of service individually, regardless of the Starting Time.

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Phone: 888.633.3369 Fax: 585.473.7323 Web: www.doxnet.com



Engagement Pricing

IT Audit	
	Hourly Category
External Vulnerability Component	LAN
Cloud Security Component	LAN
Firewall Security Component	WAN
Infrastructure Security Component	WAN
Internal Network Security Component	LAN
Active Directory Security Component	LAN
Email Security Component	LAN
Data Governance Component	LAN
Policy Review Component	LAN
NIST SP 800-171 Compliance + Write-Up	LAN
Project Management	Project Management
Supervision by ISACA Certified IT Auditor	LAN
Total Projected LAN Hours	515 Hours
Total Projected WAN Hours	165 Hours
Total Projected Project Management Hours	70 Hours
Total cost against rates for all Hours Categories	\$132,975.00*

^{*}GSA pricing is being shown

Working Hours

For this proposal Dox analysists will be preforming work remotely during normal business hours for all components within this assessment. If during the assessment work must be adjusted to 'after hours' work per The County of Rockland request, Dox will need to create a change order process to accommodate billable 'after hours' work above the cost of this current proposal.

Billing Terms

Dox requires a 25% down payment due prior to the start of the project. The remaining balance will be progress billed monthly until completion. The payment term is Net 15 Days. Credit cards are NOT accepted.

All costs have been enumerated and are included in the price above.

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Phone: 888.633.3369 Fax: 585.473.7323 Web: www.doxnet.com

v22.10g



Dox Electronics acknowledges all addendums (1-5) for this RFP

Signatures

This work order is by and between Dox, Inc. and The County of Rockland, and is governed by the laws of the State of New York. The following signatures authorize the execution of this work order.

IN WITNESS WHEREOF, the parties hereto each acting with proper authority have executed this Proposal/Agreement and Proposal, under seal.

The County of Rockland	Dox Electronics, Inc.
Printed Name	Printed Name
Title	Title
Signature	Signature
Date	Date

Phone: 888.633.3369 Fax: 585.473.7323 Web: www.doxnet.com

Elegant Enterprises-Wide Solutions Inc.

Technology Administration						
Proposed Labor Category		osed Hourly te (Year 1)		posed Hourly ate (Year 2)		posed Hourly ate (Year 3)
Technology Consultant	\$	128.00	\$	132.00	\$	136.00
Application Analyst	\$	115.00	\$	118.00	\$	122.00
Subject Matter Expert	\$	165.00	\$	170.00	\$	175.00
IT Auditor	\$	140.00	\$	144.00	\$	148.00
System Security Engineer	\$	138.00	\$	142.00	\$	146.00
IT Policy Consultant	\$	145.00	\$	149.00	\$	153.00
IT Compliance Analyst	\$	140.00	\$	144.00	\$	148.00
Program Manager	\$	155.00	\$	160.00	\$	165.00
Network Architect	\$	145.00	\$	149.00	\$	153.00
Infrastructure Support Manager	\$	135.00	\$	139.00	\$	143.00
Project Manager	\$	135.00	\$	139.00	\$	143.00



ERMProtect Response to:

Rockland County
RFP-RC-2023-019-A
Information Technology Consulting Services
Qualified Suppliers List

Section V: Cost Proposal

ERMProtect proposes to charge the County of Rockland Information Technology Department a **fixed labor rate of \$200 per hour,** to provide Technology related services and projects on an as needed basis. This rate represents a substantial discount on our normal hourly billing rates, and would apply to all staff, including our directors and managers.

At the time when the need arises and the County of Rockland has defined a specific scope of work for a project, ERMProtect would estimate the number of hours and apply the \$200 per hour rate to present the budget for the project.

ERMProtect would maintain these rates through December 2024 and would then revise based on inflation index for following years.

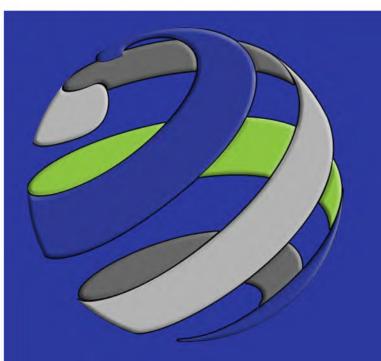




Request for Proposal (RFP)

RFP# RC-2023-019 - A
Information Technology (IT)
Consulting Services
Qualified Suppliers List (QSL) Cost Proposal





Brian Burkett
Director of Sales
brian.burkett@gnc-consulting.com

Due Date and Time: July 20, 2023 at 3:00pm EDT

GNC CONSULTING, INC. 21195 S. LaGrange Road / Frankfort, IL 60423 www.gnc-consulting.com 815.469.7255

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Cover Letter	2
Cost Proposal – Consultant Roles and Proposed Rates	

Rockland County
Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)
RFP #RFP-RC-2023-019-A

COVER LETTER

The required document is provided directly after this page.



2

TEL: 815-469-7255

FAX: 815-469-4487

www.gnc-consulting.com



July 20, 2023

Paul J. Brennan, FNIGP, NIGP-CPP, CPPO
Director of Purchasing
Department of General Services – Purchasing Division
50 Sanatorium Road, Building A, 6th floor
Pomona, NY 10970

Dear Mr. Brennan,

On behalf of GNC Consulting, Inc. ("GNC"), I am pleased to submit this Cost Proposal in response to the Request for Proposal RFP-RC-2023-019-A - Information Technology (IT) Consulting Services ("RFP"), Qualified Suppliers List (QSL), released by the County of Rockland. GNC holds multiple business enterprise certifications such as:

- Certified Minority Business Enterprise (MBE) in the State of New York;
- Certified Minority Business Enterprise (MBE) in the City of New York; and
- Certified Veteran Owned Small Business (VOSB) firm with the Department of Veterans Affairs.

Incorporated in July 1995, as an S-Corporation in the State of Illinois, GNC is an Oracle Partner that has specialized in providing high quality PeopleSoft consulting services for over 28 years and possesses expertise across the PeopleSoft applications of Human Capital Management, Financial Management, Supply Chain Management, and the technology. Our portfolio of services covers reviews and assessments of existing applications, support, upgrades, and implementations, delivering with highly experienced consultants, averaging 15 years or more within their respective PeopleSoft expertise areas.

The primary contact for our proposal response and relationship with the County is as follows:

Name: Brian Burkett, Director of Sales

Address: 21195 South LaGrange Road, Frankfort, IL 60423

Email: brian.burkett@gnc-consulting.com

Telephone: (815) 469-4284

As President of GNC, I have the authority to negotiate and contractually bind the organization. My contact information is as follows:

Name: Garry P. Cooper, President

Address: 21195 South LaGrange Road, Frankfort, IL 60423

Email: garry.cooper@gnc-consulting.com

Telephone: (815) 469-7255

The proposed rates in our Cost Proposal will remain valid for one hundred twenty (120) days from the response date and time of July 20, 2023, 3:00 PM EDT. We sincerely appreciate this opportunity to present our Offer and hope to work with Rockland County to deliver our services.

Sincerely,

Garry P. Cooper

President

COST PROPOSAL — HOURLY RATE SHEET

Consultant Roles and Proposed Rates *All billing rates are exclusive of out-of-pocket reimbursable expenses related to travel.

Roles	Experience	Responsibilities	*Rate per Hour
Engagement Manager / Quality Assurance	The Engagement Manager will assist client management in realizing the objectives of the software implementation and ensure that project milestones are accomplished in accordance with the project plan. This individual will have extensive packaged software experience and executive presence.	 Ensures the project meets its objectives and delivers the projected benefits Ensures the project is subject to review at appropriate stages Development of the project organization structure and logical plans Monitoring and control of progress Formal project closure Post implementation review 	\$165
Project Manager	The Project Manager is hands on and can run a project from "Fit to Finish." They are a PeopleSoft expert, possesses both functional and technical skills, and has four or more years of experience in successfully leading a PeopleSoft project team. This individual also has excellent communication skills, including customer interaction and presentation skills.	 Owns / responsible for creating and maintaining the project plan Responsible for project governance and project communication Serves as the key link to the Executive Steering Committee (with the client Project Managers) Prepares project status/reports per the project governance guidelines Controls the day-to-day aspects of the GNC project team and works with client project Manager to coordinate efforts of the project team Works with team to resolve issues / manage Change Requests Track all of the project time, effort, budget and timeline 	\$160



Roles	Experience	Responsibilities	*Rate per Hour
		 Responsible for coordinating any and all actions required of GNC Assist client PM as needed 	
Functional Consultant(s)	PeopleSoft professional with 15 years of experience. Functional Consultants are proficient in both functional and technical aspects of PeopleSoft, possesses excellent conversion and interface management skills.	Leads client functional subject matter professionals through implementation process Provides "Best Practice" business knowledge and understands 'delivered' functionality within PeopleSoft or Cloud Performs knowledge transfer to client Core Project Team Analyzes current business processes Develops business process vision and requirements Leads / participates in system assessment, design, configuration/development, conversion and testing Participates in issue resolution Leads client in the test script development Provide input on development of standard	\$150



Roles	Experience Responsibilities		*Rate per Hour
		operating procedures and training materials • Leads discussions and design of role definition and system access security during Strategy thru Design phases	
Technical Lead	PeopleSoft professional with 15 years of experience. Technical Leads are proficient in technical aspects of PeopleSoft, possess over five years of experience as a programmer/analyst, and have lead technical and functional ability. Individual possesses excellent conversion and interface management skills.	 Designs and develops reports, interfaces, conversions and any extensions listed as in scope Coordinates integration of software components for data conversion and interfaces Leads and participates in technical tools knowledge transfer to client technical team (including security and report writing) Designs security and control procedures for project teams, working collaboratively with client 	\$150
Technical Developer	PeopleSoft professional with 15 years of experience. Technical Leads are proficient in technical aspects of PeopleSoft, possess over three years of experience as a programmer/analyst. Individual possesses excellent conversion and interface management skills.	 Designs and develops reports, interfaces, conversions and any extensions listed as in scope Coordinates integration of software components for data conversion and interfaces Leads and participates in technical tools knowledge transfer to client technical team (including security and report writing) Designs security and control procedures for project teams, working collaboratively with client 	\$145
Offshore Functional/Technical Lead	PeopleSoft professional with at least 10 years of experience. Proficient in both functional and technical aspects of PeopleSoft,	Ability to lead client functional subject matter professionals through implementation process	\$60



Roles	Experience	Responsibilities	*Rate per Hour
	possess over five years of experience as a programmer/analyst, and have lead technical and functional ability. Individual possesses excellent conversion and interface management skills.	 Provides "Best Practice" business knowledge and understands 'delivered' functionality within PeopleSoft or Cloud Performs knowledge transfer to Core Project Team Analyzes current business processes Develops business process vision and requirements Leads / participates in system assessment, design, configuration/development, conversion and testing Participates in issue resolution Ability to lead client in the test script development Provide input on development of standard operating procedures and training materials Leads design of role definition and system access security during Strategy thru Design phases 	
Offshore Technical Consultant	PeopleSoft professional with 8 years of experience. Technical Leads are proficient in technical aspects of PeopleSoft, possess over three years of experience as a programmer/analyst. Individual possesses excellent conversion and interface management skills.	 Designs and develops reports, interfaces, conversions and any extensions listed as in scope Coordinates integration of software components for data conversion and interfaces Leads and participates in technical tools knowledge transfer to client technical team (including security and report writing) Designs security and control procedures for project teams, working collaboratively with client 	\$45









Service	Hourly Rate	Travel Rate
General Technology Review	\$140	\$35
Technology Related Project Management	\$140	\$35
Development, Review and creation of technology policies	\$140	\$35
Network Topography & Design Consultation	\$140	\$35
IT Auditing	\$140	\$35



Small Business

Address 66 Pin oak drive

New Windsor NY 12553

07-16-2023

Hourly Rate /Job Title

Service Title	Hourly Rate	Hours Weekly	Hours Yearly	Yearly Salary	Year 1	Year 2	Year 3	Year 4
Network Engineer	\$57.54	37.5	1,950	\$ 112,203	1.5%	2%	2%	2%
Network Security	\$58.20	37.5	1,950	\$113,490	1.5%	2%	2%	2%
Cybersecurity Engineer	\$65.80	37.5	1,950	\$128,31	1.5%	2%	2%	2%
Cloud Infrastructure	\$61.20	37.5	1,950	\$119,34	1.5%	2%	2%	2%
Cloud Migration Engineer	\$62.45	37.5	1,950	\$121,77	1.5%	2%	2%	2%
DevOps	\$61.40	37.5	1,950	\$ 119,73	1.5%	2%	2%	2%
Software Engineer	\$67.60	37.5	1,950	\$ 131,80	1.5%	2%	2%	2%
Technical Support	\$48.00	37.5	1,950	\$93,600	1.5%	2%	2%	2%
Help Desk	\$48.20	37.5	1,950	\$93,990	1.5%	2%	2%	2%
Technical Writer/Editor	\$48.90	37.5	1,950	\$95,355	1.5%	2%	2%	2%
Cloud Network Architect	61.45	37.5	1,950	\$119,360	1.5%	2%	2%	2%
Cyber Security Analyst Salary	\$62.20	37.5	1,950	\$121,290	1.5%	2%	2%	2%
Project Manager	60.20	37.5	1,950	\$117,390	1.5%	2%	2%	2%
System administrator	\$54.80	37.5	1,950	\$106,860	1.5%	2%	2%	2%
IT Support Specialist	\$50.90	37.5	1,950	\$99,255	1.5%	2%	2%	2%

Education

	YEARS OF EXPERIENCE	DEGREE	MAJOR
TEAM MEMBER			
Mario Lebrun	9	Bachelor	Cybersecurity
Nixon Lauture	8	Bachelor	Data Analytics

Member	CERTIFICATION	CERTIFIED	ISSUED/YEAR
Nixon Lauture	COMPTIA SECURITY+,	YES	
	GOOGLE CLOUD CERTIFIED		
	PROFESSIONAL,		
	GOOGLE CLOUD CERTIFIED SECURITY		
	ENGINEER,		
	GOOGLE CLOUD CERTIFIED DATA		
	ENGINEER,		
	CERTIFIED KUBERNETES	1 6 8 8 8	
	ADMINISTRATOR		
Mario Lebrun	COMPTIASECURITY+,	YES	CISCO SYSTEM /2023
	CCNA/CCNP/AZURE ADMINISTRATOR,	1	
	AZURE DEVOPS		





Hourly Rate Card

Skillset / Title	Hourly Rate –On- Site	Hourly Rate – Remote
	*rate excludes travel expenses as requested in RFP	*All U.S. Based – NO offshoring
Program Manager	Hourly Rate: \$165.00	Hourly Rate: \$155.00
Project Manager	Hourly Rate: \$165.00	Hourly Rate: \$155.00
Functional Lead	Hourly Rate: \$155.00	Hourly Rate: \$145.00
Specialty Products Lead	Hourly Rate: \$165.00	Hourly Rate: \$155.00
Technical Lead	Hourly Rate: \$140.00	Hourly Rate: \$130.00
Technical Developer	Hourly Rate: \$145.00	Hourly Rate: \$135.00
Database Administrator	Hourly Rate: \$140.00	Hourly Rate: \$135.00
System Administrator	Hourly Rate: \$155.00	Hourly Rate: \$135.00
Upgrade Specialist	Hourly Rate: \$155.00	Hourly Rate: \$140.00
Change Management Lead	Hourly Rate: \$155.00	Hourly Rate: \$135.00
Training Manager	Hourly Rate: \$170.00	Hourly Rate: \$150.00
Trainer	Hourly Rate: \$165.00	Hourly Rate: \$135.00
Security / Portal Lead	Hourly Rate: \$160.00	Hourly Rate: \$145.00

Infinics Inc.

Category Area	Sub-Category Area	Title/ Role	Hourly Rate (USD)
Technology Related Administration Services	General Technology Network Review(Networking	Network Engineer	\$75.00- \$85.00
		Network Administrator	\$70.00 - \$75.00
		Network Security Engineer	\$75.00 - \$85.00
	Technology Related Project Management	Network Project Manager	\$80.00 - \$90.00
		Sr Network Project Manager	\$85.00 - \$95.00

A Proposal to Serve



Information Technology Consulting Services, Qualified Suppliers List

RFP-RC-2023-019-A

Prepared by



46520 Fremont Blvd, Suite #614, Fremont, CA 94538 Phone: (925) 435 – 9672 | Fax: (925) 558 – 4784

Website: www. infowaygroup.com | Email: info@infowaygroup.com



Response to Request for Proposal (RFP-RC-2023-019-A)

Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)



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1.	COSL FIUDUSAI.	

Rockland County

Response to Request for Proposal (RFP-RC-2023-019-A)

Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)



1. Cost Proposal

S. No.	Technology Related Administration Services	Rate/Hr.
1	IT Auditing	\$ 95.00
2	Development, Review and Creation of Technology Policies	\$ 85.00
3	Technology Project Management	\$ 110.00
4	Topography & Design Consultant	\$ 95.00
5	General Technology Network Review (Networking & Network Security) Consultation	\$ 85.00
6	Technology Specific Application Review (i.e. PeopleSoft, eCW, Microsoft, Tyler, Etc.)	\$ 85.00

Infojini Inc.

HOURLY RATE SHEET

Job Title		Hourly Rate			
	Junior Level	Mid Level	Senior Level		
Technology Related Administration Services:					
General Technology Network Review(Networking & N	etwork Security) Consultation	- 5).			
Infrastructure Project Manager	\$99.00	\$112.20	\$122.76		
Network Architect	\$99.00	\$109.56	\$117.48		
Network Analyst	\$75.24	\$83.16	\$92.40		
Network Engineer	\$81.84	\$96.36	\$105.60		
Network Administrator	\$76.56	\$88.44	\$99.00		
Technology Related Project Management					
CyberSecurity Project Manager	\$99.00	\$112.20	\$122.76		
CyberSecurity Program Manager	\$108.24	\$118.80	\$128.04		
Technology Specific Application Review (i.e. PeopleSof	t, ECW, Microsoft, Tyler, etc.)				
ERP Program Manager	\$108.24	\$118.80	\$128.04		
ERP Project Manager	\$99.00	\$112.20	\$122.76		
ERP Systems Analyst	\$89.76	\$99.00	\$108.24		
ERP Developer	\$89.76	\$102.96	\$112.20		
Development, Review and Creation of Technology Poli	cies				
CyberSecurity Analyst	\$81.84	\$92.40	\$105.60		
Technical Writer/Documentation Specialist	\$72.60	\$80.52	\$85.80		
Network Topology & Design Consultation	i i				
Infrastructure Project Manager	\$99.00	\$112.20	\$122.76		
Network Architect	\$99.00	\$109.56	\$117.48		
Network Analyst	\$75.24	\$83.16	\$92.40		
Network Engineer	\$81.84	\$96.36	\$105.60		
Network Administrator	\$76.56	\$88.44	\$99.00		
IT Auditing Services					
IT Auditor	\$85.05	\$97.20	\$108.00		



Technology Related Administration Services

Firms are encouraged to submit proposals for services listed in the below subcategories based upon the company's expertise. The firm is able to submit a proposal for all services or multiple services in each category. The information below outlines the minimum requirements and expectations for each service. All services listed below may not be required by the County, should a need arise the County ITS department will request additional information for specific projects.

Positions	Hourly Rate
 Technology Project Management The Rockland County ITS department may require project management for various projects on an as-needed basis. Projects will be based upon an individual Statement of Work for each project. Potential firms would be used to manage and implement various projects to meet the needs of ITS objectives. 	\$125
General Technology Network Review (Networking & Network Security) Consultation • The Rockland County ITS Department may require firms for various projects	\$110
on an as-needed basis relating to technology and network security. Projects will be based upon a specific statement of work for each project. Technology Specific Application Review (i.e., PeopleSoft, eCW, Microsoft, Tyler, Etc.)	\$115
 The firm will be required to review, report and recommend potential changes, additions or enhancements to the County's existing application software packages. 	

HOURLY RATE SHEET

Rockland County Edwin J. Day, County Executive	Page 13 of 30
TITLE: Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)	RFP NUMBER: RFP-RC-2023-019

HOURLY RATE SHEET

Each proposal shall include a rate sheet for each job title/personnel that is proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted

Proposed hourly rates for each resource by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.

Cost Proposals are to be uploaded as a separate attachment to your RFP response. Please refer to the separate attachment titled: <u>Proposal Submittal Procedures</u> for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non-responsive.

>>IPCS rates for the service categories are provided below:

Service Category	Levels	Rate/hour (all inclusive) \$
IT Project Manager	Expert Level (10+ years)	140.00
	Senior Level (5-9 years)	125.00
Network and Security Consultation	Expert Level (10+ years)	150.00
·	Senior Level (5-9 years)	130.00
Network Topology & Design Consultation	Expert Level (10+ years)	150.00
· •	Senior Level (5-9 years)	130.00
Technology Applications -PeopleSoft, MS, Tyler, others)	Expert Level (10+ years)	150.00
	Senior Level (5-9 years)	130.00

Cost Proposals are to be uploaded as a separate attachment to your RFP response. Please refer to the separate attachment titled: <u>Proposal Submittal Procedures</u> for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as no- responsive.

COST PROPOSAL (LABOR CATEGORY Description)

Subject Matter Expert

Provides Expert guidance and insight into specific technologies and their application and independently performs a variety of system design and integration tasks where a specific subject matter expertise is necessary. Plans and performs research, design assessment, development, integration, and other assignments in a specific technical area. Supervises a broad team of systems engineers. Responsible for highly complex technical/engineering areas. Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Program/Project Manager

Leads, manages, executes, and coordinates all contributing disciplines and resources in the completion of projects or management of the program. Engage in: assigning tasks; establishing and maintaining task schedules; maintaining liaison between appropriate personnel and the customer to ensure effective coordination of all projects or program efforts; preparing and adhering to project cost and staffing plans; preparing plans, proposals, and briefings. Also, provide management of contract negotiations and company representation with customers and subcontractors as required.

Experience should include a sound understanding of technical issues and outstanding planning, scheduling, implementation, and evaluation skills. Excellent ability to communicate verbally and in writing with the user community and the technical staff is essential. Ability to work, be available for clients round the clock.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Project Management Support

Experience in managing and controlling the personnel and projects required to successfully implement and maintain computer systems. Direct scheduling, technical direction, planning, and standard development practices groups.

Develops and meets Project Schedules to ensure timely completion. Other tasks include: performing hardware/software evaluation; analyzing and recommending appropriate strategies; performing administrative functions: adhering to an established System Development Methodology (SDM); familiarization with software engineering tools and techniques (Microsoft Project, Primavera)

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Cloud Systems Engineer

Develop and maintain enterprise-wide solutions relative to securing and expanding the foundation to support client-server & legacy applications. Knowledge includes project management expertise, a broad range of current security appliances, tools, applications, and methodologies. Analyze all legacy-related activities of an organization. Assist in Application security vulnerability analysis, monitor risks mitigation and coordination of policy and controls,

and create disseminate, and update documentation. Support, maintain, and develop the security infrastructure under a centralized IAM system. Assist with validating requests connecting applications to the IAM operation. Test, recommend patches and upgrades related to Directory infrastructure, and test and implement advanced authentication methods. Establish and maintain the approval workflow, and manage the web interfaces. Support and maintain user password self-service, assist with login and access control list, and single sign-on. Bachelor's degree in Computer Science, Information Systems, Engineering, or Business-related discipline or equivalent experience in a technical or business discipline

System Architect

Develops alternative approaches to design, test, and evaluation techniques for solving automation problems. Evaluates and recommends optimum solutions balancing specific project needs with economic constraints. Interfaces with and uses micro, mini, and main computer systems in addressing project objectives. Formulates architectural design, functional specification, interfaces and documentation of computer systems considering system interrelationships, operating modes, and equipment configurations. Responsible for developing project plans, justifications, guidelines, and controls.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Network Security Architect

Develop, implement & manage network security policies, plans and procedures including security architectures, firewall policies, intrusion prevention/detection systems and security data collection systems. Detect, investigate, document & report network security violations, intrusions. Support development & implementation of security awareness & virus management programs, evaluate security products, test security systems performance, plan, implement and test disaster recovery procedures. Participate in implementing & maintaining Windows Active Directory security. Support user community to resolve network security issues. Should have multi-vendor experience like Cisco, Palo Alto & Fortinet.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Network Engineer

Plan designs or redesign of systems, management and coordination. Test and analyze all elements of the network facilities including power, software, communications devices, lines, modems and terminals. Ensure the overall integration of the enterprise network. Monitor and control the performance and status of the network resources. Utilize software and hardware tools, identify and diagnose highly complex problems and factors affecting network performance. Maintain technical currency and study vendor products to determine which best meet client needs.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Network Administration

Establishes network by evaluating network performance issues including availability, utilization, throughput, goodput, and latency; planning and executing the selection, installation, configuration, and testing of equipment; defining network policies and procedures; establishing connections and firewalls. Maintains network performance by performing network monitoring and analysis, and performance tuning; troubleshooting network problems; escalating problems to vendor. Secures network by developing network access, monitoring, control, and evaluation; maintaining documentation.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

IT Security Operations

Security Monitoring, Infrastructure Implementation, Security Enforcement and Support activities related to CSOC. Security infrastructure implementation, monitoring/analytics support of perimeter network devices (firewalls, IPS/IDS, proxy & application security events. Provide information on current infrastructure security events, reporting, investigation & monitoring. Provide Tier 1 & Tier 2 security operation and event support., real-time monitoring & analytics. Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

IT Security Identity and Access Management

Develop & maintain Enterprise-wide Identity Access Management operation. Project management expertise with implementations in large scale enterprise environment. Technical experience includes Unix-Solaris, Java frameworks, Workflow, Web Services, XML based open source software, Directory services, LDAP, suite of Oracle products & systems (Oracle Identity Management, Oracle Virtual Directory), Performance Management Tools, OIM connectors, deployment & automation tools. Experience in network account security, compliance & best practices, experience in web services security solutions and application integration. Familiar with Governance & Compliance and solutions as it relates to Identity Management. Understanding & designing IAM solutions for heterogeneous environment & systems. Working knowledge of broad range of security appliance tools and application and security methodologies. Excellent verbal & written communication skills, ability to present and explain technical information. Demonstrated Competency in resolving diverse and complex business problems. Keeping complete audit trail for record purposes

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

IT SECURITY Threat Intelligence

Forensics & investigation activities related to Cyber Security Operations Center (CSOC). Up-to-date expert security knowledge of Enterprise Network & Security Infrastructure, Communication and internet security systems, Firewalls, Intrusion Detection Systems, Remote Access VPN, Proxy, Wireless Security, NAC, Enterprise ID Management, Database, computer systems, security event analysis and forensic investigation. Should have industry standard security information on current trends. Participate in real-time forensics & investigations, evaluate

advanced threats and statistical analysis. Should have hands-on experience on at least one SIEM tool.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline

System Engineer

Activities may consist of systems planning, information security planning, performance management, capacity planning, testing and validation, risk assessment, benchmarking, information engineering, and development and staffing of a systems engineering or security management plan. Performs systems engineering planning, information security planning, performance management, capacity planning, testing and validation, risk assessment, benchmarking, information engineering, security impact analysis. Development and staffing of a systems engineering or security management plan. Analyzes and develops technical documentation detailing the integration and system performance or information security. May analyze security implications of authentication and authorization of Cloud based services spanning all the Delivery Models (SaaS, PaaS, IaaS). May analyze security implications of transitioning from IPv4 to Internet Protocol version 6 (IPv6).

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Systems Administration

Investigating, analyzing, designing, developing & evaluating procedures & requirements for enterprise IT systems. Knowledge and understanding of various versions of Windows & Unix systems administration. Full working knowledge of applications, loading, testing and installation of Windows based and Unix based applications. Understanding & experience with Microsoft Systems Server, ability to troubleshoot systems problems, perform system backup functions, experience with workstation/server systems, client/server applications. Hands-on technical experience administering Active Directory, Windows Server, SCCM, Forefront Indentity Manager, SQL Server, Netbackup, RHEL, Ubuntu. Solid experience with system administration and management of Enterprise Software applications.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Database Administration

Advises contractor project teams on the design of complex databases (e.g., schema and subschema details). Defines specialized aspects of user's database administrator documentation. Performs detailed comparisons of various database systems. Provides expertise in data storage systems. Develops backup and archival policies and procedures. Configures storage systems software to meet requirements. Performs administration tasks (installing, maintaining, monitoring, recovering, rebuilding, upgrading, patching and performance tuning). Implements software solutions for performance enhancement, operator interface, and increased user capability.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

DESKTOP/LAN/NETWORK Administrator

Plan, design, implement, optimize and maintain local and /or wide area networks; diagnose & resolve telecommunication, LAN, WAN and desktop issues; LAN/Desktop network planning & installation.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

PC SUPPORT

Install, update & maintain computer hardware & software; provide Windows & OS support; perform system administration, hardware & software technical reviews. Must be proficient with Windows, Microsoft Office Suite, Exchange, Active Directory, Cisco Networking devices, networking protocols.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Service Delivery Engineer

Providing timely and detailed reports of infrastructure changes, service outages, or degradation of services. Provide engineering support and assist in client technical discussions, proposals, development, & management in the managed services arena. Creates and delivers weekly reports to client and internal project teams describing network status, trends, recommendations, and opportunities for improvements. Ensures that all Service Level Agreements (SLAs) are met Ensures the assigned clients are receiving all Root Cause Analyses (RCAs) and supporting documents for support issues. Acts as the support escalation point for their clients overseeing resolution and client satisfaction. Attends and presents during client health-check meetings Creates client specific knowledge base and ensures that it is maintained.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Product Support Engineer

Should have strong SQL skills to join Product Operations Team to work on product implementations, network reconciliations, database configurations, API certifications, migrations, and utilizing project management tools like JIRA and OTRS. Prepare detailed solution design documents for client's review. Responsible for supporting the delivery of products and services to clients by working closely with cross-functional teams and engaging directly with clients during onboarding, configuration, implementation and during live phase. Troubleshoot and resolve any issues that arise with internal systems and databases. Provide regular updates on project status, risks, and issues to relevant stakeholders. Develop and maintain documentation for internal systems and configurations. Work with clients to provide consultation and guidance during the onboarding process, addressing any questions or concerns they may have. Collaborate with internal teams to resolve client issues and escalate issues as necessary to ensure prompt resolution.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Software Engineer

Build, release, and manage the configuration of all production systems, utilizing DevOps principles. Implement and optimize CI/CD pipelines for efficient and reliable software delivery. Manage and maintain the current infrastructure, ensuring availability and security. Ensure the integrity of source code repositories and version control systems. Programming background especially in data structures, algorithms and design patterns. Coordinate with stakeholders to manage deliverables and expectations. Collaborate with internal teams to define data, application, deployment, access, and system audit strategies. Perform regular upgrades for operating systems, firmware, and applications.

Bachelor's degree in Computer Science, Information Systems, Engineering or Business or other related discipline or equivalent experience in a technical or business discipline.

Izar Associates

COST PROPOSA9L(NTE Bill Rates)

Labor Category	BILL RATES (NOT TO EXCEED)			
	Tier 1(0-3)	Tier 2(4-6)	Tier 3(7-9)	Tier 4(10+)
Subject Matter Expert	1 1	\$165.97	\$175.36	\$256.75
Program/Project Manager		\$102.36	\$143.32	\$175.47
Project Management Support		\$94.12	\$138.54	\$175.47
Cloud Systems Engineer		\$93.24	\$153.05	\$169.73
System Architect		\$97.19	\$139.62	\$175.47
Network Security Architect		\$97.19	\$143.32	\$175.47
Network Engineer	1 - 1	\$94.19	\$139.88	\$167.73
Network Administration		\$85.32	\$115.52	\$149.30
IT Security Operations		\$93.14	\$135.62	\$167.73
IT Security Identity and Access Management		\$120.88	\$143.32	\$169.47
IT SECURITY Threat Intelligence		\$95.60	\$153.32	\$169.47
System Engineer		\$87.23	\$129.34	\$149.62
Systems Administration		\$85.18	\$120.41	\$140.88
Database Administration		\$87.23	\$139.62	\$167.73
DESKTOP/LAN/NETWORK Administrator	\$69.32	\$85.18	\$115.40	\$135.82
PC SUPPORT	\$69.32	\$76.92	\$82.05	\$92.44
Service Delivery Engineer		\$95.32	\$145.92	175.47
Product Support Engineer		\$93.25	\$138.45	167.73
Software Engineer		\$87.12	\$133.62	167.73

SECTION V: Cost Proposal

Mavros references the GSA Scale for all averages for hourly rates in their respective fields.

Rate Sheet	
Title	Hourly Rate
Senior Technology Architect	\$175
Senior Platform Architect	\$170
Senior Network Architect	\$170
Senior Database Architect	\$160
AWS & IT Scrum Master	\$150
Dev SecOps Engineer	\$170
Compliance & Security Manager	\$160
Senior Network Administrator –On Site	\$155
Senior System Administrator- On Site	\$155
Business Analyst (Optional and Available upon County's Request)	\$165



HOURLY RATE SHEET

Each proposal shall include a rate sheet for each job title/personnel that is proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted.

Proposed hourly rates for each resource by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.

MGT SERVICE OFFERING- PER RFP	HOURLY COST
General Technology Network Review Consultation	\$150
IT Auditing Services	\$200
Network Topology & Design Consultation	\$180
Penetration Testing	\$150
Cyber Incident Tabletop Exercises and Workshops	\$175
Spear Phishing Tests	\$150
Remediation and Mitigation	\$250

Cost Proposals are to be uploaded as a separate attachment to your RFP response. Please refer to the separate attachment titled: <u>Proposal Submittal Procedures</u> for instructions on submitting your proposal electronically. Inclusion of any cost or pricing data within the technical proposal may result in your proposal being judged as non-responsive.

Nenzen LLC

LABOR CATEGORIES	Hourly Rates
Project Manager	\$88.73
Scrum Master	\$101.12
Information Security Engineer	\$94.55
Senior Information Security Engineer	\$73.45
Senior Information Security Analyst	\$80.66
Senior Penetration Tester	\$68.88
Network Engineer	\$68.88
Senior Network Engineer	\$73.97

NMC ENTERPRISE LLC Hourly Rate and Cost Sheet

Name	Description	Hourly Rate
Nicole Christopher	IT Audit Consulting	\$125
Nicole Christopher	Policy Content Management Consulting	\$100

NOBLEPROG NEW YORK INC.

Information Technology
(IT) Consulting Services,
Qualified Suppliers List
(QSL) Request for Proposal
Hourly Rate Sheet



NobleProg New York

Service	Hourly Rate	
Concierge Network Security Services	\$180	
Cyber Incident Tabletop Exercises and Workshops	\$175	
Cyber Security Training Consultancy	\$183	
Monitoring of Network Components	\$175	
Penetration Testing	\$200	
Remediation and Network Recovery Services	\$175	
Spear Phishing Tests	\$150	

Grzegorz Pruszczynski
Grzegorz Pruszczynski023/07/18



SIGNED VIA ILOVEPDF

EF737C58-0C1D-4EBD-8D4E-CBC1430DF810

Pam Ten Inc.

<u>Purpose:</u>
This worksheet is used to provide the required compensation schedule. This will be used during the value contract period.

Worksheet Input:

The following are the descriptions for Column A, B, C

- Job Title The title of the role that we are proposing. A proposal may have various levels for the same job (e.g Developer Junior; Developer Senior). We have included separate row for each.
- Job Description A brief description of the Job Title.
- Experience- The range of experience for the Job Title in years (e.g 1-5 years; 5+ years).

For each year in the value contract period:

- Onshore Labor Rate The rate for a onshore resource in dollars. This is a "not-to-exceed" rate, and exclusive travel and living.
- Offshore Labor Rate The rate for a offshore resource in dollars. This is a "not-to-exceed" rate, and exclusive of travel and living.

To maintain our pricing structure, rate cards including hourly rates and YoY increase percentages (%), including employee job titles and levels must remain confidential and secure.

			1	Compensati	Schedule	-1	- 11	 11	-1	1
			Contract Year 1	Contract Year 1						
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate						
Yearly Markup %			NA	NA						
Jetwork Engineering Services	Responsible for designing, deploying, and troubleshooting wide area and local area network systems. Responsible for implementing network security measures and ensuring the stability and performance									
AN / WAN Engineer	of the network.	5-7 years	\$75.00	\$35.0						
	Responsible for designing, deploying, and troubleshooting wireless wide area and local area network systems. Ensuring the stability, performance, and security of the									
VLAN/WAN Engineer	wireless network.	5-10 years	\$75.00	\$35.0			- 20			
letwork Design Engineer (Ntwk. Eng. V) letwork Integration Engineer (Ntwk. Eng. IV)	Responsible for designing and implementing complex networking solutions. Includes developing new and improved networking technologies and architectures, designing protocols and algorithms, and providing technical guidance to other network engineers Responsible for integrating existing and new network systems, including hardware	7-10 years	\$115.00	\$35.0						
	and software. Includes developing and deploying network integration solutions and testing and troubleshooting any issues that arise.	5-7 years	\$105.00	\$35.0						

			Compensation Schedule										
			Contract Year 1	Contract Year 1									
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate									
letwork Support Engineer (Ntwk. Eng. II)			<u> Luboi ituto</u>	Labor Hato									
	Responsible for providing technical support for the network systems. Includes monitoring the network for issues, troubleshooting and resolving technical issues, and providing assistance to users.	3-5 years	\$75.00	\$35.00									
Network Security Analyst	Responsible for analyzing and troubleshooting network security issues. Includes implementing security measures to protect the network from threats, monitoring for malicious activity, and developing and maintaining security												
	policies.	5-7 years	\$85.00	\$35.00									
Sr. Network Security Analyst	Responsible for providing senior-level analysis and troubleshooting of network security issues. Includes developing and implementing complex security policies, investigating security issues and developing solutions to address them.	7-10 years	\$100.00	\$35.00									
Cyber Security Risk Assessment Specialist	Responsible for conducting risk assessment on the organization's cyber security systems. Includes identifying potential security risks, evaluating security systems and protocols, and recommending solutions to mitigate risks.	5-7 years	\$100.00	\$35.00						-\frac{1}{2}			
Cyber-Security Operational Support Specialist	Responsible for providing operational support for the organization's cyber security system. Includes monitoring systems for potential threats, responding to security alerts, and assisting users with technical issues.	5-7 years	\$90.00	\$35.00									
Server Administrator	Responsible for managing user accounts, authentication systems, and access rights. Includes creating and managing user accounts, granting and revoking user access, and verifying user access.	5-7 years	\$80.00	\$35.00									
D & Access Administrator	Responsible for setting up, managing, and troubleshooting Active Directory networks. Includes creating user accounts, managing group policies, and configuring security settings.	3-5 years	\$45.00										
Active Directory Specialist	Responsible for working with large datasets to discover meaningful insights and trends. Includes analyzing data, developing algorithms to extract insights, and creating data visualizations.	5-7 years	\$75.00	\$35.00									

Compensation Schedule												
			Contract Year 1	Contract Year 1								
Job Title	Job Description	xperience	Onshore Labor Rate	Offshore Labor Rate								
Developers/Engineers Data Scientist					-		_		- 1			
	Data scientists are responsible for collecting, analyzing, and interpreting large amounts of data to develop algorithms, models, and insights that can be used to solve complex business problems. They are tasked with turning large amounts of complex data into usable insights that can inform decision-making. Data scientists use a variety of tools and techniques to uncover insights from the data, including											
	data mining, statistical analysis, machine learning, and natural language processing. They also work with teams to develop products based on their insights. 8-	10 years	\$100.00	\$35.00								
eveloper	Responsible for developing computer software. Includes coding, testing, debugging, and documenting software applications.	-5 years	\$105.00	\$35.00								
lid Level Developer	Responsible for developing mid-level computer software. Includes coding, testing, debugging, and documenting more complex software applications. Responsible for developing senior-level	-8 years	\$110.00	\$35.00								
r./Lead Developer	computer software. Includes coding, testing, debugging, and documenting	-10 years	\$150.00	\$35.00								
harepoint Developer	coding, testing, debugging, and documenting software applications for Sharepoint. Responsible for developing software	-8 years	\$85.00	\$35.00			_					
QL Developer	applications using Structured Query Language (SQL). Includes coding, testing, debugging, and documenting SQL applications. 5-	-8 years	\$85.00	\$35.00								
eb Services Developer	Responsible for developing web services. Includes coding, testing, debugging, and documenting web services. 5-	-8 years	\$120.00	\$35.00								
erformance Engineer	Responsible for ensuring the performance and scalability of software applications. Includes measuring and analyzing application performance, identifying areas of improvement, and developing solutions to improve performance.	-8 years	\$110.00	\$35.00								

			Compensation	Schedule				
		Contract Year	1 Contract Year 1					
Job Title	Job Experie	Onshore Labor Rate	Offshore Labor Rate					
	Responsible for developing and maintaining computer platforms. Includes designing and implementing computer platforms, testing platforms for performance and reliability, and							
Platform Engineer	troubleshooting any issues that arise. Responsible for providing senior-level development and maintenance of computer platforms. Includes designing and implementing complex platforms, testing platforms for performance and reliability, and troubleshooting any issues	\$130.0	00 \$35.00					
Sr./Lead Platform Engineer	that arise. 8-10 year	rs \$150.0	00 \$35.00					
Release Engineer Database Administrators	Responsible for developing and maintaining software release processes. Includes testing software for accuracy and reliability, preparing for software deployment, and troubleshooting any issues that arise during deployment. 5-8 year	s \$105.0	00 \$35.00					
Database Administrator	Responsible for managing and maintaining databases. Includes designing and implementing databases, monitoring for performance and reliability, and troubleshooting any issues that arise. 5-8 year.	\$115.0	00 \$35.00					
ead Database Administrator	Responsible for providing senior-level management and maintenance of databases. Includes designing and implementing complex databases, monitoring for performance and reliability, and troubleshooting any issues that arise.	ırs \$125.0	00 \$35.00					
Database Developer	Responsible for developing databases. Includes coding, testing, and debugging databases, and documenting database applications. 5-8 year	s \$95.0	00 \$35.00					
salesforce Administrator	Responsible for managing and maintaining Salesforce applications. Includes developing and deploying Salesforce applications, monitoring usage, and troubleshooting any issues that arise. 5-8 year	s \$90.	00 \$35.00					
Sr. Salesforce Administrator	Responsible for providing senior-level management and maintenance of Salesforce applications. Includes developing and deploying complex Salesforce applications, monitoring usage, and troubleshooting any issues that arise.	ırs \$100.	00 \$35.00					

				Compensation Schedule										
			Contract Year 1	Contract Year 1										
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate										
eb						-17			The state of the s					
	Responsible for developing content for websites and other digital platforms. Includes researching topics, writing content, and editing content for accuracy													
ontent Developer/Writer	and clarity.	3-5 years	\$85.00	\$35.00										
	Responsible for optimizing websites and other digital platforms for search engine rankings. Includes researching keywords, analyzing website performance, and developing strategies to improve search													
EO Specialist		3-5 years	\$65.00	\$35.00		-1111								
	Responsible for analyzing data from social media platforms. Includes collecting and analyzing data from social media platforms, identifying trends, and providing													
ocial Media Analyst	insights and recommendations.	3-5 years	\$65.00	\$35.00										
Joh Contact Management Specialist	Responsible for managing content on websites and other digital platforms. Includes creating, editing, and deleting content, developing content strategies, and monitoring for accuracy and consistency.	3-5 years	\$110.00	\$35.00										
eb Content Management Specialist ebsite Content Manager	Responsible for managing content on websites. Includes creating, editing, and deleting content, developing content strategies, and monitoring for accuracy and consistency.	3-5 years	\$110.00											
	Responsible for developing web applications. Includes coding, testing, debugging, and documenting web													
eb Developer	applications. Responsible for providing senior-level development of web applications. Includes coding, testing, debugging, and	3-5 years	\$100.00	\$35.00										
eb Developer - Development Lead	documenting complex web applications.	5-8 years	\$115.00	\$35.00										
eb Administrator	Responsible for maintaining web applications. Includes monitoring performance and reliability, troubleshooting any issues that arise, and developing strategies to improve web applications.	5-8 years	\$100.00	\$35.00										
eb Server Admin/Support	Responsible for managing and maintaining web servers. Includes configuring web servers, troubleshooting any issues that arise, and providing technical support for web servers.	5-8 years	\$80.00	\$35.00										

	Compensation Schedule											
			Contract Year 1	Contract Year 1								
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate			1					
	Responsible for collecting and analyzing data from web analytics platforms. Includes collecting data from analytics platforms, analyzing data for insights, and providing recommendations for											
eb Analytics Data Engineer	improvement. Responsible for developing user interfaces for web applications. Includes coding, testing, and debugging user	5-8 years	\$120.00	\$35.00								
Developer	interfaces, and developing user-friendly interfaces. Responsible for designing user interfaces for web applications. Includes researching	3-5 years	\$90.00	\$35.00			-		-			
CArchitect	user needs, developing user interface designs, and testing user interfaces for usability.	5-8 years	\$120.00	\$35.00								
< Designer	Responsible for designing user interfaces for web applications. Includes researching user needs, creating user interface designs, and testing user interfaces for usability. Responsible for providing senior-level	3-5 years	\$115.00	\$35.00								
. UX Designer	design of user interfaces for web applications. Includes researching user needs, creating complex user interface designs, and testing user interfaces for usability.	8-10 years	\$120.00	\$35.00								
alysts	Responsible for analyzing business processes and systems. Includes gathering and analyzing data, identifying areas of improvement, and developing solutions to improve processes and	o ro youro	\$120.00	\$50.00								
usiness Analyst	Responsible for analyzing and improving business processes. Includes gathering and analyzing data, identifying areas of	3-5 years	\$85.00	\$35.00								
ssiness Analyst - Process Management	improvement, and developing solutions to improve processes. Responsible for providing senior-level analysis of business processes and systems. Includes gathering and analyzing	5-8 years	\$100.00	\$35.00			-		-			
siness Analyst - Sr./Lead	data, identifying areas of improvement, and developing solutions to improve processes and systems. Responsible for analyzing business systems. Includes gathering and analyzing	8-10 years	\$115.00	\$35.00			-		-			
siness/Systems Analyst	data, identifying areas of improvement, and developing solutions to improve systems.	5-8 years	\$105.00	\$35.00								

				Compensation	Schedule	_		1	1.1	1.1	1
			Contract Year 1	Contract Year 1							
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate							
	Responsible for analyzing data. Includes gathering and analyzing data, identifying trends, and providing insights and		005.00	405.00							
a Analyst	Responsible for providing senior-level analysis of data. Includes gathering and	3-5 years	\$85.00	\$35.00							
a Analyst - Sr./Lead	analyzing data, identifying trends, and providing insights and recommendations. 8 Responsible for analyzing data to uncover meaningful insights and trends. Includes gathering and analyzing data, identifying	8-10 years	\$115.00	\$35.00			-				
a Analytics	trends, and providing insights and	5-8 years	\$150.00	\$35.00			4				
P Master Data Analyst utions Architects	Responsible for analyzing and managing master data in the SAP system. Includes gathering and analyzing data, identifying areas of improvement, and developing solutions to improve data accuracy and consistency.	5-8 years	\$150.00	\$35.00							
S Architect		8-10 years	\$115.00	\$35.00							
ı Architect	Responsible for designing and implementing data architectures. Includes designing and deploying data architectures, developing strategies to optimize performance, and troubleshooting any issues that arise.	8-10 years	\$135.00	\$35.00							
Data Architect	Responsible for managing and designing data architectures. Includes designing and deploying data architectures, developing strategies to optimize performance, and troubleshooting any issues that arise. Responsible for designing and	8-10 years	\$150.00	\$35.00							
ssforce Architect	implementing Salesforce solutions. Includes designing and deploying Salesforce solutions, developing strategies to optimize performance, and	8-10 years	\$150.00	\$35.00							

		-	_	Compensation	Schedule	-		 11	 	
			Contract Year 1	Contract Year 1						
Job Title	Description	Experience	Onshore Labor Rate	Offshore Labor Rate						
	Responsible for designing and implementing cloud-based solutions on Amazon Web Services (AWS). Includes designing and deploying AWS solutions, developing strategies to optimize performance, and troubleshooting any									
Solutions Architect - AWS	issues that arise. Responsible for designing and implementing enterprise-level solutions. Includes designing and deploying complex solutions, developing strategies to optimize performance, and	8-10 years	\$150.00	\$35.00						
Solutions Architect - Enterprise		8-10 years	\$140.00	\$35.00			_			
Lead Solution Architect	Responsible for leading the formulation and definition of the solution architecture for a project, including the design, development, and implementation of IT systems, applications, and platforms. Develops the overall technical vision for a solution, and works with other architects, developers, and stakeholders to ensure that the solution meets requirements.	8-10 years	\$125.00	\$35.00						
	Responsible for the technical design and development of IT systems, applications, and platforms. Develops technical architectures, designs, and plans in accordance with company standards and best practices. Provides technical leadership and guidance to other	5 .0 yourd	ψ120.00	\$00.00						
Lead Technical Architect	architects, developers, and stakeholders. Responsible for the overall technical design and development of IT systems, applications, and platforms. Develops technical architectures, designs, and plans in accordance with company standards and best practices. Provides technical leadership, guidance, and direction to	8-10 years	\$135.00	\$35.00						
rincipal Technical Architect	other architects, developers, and stakeholders.	10+ years	\$145.00	\$35.00						

12				Compensation	Schedule						
			Contract Year 1	Contract Year 1							
Job Title	Job Description	xperience	Onshore Labor Rate	Offshore Labor Rate					1		
	Responsible for the technical design and development of IT systems, applications, and platforms in the AWS Cloud environment. Develops technical architectures, designs, and plans in accordance with company standards and best practices. Provides technical leadership, guidance, and direction to other architects, developers, and										
Principal Technical Architect (AWS Cloud Solution)	stakeholders. 10	0+ years	\$180.00	\$35.00		1	-	+	-	-	-
UX Architect	Responsible for the design and development of user experience (UX) across IT systems, applications, and platforms. Develops user experience architectures, designs, and plans in accordance with company standards and best practices. Provides technical guidance and direction to other UX designers, developers, and stakeholders. 5-1	-8 years	\$115.00	\$35.00							
Project/Program Managers Project Coordinator	Responsible for supporting the project management team by providing administrative and technical support. Monitors project progress, assists with issue resolution, and provides project team members with the resources and information needed to complete tasks. 3-5	5 years	\$65.00	\$35.00							
Project Manager - Junior/Non-IT	Responsible for the successful planning, execution, monitoring, and completion of small- to medium-sized projects. Develops project documents, maintains project schedules, and estimates resource requirements. Communicates with stakeholders and team members, and provides regular status updates.	-5 years	\$75.00	\$35.00							
Project Manager - Junior/IT	Responsible for the successful planning, execution, monitoring, and completion of small- to medium-sized IT projects. Develops project documents, maintains project schedules, and estimates resource requirements. Communicates with stakeholders and team members, and provides regular status updates. 3-4	-5 years	\$100.00	\$35.00							

		-	T T	Compensation S	chedule		1	 	T
			Contract Year 1	Contract Year 1					
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate					
roject Manager - Networking/Data Storage	Responsible for the successful planning, execution, monitoring, and completion of data storage and networking projects. Develops project documents, maintains project schedules, and estimates resource requirements. Communicates with stakeholders and team members, and provides regular status updates.	5-8 years	\$100.00	\$35.00					
	Responsible for the successful planning, management, and execution of the company's IT portfolio. Creates and maintains IT portfolios, develops and implements project management plans, and provides regular portfolio performance updates. Communicates with stakeholders and team members, and provides regular								
Portfolio Manager	Responsible for the successful planning, execution, monitoring, and completion of product development projects. Develops product documents, maintains product timelines, and estimates resource requirements. Communicates with stakeholders and team members, and	5-8 years	\$95.00	\$35.00					
roduct Owner	provides regular status updates. Responsible for the successful planning, execution, monitoring, and completion of small- to medium-sized non-IT projects. Develops project documents, maintains project schedules, and estimates resource requirements. Communicates with	5-8 years	\$90.00	\$35.00					
roject Manager - Non-IT	Responsible for the successful planning, execution, monitoring, and completion of small- to medium-sized IT projects. Develops project documents, maintains project schedules, and estimates resource requirements. Communicates with	5-8 years	\$110.00	\$35.00					
roject Manager - IT	stakeholders and team members, and provides regular status updates.	5-8 years	\$125.00	\$35.00					

				Compensation	Schedule	 	 	 	
			Contract Year 1	Contract Year 1					
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate					
	Responsible for the successful planning,								
	execution, monitoring, and completion of								
	large-scale non-IT projects. Develops								
	project documents, maintains project schedules, and estimates resource								
	requirements. Communicates with								
	stakeholders and team members, and								
r. Project Manager -Non-IT	provides regular status updates.	8-10 years	\$135.00	\$35.00				.11	
, ,	Responsible for the successful planning,								
	execution, monitoring, and completion of								
	large-scale IT projects. Develops project								
	documents, maintains project schedules, and estimates resource requirements.								
	Communicates with stakeholders and								
	team members, and provides regular								
. Project Manager - IT	status updates.	8-10 years	\$140.00	\$35.00					
	Responsible for the successful planning,								
	execution, monitoring, and completion of small- to medium-sized projects. Develops								
	project documents, maintains project								
	schedules, and estimates resource								
	requirements. Analyzes business								
	processes, identifies areas for								
	improvement, and develops solutions.								
	Communicates with stakeholders and team members, and provides regular								
roject Manager/Bus. Analyst	status updates.	5-8 years	\$115.00	\$35.00					
oject Managen/Bus. Analyst	Responsible for the successful planning,	5 0 years	ψ113.00	φ33.00					
	execution, monitoring, and completion of								
	data-driven projects. Develops project								
	documents, maintains project schedules,								
	and estimates resource requirements.								
	Develops data architectures, designs, and plans in accordance with company								
	standards and best practices.								
	Communicates with stakeholders and								
	team members, and provides regular								
oject Manager/Data Architect	status updates.	5-8 years	\$150.00	\$35.00					
	Responsible for the successful planning,								
	execution, monitoring, and completion of								
	system integration projects. Develops								
	project documents, maintains project								
	schedules, and estimates resource								
	requirements. Provides technical								
	leadership and guidance to other			1					1

				Compensation	Schedule				
			Contract Year 1	Contract Year 1					
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate					
Project Manager - Business Continuity/Disaster Recovery	Responsible for the successful planning, execution, monitoring, and completion of business continuity and disaster recovery projects. Develops project documents, maintains project schedules, and estimates resource requirements. Develops and implements disaster recovery plans in accordance with company standards and best practices.	5-8 years	\$125.00	\$35.00					
Project Manager - Cloud, Transformation	Responsible for the successful planning, execution, monitoring, and completion of cloud and transformation projects. Develops project documents, maintains project schedules, and estimates resource requirements. Develops and implements cloud and transformation strategies in accordance with company standards and best practices.	5-8 years	\$125.00	\$35.00					
Project Manager - Cyber Security	Responsible for the successful planning, execution, monitoring, and completion of cyber security projects. Develops project documents, maintains project schedules, and estimates resource requirements. Develops and implements cyber security strategies in accordance with company	5-8 years	\$180.00	\$35.00					
Project Manager - SAP/Hana	Responsible for the successful planning, execution, monitoring, and completion of SAP and Hana projects. Develops project documents, maintains project schedules, and estimates resource requirements. Develops and implements SAP and Hana strategies in accordance with company standards and best practices.	5-8 years	\$180.00	\$35.00					
Scrum Master	Responsible for leading and managing Scrum teams in the successful planning, execution, monitoring, and completion of projects. Develops and maintains project documents, schedules, and estimates resource requirements. Facilitates sprint planning, daily standups, and sprint retrospectives, and provides regular status updates.	5-8 years	\$115.00	\$35.00					

				Compensation S	chedule	1	11	1	11		1
			Contract Year 1	Contract Year 1							
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate							
r. Scrum Master	Responsible for leading and managing Scrum teams in the successful planning, execution, monitoring, and completion of large-scale projects. Develops and maintains project documents, schedules, and estimates resource requirements. Facilitates sprint planning, daily standups, and sprint retrospectives, and provides regular status updates.	3-10 years	\$150.00	\$35.00							
	Responsible for the successful planning, execution, monitoring, and completion of IT programs and projects. Develops and maintains program and project documents, schedules, and estimates resource requirements. Communicates with stakeholders and team members, and	, 10 yours	\$160.00	\$55.55							
Program/Project Manager	provides regular status updates. Responsible for the successful planning, execution, monitoring, and completion of programs. Develops and maintains program documents, schedules, and estimates resource requirements. Communicates with stakeholders and team members, and provides regular	3-10 years	\$150.00	\$35.00							
rogram Manager	Responsible for the successful planning, execution, monitoring, and completion of infrastructure and cloud-based projects. Develops and maintains project documents, schedules, and estimates resource requirements. Develops and implements cloud and infrastructure	3-10 years	\$170.00	\$35.00							
rogram/Project. Mgr Infrastructure/Cloud	strategies in accordance with company standards and best practices. Responsible for the successful planning, execution, monitoring, and completion of transformation projects. Develops and maintains project documents, schedules, and estimates resource requirements. Develops and implements transformation strategies in accordance with company	3-10 years	\$180.00	\$35.00							

				Compensation	Schedule				
			Contract Year 1	Contract Year 1					
Job Title	Job Description	Experience	Onshore Labor Rate	Offshore Labor Rate					
Program Manager - Data Governance	Responsible for the successful planning, execution, monitoring, and completion of data governance projects. Develops and maintains project documents, schedules, and estimates resource requirements. Develops and implements data governance strategies in accordance with company standards and best practices.	3-10 years	\$180.00	\$35.00					
Sr. Project Manager - Compliance	Responsible for the successful planning, execution, monitoring, and completion of compliance projects. Develops and maintains project documents, schedules, and estimates resource requirements. Develops and implements compliance strategies in accordance with company standards and best practices.	3-10 years	\$180.00	\$35.00					
Support Help Desk Analyst	Responsible for providing technical support to customers via telephone, email, and chat. Troubleshoots issues, identifies solutions, and ensures customer satisfaction. Maintains customer service metrics and provides regular updates to management.	-5 years	\$42.00	\$35.00					
Desktop Support Technician	Responsible for providing technical support to customers via onsite visits. Troubleshoots issues, identifies solutions, and ensures customer satisfaction. Maintains customer service metrics and provides regular updates to management.	3-5 years	\$50.00	\$35.00					
D & Access Administrator	Responsible for managing user accounts and access rights. Creates, maintains, and updates user accounts and access rights, and ensures compliance with company security policies. Monitors system activity for suspicious activity and provides regular updates to management.	5-8 years	\$42.00	\$35.00					
E-mail Server Support	Responsible for providing technical support for e-mail servers. Troubleshoots issues, identifies solutions, and ensures customer satisfaction. Maintains customer service metrics and provides regular updates to management.	5-8 years	\$80.00	\$35.00					

Support to Troublest and ensu Maintains regular up Testers Tech/Production Support regular up Testers Responsi assurance Designs a develops document provides members Responsi acceptant Designs acc	sible for executing quality the tests on software applications. and implements test plans,	5-8 years 3-5 years	Contract Year 1 Onshore Labor Rate \$95.00	Offshore Labor Rate				
Respons support to Troublesh and ensu Maintains Tech/Production Support Testers Responsi assurance Designs a develops documen provides members Responsi assurance Designs and develops documen provides members Responsi assurance Designs and develops documen provides members Responsi acceptante members Responsi acceptante develops documen provides members Responsi acceptante develops documen provides members Responsi acceptante develops documen provides members	Description sible for providing technical o production operations. hoots issues, identifies solutions, ires customer satisfaction. It is production metrics and provides pdates to management. ible for executing quality the tests on software applications, and implements test plans, and executes test cases, and its results. Reports defects and status updates to project team is. is is is the for executing quality the tests on software applications. It is the project team is is the for executing quality the tests on software applications. It is a software applications.	5-8 years	\$95.00	\$35.00				
Tech/Production Support Testers Testers Testers Testers Responsi assurance Designs a develops documen provides assurance Designs a develops develops develops develops develops develops documen provides assurance Designs a develops develops develops documen provides members Tester Responsi assurance Designs a develops documen provides members Tester members	o production operations. hoots issues, identifies solutions, ires customer satisfaction. s production metrics and provides pdates to management. ible for executing quality be tests on software applications, and implements test plans, and executes test cases, and its results. Reports defects and status updates to project team s. sible for executing quality be tests on software applications. and implements test plans,	5-8 years						
Responsi assurance Designs a develops documen provides members Responsi assurance Designs a develops documen provides members Responsi assurance Designs a develops documen provides members Responsi acceptante Designs a develops documen provides members Responsi acceptante Designs a deceptante Designs a develops documen provides deceptante Designs a deceptante Designs a develops documen provides de develops deceptante Designs a develops deceptante Designs a develops deceptante Designs a develops deceptante Designs a develops de develop	the tests on software applications. and implements test plans, and executes test cases, and attributes results. Reports defects and status updates to project team s. sible for executing quality be tests on software applications. and implements test plans,	3-5 years	\$80.00	\$35.00				
Respons assurance Designs a develops documen provides Sr. QA Tester Respons acceptance Designs a develops documen provides members Respons acceptance Designs a	sible for executing quality the tests on software applications. and implements test plans,	3-5 years	\$80.00	\$35.00				
Sr. QA Tester members Respons acceptant Designs a	and executes test cases, and its results. Reports defects and status updates to project team							
documen	s. sible for executing user uce tests on software applications. and implements test plans, and executes test cases, and ats results. Reports defects and	5-8 years	\$90.00	\$35.00				
UA Tester members Respons acceptan Designs a develops documen	sible for executing user ace tests on software applications. and implements test plans, and executes test cases, and its results. Reports defects and	3-5 years	\$87.00	\$35.00				
Sr. UA Tester QA - Automation Tester Respons quality as applicatio plans, de and docu	status updates to project team s. sible for executing automated ssurance tests on software ons. Designs and implements test evelops and executes test cases, iments results. Reports defects ides status updates to project	5-8 years	\$95.00	\$35.00				

Date: 7/14
Entry (1-3 years)
MID (3-6 years)
SR (6 years-10)
Architects

Network Administration	Network Design	Network Security	IT Auditors	Penetration Testing	Cyber Security Trainer	Infrastructure PM	Application Analyst
\$60-\$80	N/A	\$70-\$90	\$75-\$85	\$60-\$75	\$65-\$85	\$75-\$95	\$60-\$75
\$80-\$100	\$90-\$115	\$90-\$120	\$85-\$115	\$75-\$95	\$85-\$115	\$95-\$115	\$75-\$95
\$100-\$125	\$115-\$130	\$120-\$140	\$115-\$135	\$95-\$115	\$115-\$130	\$115-\$145	\$95-\$115
\$125-\$135	\$130-\$150	\$140-\$160	\$135-\$165	\$115-\$135	\$130-\$150	\$145-\$165	\$115-\$135

- 1

Paramount Software

Sub-Category	Title
General Technology Network Review(Networking & Ne	Network Engineer
	Network Administrator
	Network Security Engineer
Technology Related Project Management	Network Project Manager
Technology Specific Application Review (i.e. PeopleSoft,	PeopleSoft Technical Consultant
	PeopleSoft Functional Consultant
	PeopleSoft Techno-Functional Consultant
Network Topology & Design Consultation	Netowrk Topology Consultant
IT Auditing Services	IT Auditor

Hourly Rate (USD)
\$75.00- \$80.00
\$70.00 - \$75.00
\$75.00 - \$85.00
\$80.00 - \$90.00
\$80.00 - \$90.00
\$80.00 - \$85.00
\$80.00 - \$90.00
\$80.00 - \$85.00
\$75.00 - \$80.00



Make the mark.

COUNTY OF ROCKLAND, NY

IT Consulting Services, Qualified Suppliers List (QSL)Proposal

Cost Proposal





Plante & Moran, PLLC

P.O. Box 307 3000 Town Center, Suite 100 Southfield, MI 48075 Tel: 248.352.2500 Fax: 248.352.0018 plantemoran.com

July 27, 2023

Paul J. Brennan, FNIGP, NIGP-CPP, CPPO Director of Purchasing Department of General Services – Purchasing Division 50 Sanatorium Road, Building A, 6th floor Pomona, NY 10970

Dear Paul,

Thank you for the opportunity to submit our proposal for Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL) services to County of Rockland ("the County"). We are excited for the chance to work with the County on these important initiatives.

The following pages describe our proposed fees for each category of services in our proposal.

We look forward to collaborating with you and your team. I will follow up with you soon to answer any questions you might have. You may also call me directly at 248-223-3447.

Sincerely,

Plante & Moran, PLLC

E. Scott Eilen

E. Scott Eiler, Partner



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Cost Proposal



Fee schedule

The following fees apply for our services. Our rates are exclusive of any travel costs. Should travel be agreed upon between Plante Moran and the County, we will bill the County for actual travel costs without markup.

Technology Related Administration Services

Role	IT Auditing	Technology related project management	Topology and design consultation	General technology network review	Technology specific application review
Partner	\$350 per hour	\$350 per hour	\$350 per hour	\$350 per hour	\$350 per hour
Project Manager	\$300 per hour	\$300 per hour	\$300 per hour	\$300 per hour	\$300 per hour
Technical Lead Consultant	\$300 per hour	\$300 per hour	\$300 per hour	\$300 per hour	\$300 per hour
Associate Technical Consultant	\$250 per hour	\$250 per hour	\$250 per hour	\$250 per hour	\$250 per hour
Consultant	\$200 per hour	\$200 per hour	\$200 per hour	\$200 per hour	\$200 per hour

Network Related Administration Services

Role	Penetration Testing	Cyber incident tabletop exercises and workshops
Partner	\$350 per hour	\$350 per hour
Project Manager	\$300 per hour	\$300 per hour
Technical Lead Consultant	\$300 per hour	\$300 per hour
Associate Technical Consultant	\$250 per hour	\$250 per hour
Consultant	\$200 per hour	\$200 per hour



We look forward to working with you. Please contact us with any questions.



E. Scott Eiler Engagement Partner 248-223-3447 scott.eiler@plantemoran.com According to our recent client satisfaction survey,

99%

of clients say they

would recommend Plante Moran.

OnA		
Service	Proposal Document	Rate
Penetration Testing	Mandiant Proactive Services Proposal	\$386.75
Spear Phishing Tests	Mandiant Proactive Services Proposal	\$386.75
Concierge Network Security Services	Managed Defense, Attack Surface Management, and Mandiant Security Validation	We are not able to give an hourly rate due to the limited information provided. If down selected, we can provide the cost of product as well as hourly rate for services as needed. Mandiant does not offer an hourly rate for products.
Remediation and Network Recovery Services	Mandiant IRP Development Proposal - Rockland County RFP	\$386.75
Cyber Incident Tabletop Exercises and Workshops	Mandiant TTX Proposal	\$386.75 + an additional 15% for expenses
IR Retainer proposal	Mandiant Incident Response Retainer Proposal	\$535.50

QSecGrid Inc.

RFP-RC-2023-019-A Technology Administrative Services

Role	Rate per Hour	
	Low	High
Business Analyst	258.56	307.17
Business Process Reengineering Specialist	258.56	307.17
Cloud Analyst - Solutions	188.61	192.38
Cloud Architect	330.44	337.05
Cloud Business Analyst	330.44	337.05
Cloud Computing Security Specialist	283.96	289.64
Cloud Consultant	450.01	459.01
Cloud Cybersecurity Assessment Analyst	223.96	289.64
Cloud Cybersecurity Engineer	173.31	176.78
Cloud Database Administrator	223.92	228.40
Cloud Operational Technology Security Enginee	214.33	218.62
Cloud Project Manager	330.43	337.04
Cloud Vulnerability Management Analyst	223.15	227.61
Consultant	342.65	349.50
Cybersecurity Assessment and Authorization (A	283.96	289.64
IT Policy/Legislative Specialist	112.07	141.73
IT Strategic/Capital Planner	121.45	153.58
Project Coordinator	126.14	159.51
Project Manager	498.52	592.22
Subject Matter Expert	404.82	480.91
Technical Architect	307.86	365.72
Technical Systems and Solutions Specialist	271.27	276.69

Title: Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)

RFP Number: RFP-RC-2023-019

HOURLY RATE SHEET

Each proposal shall include a rate sheet for each job title/personnel that is proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted. Proposed hourly rates for each resource by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.

Job Title/Description	Hourly Rate	
IT Auditing	\$115.92	
Development, Review and Creation of Technology Policies	\$126.96	
Technology Project Management	\$113.16	
Topography & Design Consultant	\$106.26	
General Technology Network Review (Networking & Network Security) Consultation	\$113.16	
Technology Specific Application Review (i.e. PeopleSoft, eCW, Microsoft, Tyler, Etc.)	\$120.06	



Price Bid for Information Technology Consulting Services, Qualified Suppliers List Rockland County





July 27, 2023

То

Paul J. Brennan, FNIGP, NIGP-CPP, CPPO Director of Purchasing Department of General Services - Purchasing Division 50 Sanatorium Road, Building A, 6th floor Pomona, NY 10970 Telephone: 845-364-3820

Subject: Price Bid for RFP Number: RFP-RC-2023-019 Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)

We, Radiance Technologies LLC are pleased to present our price bid for your review for Technology Related Project Management under Technology Related Administrative Services against RFP Number: RFP-RC-2023-019 Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL).

Item Description	Costs
Technology Related Project	
Management under	125.00 USD per Hour *
Technology Related	123.00 03D per Hour
Administrative Services	

^{*}Above is all inclusive of Travel and other ancillary expenses.

The information in this RFP is to be utilized solely for preparing the proposal response to this RFP and does not constitute a commitment by the Rockland County to procure any product or service in any volume. Hope the above is in line with your requirements.

^{*}Allocated project manager would be working either in person, remote and hybrid as per project schedules and project requirements.

^{*}Taxes extra as applicable at the time of billing.



Please feel free to contact Sulabh Shrivastava @ <u>Sulabh.shrivastava@radiatechs.com</u> or +1-610-573-3969 or the undersigned if any additional information / details are required.

Signature

Title: Director - Sales

Typed Name: Suruchi Shrivastava

Date: July 27, 2023





<u>Section V – Cost Proposal (Uploaded as Separate Attachment)</u>

RTI presents the below pricing table for each subcategory we are bidding on and includes the Title, Level of Experience, and our Not-to-Exceed Hourly Rate that we'd propose for any future work solicited through the Qualified Suppliers List. These hourly rates are considered all-inclusive and is extremely similar in structure (and cost) we offer our various other clients'.

These hourly rates would help determine the overall cost we'd propose to Rockland County for any services requested, which would be based off the amount of estimated hours, technical resource experience level, and availability of RTI's own resources, etc. These determinations would be made in conjunction with Rockland's County proposed SOW, discussions with with key stakeholders of Rockland County's IT Department, and based off our own history working on IT projects.

Technology Related Administration Services Pricing

Technology Project Management Price Table

Title	Level	Years of Experience	Not-to-Exceed Hourly Rate
Project Manager I	1	0 – 5 Years	\$ 115.00
Project Manager II	2	6 – 10 Years	\$ 130.00
Project Manager III	3	11 – 15 Years	\$ 150.00
Project Manager IV	4	16 – 20 Years	\$ 175.00
Project Manager V	5	20+ Years	\$ 200.00

Technology Specific Application Review Price Table

Title	Level	Years of Experience	Not-to-Exceed Hourly Rate
Application Specialist I	1	0 – 5 Years	\$ 100.00
Application Specialist II	2	6 – 10 Years	\$ 125.00
Application Specialist III	3	11 – 15 Years	\$ 145.00
Application Specialist IV	4	16 – 20 Years	\$ 170.00
Application Specialist V	5	20+ Years	\$ 195.00



Edwin J. Day - Rockland County

Quotation # S00026

Quotation Date: 07/17/2023

Salesperson:

Rubensky Calixte

Description	Quantity	Unit Price	Taxes	Amount
IT Auditing Services	1.00	150.00	Tax	\$ 150.00
	Units		7.00%	
Information Systems Auditor (CISA Certified):				
(Assists in evaluating the adequacy and effectiveness of internal controls and compliance with regulations.)				
Penetration Testing Services	1.00	200.00	Tax	\$ 200.00
	Units		7.00%	
Penetration Testing Engineer (OSCP Certified):				
(Conducts penetration testing to identify vulnerabilities and suggest remediation strategies.)				
Technology Policy Creation Services	1.00	150.00	Tax	\$ 150.00
	Units		7.00%	
Technology Policy Specialist:				
(Creates robust, practical, and compliant technology policies tailored to your specific needs.)				
Project Management Services	1.00	150.00	Tax	\$ 150.00
	Units		7.00%	
IT Project Manager:				
(Manages and ensures successful delivery of technology projects within scope, time, and budget.)				
Network Review and Security Services	1.00	200.00	Tax	\$ 200.00
, and the second se	Units		7.00%	
Network Security Analyst:				
(Performs network reviews, identifies potential vulnerabilities, and enhances network security.)				

RUBENSKY CALIXTE

Rubencalixte

ruben@rubencalixte.com

1-954-816-9876

Application Review Services	1.00 Units	150.00	Tax \$ 150.00 7.00%
Application Review Specialist:			
(Provides in-depth analysis and performance optimization strategies for specific applications.)			
Spear Phishing Tests	1.00 Units	150.00	Tax \$ 150.00 7.00%
Cyber Security Specialist: (Simulates spear-phishing attacks to test the organization's vulnerability to such threats and provides training to mitigate them.)			
Concierge Network Security Services	1.00 Units	200.00	Tax \$ 200.00
Network Security Manager: (Provides round-the-clock network monitoring, ensuring immediate identification and mitigation of threats.)	Office		7.0070
Remediation and Network Recovery Services	1.00 Units	200.00	Tax \$ 200.00
IT Recovery Specialist: (Ensures quick recovery of IT systems in the event of a failure or breach, minimizing downtime.)			
Cyber Incident Tabletop Exercises and Workshops	1.00 Units	200.00	Tax \$ 200.00
Cyber Incident Response Trainer: (Conducts exercises and workshops to prepare the team for potential cyber threats and attacks.)			

Positions	Hourly Rates (Onsite)	Hourly Rates (Remote)
General Technology Network Review(Networking &		
Network Security) Consultation		
1 Suggest positions		
Network Security Consultant	94.5	89.5
Network Engineer	93.5	88.5
Information Security Analyst	99.5	94.5
Network Administrator	94.5	89.5
IT Security Manager	105.5	100.5
Penetration Tester (Ethical Hacker)	110.5	105.5
Network Architect	112.5	107.5
Cybersecurity Auditor	115.5	110.5
Security Operations Center (SOC) Analyst	110.5	105.5
Network Consultant	92.5	87.5
Firewall Administrator	95.5	90.5
Wireless Network Specialist	96.5	91.5
Network Forensics Analyst	95.5	90.5
Cloud Security Specialist	102.5	97.5
Network Compliance Manager	100.5	95.5
Horron Compilarico Mariago	100.0	7 0.0
2 Technology Related Project Management		
Technology Project Manager	110.5	105.5
IT Project Manager	120.5	115.5
Software Project Manager	110.5	105.5
Hardware Project Manager	100.5	95.5
Network Project Manager	98.5	93.5
Cybersecurity Project Manager	117.5	112.5
Cloud Project Manager	120.5	115.5
Data Science Project Manager	115.5	110.5
	116.5	111.5
Mobile App Project Manager Web Development Project Manager	108.5	103.5
	112.5	103.5
Business Intelligence Project Manager		
AI/ML Project Manager (Artificial Intelligence/Machine		113.5
loT Project Manager (Internet of Things)	115.5	110.5
E-commerce Project Manager	118.5	113.5
Digital Transformation Project Manager	115.5	110.5
O Tarakan kana Cara Wa Ang Kan Kan Baring Car Baraka Ca	(1 50)4/ 44'	0 7 1
3 Technology Specific Application Review (i.e. PeopleSo		
PeopleSoft Application Analyst	120.5	115.5
 ECW (Electronic Health Record) Implementation Speci	118.5	113.5
Microsoft Dynamics 365 Consultant	110.5	105.5
Tyler Technologies Software Tester	110.5	105.5
SAP Application Support Specialist	118.5	113.5
Salesforce Administrator	115.5	110.5
Oracle Database Administrator	121.5	116.5
Workday Functional Consultant	125.5	120.5
Adobe Experience Manager Developer	100.5	95.5
ServiceNow Configuration Specialist	115.5	110.5
Tableau Data Analyst	110.5	105.5
Google Cloud Platform (GCP) Solutions Architect	122.5	117.5
AWS (Amazon Web Services) DevOps Engineer	120.5	115.5
Cisco Network Engineer (for Cisco-specific application	112.5	107.5

IBM Maximo Implementation Consultant	122.5	117.
4 Development, Review and Creation of Technology	Policies	
Technology Policy Analyst	98.5	93.5
IT Policy Manager	90.5	85.5
Cybersecurity Policy Specialist	98.5	93.5
Data Privacy Compliance Officer	97.5	92.5
Information Security Policy Consultant	98.5	93.5
Technology Governance Coordinator	105.5	100.
IT Risk and Compliance Analyst	102.5	97.5
Regulatory Compliance Manager	108.5	103.
Technology Policy Advisor	110.5	105.
Cloud Security Policy Architect	118.5	113.
Network Policy Administrator	110.5	105.
Software Development Policy Lead	115.5	110.
Data Governance Officer	118.5	113.
Technology Ethics Consultant	104.5	99.5
Policy and Procedure Writer	102.5	97.5
Tolloy and Frederic Timel	102.0	77.0
5 Network Topology & Design Consultation		
Network Solutions Architect	112.5	107.
Network Design Consultant	100.5	95.5
Network Infrastructure Engineer	105.5	100.
Cisco Network Consultant	108.5	103.
Wireless Network Design Specialist	110.5	105.
Network Security Architect	120.5	115.
Cloud Network Engineer	115.5	110.
Data Center Network Consultant	115.5	110.
Software-Defined Networking (SDN) Specialist	110.5	105.
Network Virtualization Engineer	118.5	113.
Network Performance Analyst	112.5	107.
Enterprise Network Planner	105.5	100.
Voice Network Design Engineer	102.5	97.5
WAN Optimization Consultant	98.5	93.5
Network Capacity Planning Specialist	95.5	90.5
6 IT Auditing Services		
IT Auditor	90.5	85.5
Information Systems Auditor	95.5	90.5
IT Audit Manager	92.5	87.5
Cybersecurity Auditor	102.5	97.5
Technology Compliance Analyst	105.5	100.
IT Governance Specialist	102.5	97.5
Data Privacy Auditor	98.5	93.5
IT Risk Analyst	102.5	97.5
Network Security Auditor	104.5	99.5
Cloud Infrastructure Auditor	115.5	110.
Application Security Tester	104.5	99.5
IT Controls and Compliance Coordinator	102.5	97.5
IT Audit Consultant	98.5	93.5
Vendor Risk Assessor	95.5	90.5
IT Internal Controls Analyst	96.5	91.5

Net	work Security Project Manager	100.5	95.5
	ersecurity Analyst	106.5	101.5
	rmation Security Engineer	95.5	90.5
	vall Administrator	101.5	96.5
	work Security Architect	98.5	93.5
	urity Operations Center (SOC) Manager	105.5	100.5
	dent Response Coordinator	100.5	95.5
	etration Tester (Ethical Hacker)	101.5	96.5
	urity Policy Analyst	103.5	98.5
	work Security Consultant	102.5	97.5
	ntity and Access Management (IAM) Specialist	106.5	101.5
	a Loss Prevention (DLP) Analyst	109.5	104.5
	ud Security Engineer	110.5	105.5
	work Forensics Investigator	115.5	110.5
	point Security Administrator	105.5	100.5
		1	
8 Pen	etration Testing		
	etration Tester (Ethical Hacker)	90.5	85.5
	ensive Security Specialist	91.5	86.5
	nerability Assessment Analyst	92.5	87.5
	Team Operator	93.5	88.5
	lication Security Penetration Tester	94.5	89.5
	work Penetration Tester	95.5	90.5
	Application Security Tester	96.5	91.5
	eless Security Penetration Tester	97.5	92.5
	al Engineering Specialist	98.5	93.5
	Security Penetration Tester	99.5	94.5
	ud Security Penetration Tester	100.5	95.5
	pile App Security Tester	101.5	96.5
	ustrial Control Systems (ICS) Penetration Tester	102.5	97.5
	eless Penetration Tester	103.5	98.5
	sical Security Penetration Tester	104.5	99.5
1,	medi de com y i en en aneri rester	10 1.0	77.0
9 Cvt	er Incident Tabletop Exercises and Workshops		
	ersecurity Incident Response Manager	110.5	105.5
	dent Response Analyst	108.5	103.5
	ersecurity Training Specialist	106.5	101.5
	etop Exercise Facilitator	104.5	99.5
	dent Response Coordinator	102.5	97.5
	ersecurity Awareness Trainer	100.5	95.5
	er Threat Intelligence Analyst	110	105
	dent Response Team Lead	109	103
	ersecurity Exercise Planner	107	102
	rmation Security Trainer	107	100
	dent Response Drill Coordinator	103	98
	ersecurity Workshop Facilitator	101	96
	er Incident Analyst	99	94
	ecurity Awareness Coordinator	97	92
	er Crisis Management Specialist	95	90
Cyt	от стъв манадентетт эрестаня	7.5	70
10 Mor	nitoring of Network Components		
	work Monitoring Engineer	102.5	97.5
	work Operations Center (NOC) Analyst	103.5	98.5
	work Monitoring Specialist	104.5	99.5

	Network Performance Engineer	105.5	100.5
	Network Monitoring Administrator	106.5	100.5
	Network Infrastructure Monitor	100.5	102.5
	Network Health Analyst	108.5	103.5
	Network Traffic Analyst	100.5	104.5
	Network Operations Technician	110.5	105.5
	Network Alert Management Specialist	111.5	106.5
	Network Event Analyst	112.5	107.5
	Network Monitoring Tools Administrator	113.5	107.5
	Network Availability Analyst	114.5	109.5
	Network Bandwidth Monitoring Specialist	115.5	110.5
	Network Security Operations Analyst	116.5	111.5
- 1	verwork seconity operations / thatysi	110.5	111.0
11 \$	Spear Phishing Tests		
S	Spear Phishing Tester	96.5	91.5
S	Social Engineering Specialist	98.5	93.5
	Cybersecurity Awareness Trainer	100.5	95.5
	Phishing Awareness Program Manager	102.5	97.5
	Security Awareness Analyst	104.5	99.5
	Cyber Threat Intelligence Analyst	106.5	101.5
	ncident Response Analyst (Phishing Incidents)	108.5	103.5
	Phishing Simulation Coordinator	110.5	105.5
	Cybersecurity Training Specialist	112.5	107.5
	Anti-Phishing Campaign Manager	114.5	109.5
	Security Operations Center (SOC) Analyst (Phishing De	116.5	111.5
	Phishing Awareness and Education Coordinator	118.5	113.5
	Cybersecurity Awareness Campaign Developer	120.5	115.5
	Cybersecurity Behavior Analyst	122.5	117.5
	Cybersecurity Behavior Analyst Phishing Risk Assessment Specialist	122.5 124.5	117.5 119.5
F	Phishing Risk Assessment Specialist		
12 C	Phishing Risk Assessment Specialist Concierge Network Security Services	124.5	119.5
12 C	Phishing Risk Assessment Specialist Concierge Network Security Services Concierge Network Security Specialist	124.5	99.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant	124.5 104.5 105.5	99.5 100.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst	124.5 104.5 105.5 106.5	99.5 100.5 101.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager	124.5 104.5 105.5 106.5 107.5	99.5 100.5 101.5 102.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer	124.5 104.5 105.5 106.5 107.5 108.5	99.5 100.5 101.5 102.5 103.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator	124.5 104.5 105.5 106.5 107.5 108.5 109.5	99.5 100.5 101.5 102.5 103.5 104.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5	99.5 100.5 101.5 102.5 103.5 104.5 106.5 107.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5	99.5 100.5 101.5 102.5 103.5 104.5 106.5 107.5 108.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5 107.5 108.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5 107.5 108.5 109.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR)	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5	99.5 100.5 101.5 102.5 103.5 104.5 106.5 107.5 108.5 109.5 110.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR) Network Security Incident Handling Coordinator	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5 117.5	99.5 100.5 101.5 102.5 103.5 104.5 106.5 107.5 108.5 109.5 110.5 111.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR)	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5	99.5 100.5 101.5 102.5 103.5 104.5 106.5 107.5 108.5 109.5 110.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR) Network Security Incident Handling Coordinator Concierge Managed Security Services (MSS) Manager	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5 117.5	99.5 100.5 101.5 102.5 103.5 104.5 106.5 107.5 108.5 109.5 110.5 111.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Engineer Network Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR) Network Security Incident Handling Coordinator Concierge Managed Security Services (MSS) Manager Remediation and Network Recovery Services	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5 117.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5 107.5 108.5 110.5 111.5 112.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR) Network Security Incident Handling Coordinator Concierge Managed Security Services (MSS) Manager Remediation and Network Recovery Services Network Remediation Specialist	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5 117.5 118.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5 107.5 108.5 110.5 111.5 112.5 113.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR) Network Security Incident Handling Coordinator Concierge Managed Security Services (MSS) Manager Remediation and Network Recovery Services Network Remediation Specialist Cybersecurity Incident Response Manager	124.5 104.5 105.5 106.5 107.5 108.5 109.5 111.5 112.5 113.5 114.5 115.5 116.5 117.5 118.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5 107.5 108.5 110.5 111.5 112.5 113.5
12 C	Concierge Network Security Services Concierge Network Security Specialist Network Security Consultant Cybersecurity Concierge Analyst Network Security Operations Manager Concierge Security Engineer Network Security Service Coordinator Cybersecurity Incident Response Concierge Network Security Solutions Architect Concierge Cyber Threat Intelligence Analyst Network Security Compliance Specialist Concierge Firewall Administrator Network Security Risk Assessment Advisor Concierge Managed Detection and Response (MDR) Network Security Incident Handling Coordinator Concierge Managed Security Services (MSS) Manager Remediation and Network Recovery Services Network Remediation Specialist Cybersecurity Incident Response Manager Network Recovery Coordinator	124.5 104.5 105.5 106.5 107.5 108.5 109.5 110.5 111.5 112.5 113.5 114.5 115.5 116.5 117.5 118.5	99.5 100.5 101.5 102.5 103.5 104.5 105.5 106.5 107.5 108.5 110.5 111.5 112.5 113.5
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Remediation Project Manager	109.5	104.5
Cyber Threat Intelligence Analyst	110.5	105.5
Incident Response Team Lead	111.5	106.5
Network Security Analyst (Remediation Focus)	112.5	107.5
Data Breach Recovery Specialist	113.5	108.5
Incident Recovery Consultant	114.5	109.5
Network Restoration Technician	115.5	110.5
Cyber Incident Remediation Analyst	116.5	111.5
IT Disaster Recovery Specialist	117.5	112.5

SAVE MY PROJECT LLC

Request for Proposal (RFP) Bid – Rate Sheet

EXECUTIVE SUMMARY

Save My Project LLC is pleased to submit this proposal for services to support the organization in achieving its goals and described in the RFP.

Project Information

Project Name	Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)
Proposal Reference	RFP-RC-2023-019
Due Date for RFP	20 July 2023
Date of Submission	03 July 2023

Proposal

The Rockland County ITS department may require project management for various projects on an as-needed basis. Projects will be based upon an individual Statement of Work for each project. Save My Project LLC can be used to manage and implement various projects to meet the needs of ITS objectives. Save My Project LLC will be able to provide project management services that require one project manager immediately and can subcontract other project managers with advance notice of at least 30 business days.

Overview

Scope, Constraints, Assumptions

Scope

Within Scope

Directly manage all aspects of the projects/program assigned to Save My Project LLC.

Define, plan, and coordinate the execution of the required deliverables.

Define and track assigned project/program milestones for projects/programs assigned to Save My Project LLC.

Provide communication channels between stakeholders and resources for assigned projects/programs.

Outside Scope

Items not included in the SOWs assigned to Save My Project LLC

Constraints

Resources (i.e. personnel, financial, etc.) available to do the necessary work

Assumptions

Rockland County will provide the necessary logistics and additional resources to complete project management services.

Rockland County will provide access to the necessary systems and data needed to complete project management services.

Rate

Description	Cost*
Project Management Services	\$75/hr
Out-of-Scope Project Management Services	\$100/hr
Overtime work	\$112.50/hr

^{*}Estimate is on a per-person basis.

CONCLUSION

Save My Project looks forward to working with Rockland County and supporting your efforts to plan and implement necessary projects. I am confident that we can meet the challenges ahead, and I stand ready to partner with you in delivering effective support.

If you have any questions, comments, or concerns, don't hesitate to get in touch with me at natima.harrison@savemyproject.com or call 719-257-9151.

I appreciate your consideration,

Na'Tima A. Harrison Owner/Consultant



the advantage of insight











Date: July 27, 2023

RESPONSE TO RFP-RC-2023-019 IT SECURITY CONSULTING COST PROPOSAL

Contact for RFP Response:

Patrick Swere

Proposal Manager pswere@securanceconsulting.com P: 877.578.0215

www.securanceconsulting.com



PROFESSIONAL FEES

Each proposal shall include a rate sheet for each job title/personnel that is proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted.

Proposed hourly rates for each resource by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.

Hourly Rate

Securance's cost proposal is based on the hourly rates provided below, inclusive of labor, travel, system licenses, and other reimbursable expenses. These hourly rates apply to all tasks and personnel resources required to complete projects under this QSL. Any follow-up assessments or additional consulting engagements will be billed at the same hourly rates.

Position Title	Hourly Rates
Senior IT and Cybersecurity Project Manager	\$140
IT and Cybersecurity Project Manager	\$128
Senior IT Audit Consultant	\$145
IT Audit Consultant	\$124
Senior IT Consultant	\$145
IT Consultant	\$124
Senior Cybersecurity Consultant	\$145
Cybersecurity Consultant	\$124
Technical Writer	\$75
Senior Cybersecurity Architect	\$145
Senior Cybersecurity Engineer	\$135
Enterprise Application Consultant	\$155
Penetration Testing Specialist	\$145
Senior Business Continuity/Disaster Recovery Planner	\$145

Payment Terms

Securance will submit an invoice after providing a draft report or other deliverable, as appropriate. All fees are due within 30 days following receipt of invoice. Securance will deliver the final report or deliverable following receipt of payment.

Professional Fees

Assumptions

Securance's proposed rates and labor categories are based on the information that has been made available to us and on our understanding of the scope of the QSL. We will respond to each task order with a firm, fixed price, as appropriate, based on the information in County's task order and the labor categories and rates in this proposal. If events or circumstances, such as changes in scope, loss or unavailability of County personnel, or unavailability of documentation, occur, Securance will determine their effect on the engagement scope, timing, and/or fees and promptly notify County of any such changes. Securance will not proceed with any changes or additions to the scope of work under a task order without County's explicit written approval.



Rate Sheet

The County of Rockland

RFP-RC-2023-019

Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)

Prepared by

SoftSages Technology

Anthony Merulla, Vice President Sales & Marketing

20 Mystic Lane, 2nd Floor, Malvern, PA 19355

Phone: (484) 321-8314 | Fax: (484)-320-6360

E-mail: rfp@Softsages.com.

© SoftSages LLC



Hourly Rate Sheet

Profile	Hourly Rate	
	Remote	Onsite
IT Auditor	\$75	\$95
Project Manager	\$80	\$100
Network Design Architect	\$95	\$125
Network and Security Consultant	\$90	\$115
Penetration Tester	\$75	\$100
Cloud Security Engineer	\$80	\$110
Network Administrator	\$65	\$85
Information Security Engineer	\$70	\$95
Cybersecurity Engineer	\$75	\$105

SpearMC Consulting, Inc. Response to RFP-RC-2023-019-A



Cost Proposal: Hourly Rate Sheet

Cost Proposal: Hourly Rate Sheet (PeopleSoft and Project Management)

SpearMC has domain expertise working for Public Sector customers with specializations and proven experience in all PeopleSoft modules, release levels and PUMs in use at Rockland County.

SpearMC is able to provide all PeopleSoft (PSFT) services to Rockland County for Human Capital Management (HCM) and Financial Supply Chain Management (FSCM).

- PeopleSoft 9.2 Human Capital Management (HCM): Benefits, Core HR, Workforce Admin, Academic
 Personnel (bolt-on), Labor Cost Distribution (bolt-on), Absence Management, Time and Labor, Candidate
 Gateway, Recruiting, Payroll, ACA Year-End, Time & Labor, Compensation, Employee Self Service, Manager Self
 Service, ePerformance, Functional HCM Security, ELM, PeopleSoft Directory Interface (integrating with
 Microsoft AD environment).
- PeopleSoft 9.2 Financials and Supply Chain (FMS): Asset Management, Accounts Payable, Accounts
 Receivable, Purchase Order, General Ledger (with Commitment Control), Cash Management, eProcurement,
 eSupplier, Lease Administration (GASB87 bolt-on), Supplier Contracts, Grants Management, Project Costing,
 Billing, Contracts, nVision, Expenses, Strategic Sourcing, Functional FSCM Security.
- PeopleTools 8.56-8.60 and related Oracle Technologies: System Administration, PUM, DPK, OCI, OOP, Portal, ElasticSearch, Fluid, PeopleCode, Java, AppEngine, IB, REST/WebServices, Technical Security, BI Publisher, Kibana, AWE, Oracle Digital Assistant.
- Technology Relations Administration Services → Technology Related Project Management
- Technology Relations Administration Services → Technology Specific Application Review (i.e PeopleSoft, ECW, Microsoft, Tyler, etc.)

SpearMC Consulting, Inc. Response to RFP-RC-2023-019-A



Cost Proposal: Hourly Rate Sheet

Cost Proposal: Hourly Rate Sheet (PeopleSoft and Project Management)

This hourly rate sheet for each job title/personnel that is proposed to work on a Consulting project. This rate sheet shall be used as the basis for negotiation for projects assigned or quoted. Proposed hourly rates for each resource by title, listing hourly rates for each resource that can be provided is to include all cost, excluding out-of-pocket reimbursable expenses related to travel but including overhead and profit.

As requested, pricing for PeopleSoft and Project Management Services can be found in the table below. Role descriptions and pricing for most common roles (in bold) will cross-reference to specific PeopleSoft technical or functional positions.

	On-Shore Range (hour)	On-Shore Mid-Point (hour)
(a) PeopleSoft Application Developer (PeopleCode, AppEngine, Fluid):	Min \$110 to Max \$160	\$135
(b) PeopleSoft Business Analyst:	Min \$110 to Max \$180	\$145
(c) PeopleSoft BI (Kibana) Specialist:	Min \$110 to Max \$160	\$135
(d) PeopleSoft Data/System Administrator:	Min \$100 to Max \$150	\$125
(e) PeopleSoft Database Administrator – Oracle:	Min \$100 to Max \$150	\$125
(f) PeopleSoft Documentation Specialist/Technical Writer:	Min \$90 to Max \$140	\$115
(g) PeopleSoft Integration Developer (REST, IB, WebServices):	Min \$110 to Max \$160	\$135
(h) PeopleSoft Consultant:	Min \$110 to Max \$180	\$145
(i) PeopleSoft Program Manager:	Min \$115 to Max \$165	\$140
(j) PeopleSoft Project Manager:	Min \$100 to Max \$150	\$125
(k) PeopleSoft QA and PTF (Testing) Analyst:	Min \$90 to Max \$140	\$115
(I) PeopleSoft Enterprise Architect	Min \$120 to Max \$170	\$145

Price Guarantee Period: The proposed price and/or hourly rates shall remain firm through the first contract period with no adjustments allowed. If Rockland County exercises any of the option years of the contract, SpearMC may submit a request for adjustment on the yearly anniversary date of the contract. Any request for price adjustment(s) must be submitted thirty (30) days in advance of the anniversary date; in writing to the Director of Purchasing. Any and all price adjustments will be limited to the percentage increase in applicable CPI Index for the preceding 12 months. The County reserves the right to reject any request for price increase deemed excessive.

Authorized Agent's Name and Initials: Marcus Bode, President



- Technology Relations Administration Services → Technology Related Project Management
- Technology Relations Administration Services → Technology Specific Application Review (i.e PeopleSoft, ECW, Microsoft, Tyler, etc.)

Spruce Technologies

Resource

Nadine Prendergast Cato

Dongxiao Ji

Mauric Ruales

Priya Ayyala

Varsha Premkumar

Richard Gawron

Shashidhaman Sampath

Rockland County Price Proposal - Technology Related Service Position

Advisory Services Oversight
Technical SME
Project Manager
Quality Assurance
Sr. Business Analyst
Technical Writer
Data Analyst

Hourly Rate

\$185.00 \$170 \$140 \$90 \$100 \$92 \$72

Stellar Services, Inc.





Rockland County



Proposal for RFP-RC-2023-019-A Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)

Due date: July 27th, 2023, 3:00 PM

PREPARED BY:

Chuck Romoser

Senior Vice President

Stellar Services, Inc. 70 West 36th Street, 7th FL New York, NY 10018 (609) 752-6424 cromoser@stellarservices.com



SECTION V - COST PROPOSAL

Below table shows the anticipated hourly rate for the positions that may be needed for the category: Technology Related Administration Services for the services including:

- General Technology Network Review(Networking & Network Security) Consultation
- Technology Related Project Management
- Technology Specific Application Review (i.e. PeopleSoft, ECW, Microsoft, Tyler, etc.)
- Development, Review and Creation of Technology Policies
- Network Topology & Design Consultation
- IT Auditing Services

More roles can be added upon discussion.

Title/Role	Hourly Rate
CIO	\$175
Network Engineer	\$150
Network Consultant	\$125
Project Manager	\$150
Applications Developer Sr.	\$150
Applications Developer	\$125





	Hourly Billing Rate	
Role	Designation	(Dollar Amt)
	Senior Manager	\$95.00
Management Roles	Manager	\$90.00
	Senior Resource Manager	\$95.00
	Resource Manager	\$90.00
	Senior Project Manager	\$97.00
	Project Manager	\$95.00
Project Management	Senior Development Manager/Solution Architect	\$102.00
Roles	Development Manager	\$98.00
	Scrum Master	\$88.00
	Senior DevOps Manager	\$102.00
	Senior Business Analyst	\$90.00
	Mid-Level Business Analyst	\$85.00
Business Analyst Roles	Entry Level Business Analyst	\$80.00
	Product Owner	\$90.00
	Senior Data Engineer	\$105.00
	Data Engineer	\$90.00
1	Development Team Lead	\$90.00
	Senior Developer	\$80.00
	Mid-Level Developer	\$73.00
	Entry Level developer	\$65.00
	Full Stack Developer	\$80.00
	Front End UI/UX developer	\$75.00
	Report Developer	\$70.00
Development Team	SQL Administrator	\$75.00
Roles	Systems Administrator	\$75.00
	Oracle Developer	\$95.00
	Oracle Application suite	\$105.00
	DevOps Developer	\$85.00
	Senior QA Analyst - Manual	\$71.00
	Mid-Level QA Analyst - Manual	\$67.00
Quality Assurance	Entry Level QA Analyst - Manual	\$62.00
Roles	Senior QA Analyst - Automation	\$72.00
	Mid-Level QA Analyst - Automation	\$68.00
	Entry Level QA Analyst - Automation	\$63.00
letworking/IT Team	Infrastructure support applications / Architect	\$120.00
Roles	Network Engineer	\$92.00
	Infrastructure support analyst	\$92.00

Senior Level – 10 and above years Exp.

Mid-Level – Between 4-9 years Exp.

[♣] Entry/Jr level – 0-4 years Exp.

Tidal Basin Rate Sheet:

Position	Staff	FB rate
Software Lead	Chris Bombace	\$ 192.32
Systems Analyst	Justin Pohleven	\$ 105.76
Network Engineer	Nermin Dizdarevic	\$ 125.00
Sr. Infrastructure Engineer	Varian Bohling	\$ 192.32



Proposer Name: Tunabear Inc.

Proposed Category: **Technology-Related Administration Services**

Rates below indicate a maximum, not-to-exceed hourly billing rate.

Subcategory: Technology Project Management	Maximum Hourly Rate
Technical Project Manager	\$150.00
Senior IT Project Manager	\$170.00
Technical Program Manager	\$180.00
Project Coordinator	\$120.00
Agile Scrum Master	\$130.00
Cutover Lead	\$140.00
Subcategory: Technology-Specific Application Review	Maximum Hourly Rate
Application Architect	\$165.00
Application Database Administrator	\$150.00
System Database Administrator	\$135.00
Data Conversion Specialist	\$155.00
Business Intelligence Developer	\$145.00
ETL Developer	\$140.00
Cloud Specialist (Oracle, AWS, Google, Azure)	\$165.00
Programmer/Developer (Java/JSP/Servlets/XSL)	\$135.00
Programmer/Developer (NET/ ASP/Visual Basic)	\$130.00
Programmer/Developer (UL/UNIX/C++)	\$120.00
Sr. Peoplesoft Technical Developer	\$140.00
Sr. Peoplesoft Technical Architect	\$150.00
Sr. Peoplesoft Administrator	\$130.00
Sr. Peoplesoft Functional Analyst	\$150.00
Subcategory: IT Auditing	Maximum Hourly Rate
Forensic Auditor	\$150.00
Technical Data Specialist	\$145.00
Project Manager	\$140.00

V Group Inc

Category		
Technology Related Administration Services:	Job Title	Rate
General Technology Network Review(Networking & Network Security) Consultation	Network Administrator	\$122.24
Technology Related Project Management	Project Manager	\$135.48
Technology Specific Application Review (i.e. PeopleSoft, ECW, Microsoft, Tyler, etc.)	Application Consultant	\$168.46
Network Topology & Design Consultation	Network Engineer/ Designer	\$139.14
IT Auditing Services	Audit Analyst	\$136.12

Vandis

Category	Job Title	Rate
Network Security Related Projects:		
Cyber Incident Tabletop Exercises and Workshops	Cybersecurity Incident Response Analyst	\$133.65
Concierge Network Security Services	Cybersecurity Vulnerability Assessment Analyst	\$122.33

ATTACHMENT 3 - PRICING FORM

nstructions:			
Respondent name:	Vastek Inc		
Α	В	С	D
No.	Position Title	Position Role Description	Rate Per Hour (excl. GST)
1	Lead Cloud Network security Engineer	Design and implement solutions to monitor the security posture of our cloud environments. Build tools and services to assist engineering teams in the remediation of cloud misconfigurations and violations of best practices (CIS, compliance frameworks, etc).	\$66.95

2	Cyber Security Analyst	A Cybersecurity Analyst's responsibilities include reviewing computer networks and identifying any potential vulnerabilities, installing the necessary software in order to protect it from unauthorized access, and documenting detections so that future breaches can be mitigated efficiently.	\$52.65
3	Application Security	Application Security Engineer is someone who is responsible for ensuring the security of the company's networks, data and applications. Application Security Engineer ensures that applications and services of an organization are secured and implemented with best security.	\$71.99

4	IT Security Analyst	The main use for IT Security and the main role for an IT Security specialist is to: Protect computer systems by creating barriers deterring external access to them. Recognise problems within systems by identifying uncharacteristic activity. Assess current situations with the network security and carry out audits.	\$67.48
5	Computer Security Specialist	Computer security specialists are IT professionals who use their skills to prevent cyber attacks on corporate information systems. They implement and maintain security systems, respond to privacy breaches, and train staff on security protocols.	\$52.62

6	Web Developer	A Web Developer is a professional who is responsible for the design and construction of websites. They ensure that sites meet user expectations by ensuring they look good, run smoothly and offer easy access points with no loading issues between pages or error messages.	\$51.46
7	Full Stack Developer	A Full-Stack developer is a professional responsible for working on both front-end and back-end development processes. They design, develop, and maintain fully-fledged and functioning platforms with databases or servers. These servers do not need other third-party applications to build an entire system from scratch.	\$79.88

8	IT Technician	IT technicians install, troubleshoot, and fix the hardware and software in a computer system. It's often considered an entry-level position. An IT technician provides a wide range of services to support, fix, and maintain the hardware and software of an organization's computer systems.	\$50.77
9	Dev OPS	A DevOps Engineer connects various application elements, such as libraries, software development kits, and APIs, and integrates other components, such as messaging tools, SQL data management, and other software components, with the help of coding and scripting.	\$96.34

10	Customer Service Representative	Their primary tasks may include greeting and communicating with customers in person, by phone, or by computer via chat or email. Specific duties will vary depending on the company and industry where you work, but they may include: Answering customer questions about the company, products, or services.	\$34.00
11	SEO Specialist	As an SEO specialist you'll identify strategies, techniques and tactics to increase the number of visitors to a website and obtain a high-ranking placement in the results page of search engines. By generating more leads for the business you'll open up new opportunities for driving growth and profit.	\$63.00

12	Consultant	Consultant might be suffix to any of these job titles as well, like a Front End Development Consultant, in which you offer strategic advice and help.	\$90.00
13	Project Manager	A web project manager leads a team of designers, developers, and testers in creating a website based on client specifications. Your job duties are to ensure all work is being done properly and in a timely fashion	\$61.55
14	Information Technician	To maintain, upgrade and install hardware and software. To propose and implement solutions to website issues and other problems encountered by users. To ensure high-quality products and services, according to the provided standards, processes and procedures. To ensure network optimization	\$42.64

15	IT Project Manager	Manages assigned IT projects to ensure adherence to budget, schedule, and scope of project. Develops, maintains, and revises proposals for assigned projects including project objectives, technologies, systems, information specifications, timelines, funding, and staffing.	\$61.80
16	Project Program Manager	The role of a program manager is to act as a coordinator for an organization's projects. They supervise and organize activities and ensure that project goals align with the company's objectives.	\$72.36

17	Field Project Manager	Prepare project budget and schedule. Plan and schedule team meetings to discuss project progress and issues. Develop standard processes and documentations required for project executions. Perform project management tasks including project timeline estimation and task assignment.	\$51.95
18	Digital program Manager	They make sure that the process of promoting the digital products and getting them into the hands of consumers goes smoothly. The digital program manager wears many hats. Some days, they are expected to be a marketing guru and manage ad campaigns to get the word out about the product	\$50.13

19	Agile Project manager	The Agile Project Manager (APM) is responsible for planning, leading, organizing, and motivating Agile project teams. The goals are to: Achieve a high level of performance and quality, and. Deliver agile projects that provide exceptional business value to users	\$66.76
20	Software Project manager	Software project managers are in charge of the planning, scheduling, budgeting, execution, and delivery of software and web projects. They ensure the successful completion of all software projects and also oversee the people performing work on the projects. Completely free trial, no card required	\$55.66

21	Scrum Master	The three roles of a scrum master are to facilitate, lead, and communicate. A scrum master must facilitate scrum meetings, also called daily standups. They must lead the meetings and conduct retrospective reviews to see what's happening	\$58.92
22	Junior Project Manager	Delegate tasks and resources to ensure the project is delivered according to plan. Monitor and document project progress to ensure on-time and on-budget delivery. Report project results to clients and management. Assist senior project manager with clerical tasks as requested.	\$41.15

23	Virtual Care Management Engagement Specialist	The Engagement Specialist will identify and utilize tools designed to improve the relationship between provider and audience. They will collaborate closely with crossfunctional teams. They may also analyze data to determine which audience engagement techniques are succeeding and which ones need to be revamped.	\$39.17
24	Senior Electronic Health Record Specialist (EHR)	EHR s help providers better manage care for patients and provide better health care by: Providing accurate, up-to-date, and complete information about patients at the point of care. Enabling quick access to patient records for more coordinated, efficient care.	\$25.49

25	Medical Records Specialist	Medical record specialists create, organize, maintain, and analyze records and other documents in a medical environment. They are responsible for ensuring compliance with mandated standards and guidelines, while also protecting the security and privacy of patient information. They forward documents to coders for review and coding. They provide support to other departments or staff members in accessing and retrieving needed files.	\$27.49
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26	Medical Office Specialist	Perform physical exams, diagnose and treat illnesses, and provide follow-up care. Advise patients on preventative and healthy habits. Serve as primary healthcare provider for patients. Contribute to business development and Strategic Planning	\$24.51
27	Associate Software Support Specialist	A software support specialist is in charge of making sure workers in an organization have access to company software and know how to use it. Job duties include direct training, writing support manuals, or providing phone support.	\$34.60

28	Infrastructure Engineer	They are professionals who design, build, deploy and maintain the company's IT (information technology) infrastructure. They are responsible for making the computing systems work efficiently and ensuring the services run smoothly	\$61.22
29	Senior Conversion Engineer	Design, develop, troubleshoot and execute packages to convert client data using stored procedures, functions, and scripts (i.e. SQL, etc.) in a database environment (such as Oracles, SQL Server, etc.). Determine solutions, process improvements and best practices staying current with technology.	\$66.72

30	Full Stack Developer	Full stack developers are computer programmers who are proficient in both front and back end coding. Their primary responsibilities include designing user interactions on websites, developing servers, and databases for website functionality, and coding for mobile platforms. Completely free trial, no card required.	\$60.01
31	IT Auditor	The role of IT auditors is to identify potential vulnerabilities, risks, and weaknesses in IT systems by reviewing their design and implementation, as well as their ongoing operations and maintenance.	\$49.88

32	Senior IT Auditor	Senior IT auditor provides input and assist in the identification of relevant IT standards (COBIT, ITIL, ISO 27001 and NIST Cybersecurity Framework) and regulatory requirements for incorporation as part of the audit scope and work program.	\$67.82
33	IT Internal Auditor	An Internal Auditor is a professional who ensures organizations and companies have accurate accounting throughout the year. They ensure that other accounting teams follow proper procedures and that all accounts are updated and accurate.	\$49.88
34	Audit Supervisior	Perform audits for business operations, finances, compliance with policies and procedures. Oversee audit planning and reporting activities according to established policies. Supervise	\$61.69

35	Information System Manager	oversee's the use of technology in a business or organization and their primary role is to design, manage, and monitor information systems by overseeing a team of specialists who install and maintain hardware and software upgrades.	\$63.47
36	Network Administrator	A Network Administrator manages and maintains corporate networks and servers. They install new hardware and applications, update existing systems, and continually monitor network performance. Their role ensures a smooth and secure network operation within a company.	\$62.36

37	Chief Information Officer	Chief information officer is a C-suite job title given to the executive in charge of information technology initiatives and strategy. The CIO oversees the computer systems required to support the organization's unique objectives and goals.	\$102.72
38	M365 Platform Manager	provides supervision, engineering, operational support and problem resolution for systems or an environment required to support a large, complex institutional IT system.	\$59.30

39	M365 Platform Architect	Developing and enhancing the use of the Microsoft 365 stack of products. Helping to develop and implement the relevant parts of the Data and Information Strategy. Developing and implementing the technical aspects of the Information Management Programme. Developing continual improvement of the M365 toolset. Creating workflows and Power Shells scripts to support automation and monitoring of services. Ensuring that appropriate information security is maintained across the clients Microsoft 365 instance.	\$82.73
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40	M365 Implementation Engineer	Design and Implement cloud infrastructure usin M365 devices such asAzure Ad,Exchange online, Share point online and One drive for business Develop and implement automation solutions using scripting languages such as PowerShell or Python.Collaborate with other engineers, project managers, and SEC Government stakeholders to understand business requirements, propose solutions, and provide updates on project progress.	\$52.39
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41	M365 Developer	To work on the design and coding of various in house developed apps. To work closely with the user experience team, in understanding aspects of a user's journey, and using this to design the force's digital channels. To ensure security measures are designed into existing and new apps, ensuring integrity of the system. To maintain/enhance working knowledge of emerging technology, tools and industry best practice.	\$57.15
42	User interface Designer	has a clear understanding of each phase of the design process: information architecture + interaction design, research + usability, rapid prototyping, visual + motion design, brand integration, and content creation	\$51.70

Vastek Inc.

43	Design Director	Design directors ensure that all products and experiences are delivered on time, on budget, and to the highest standards of quality. In addition to communicating a company's creative vision to design teams and stakeholders, a design director supervises the entire design process and all-important technical decisions.	\$88.66
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RFP-RC-2023-019, Information Technology (IT) Consulting Services, Qualified Suppliers List (QSL)



Description	Hourly Rate
Application Developer	\$102
Artificial Intelligence Developer	\$109
Business Process Analyst	\$123
Business Systems Analyst	\$102
Cloud security architect	\$160
Data Network Engineer	\$131
GIS Programmer	\$99
ERP Consultant	\$125
Information Assurance Analyst	\$110
Information Security Analyst	\$95
Information Security Operations Specialist	\$95
IoT security specialist	\$90
Microsoft Power Apps Developer	\$97
Mobile security engineer	\$95
Network Administrator/Network Engineer	\$95
PC Support Specialist (Helpdesk)	\$74
Project Manager	\$120
Network Topology & Design Consultant	\$100
Robotic Process Automation Developer	\$110
Security Analyst	\$141
Security and Access Control Administrator	\$120
SharePoint Designer/Developer	\$110
SQL Server Reporting Services Report Developer (SSRS Report Developer)	\$110
Systems Administrator/Systems Support Specialist/Systems Engineer	\$107
Systems Center Orchestrator/Azure Automation/PowerShell/MS Graph Automation	\$109
Technical Project Manager	\$138
Web Applications Developer	\$116
Web Designer/Graphic Designer	\$109
Windows Server Administrator	\$116
Website Designer/Developer	\$85

Personnel	Roles and Responsibilities	Cost per hour
Project Manager	Overseeing the entire project execution	\$175
Business Analyst	Responsible for gathering and analysing project requirements from stakeholders and translating them into functional specifications for projects involving third-party solutions or services	\$120
Vendor/Supplier Management	Responsible for managing vendor relationships, contracts, and deliverables	\$130
Legal/Compliance Specialist	Ensures that the project complies with relevant laws, regulations, and industry standards, and handles legal aspects such as contracts and intellectual property.	\$170
Finance/Budget Manager	Manages project finances and budgets, ensuring resources are allocated appropriately and tracking expenses against planned costs.	\$160
Human Resources (HR) Coordinator	Provides support for project team members, handles recruitment if needed, and ensures that HR policies and practices are adhered to during the project.	\$120
Technology Architect	Providing guidance on technology selection and making high-level technical decisions.	\$180
Developers/Programmers	Responsible for writing code, building software, and implementing technical solutions according to project requirements.	\$185
Quality Assurance (QA) Specialist	Responsible for developing test plans, executing tests, and identifying and reporting any defects or issues.	\$170
Infrastructure Specialist	Responsible for designing, implementing, and managing the necessary hardware, networks, servers, and infrastructure components to support the technology solution.	\$150
UI/UX Designer	Responsible for understanding user requirements, conducting usability testing, and designing interfaces that enhance user experience.	\$180
Data Analyst	Responsible for ensuring the efficient organization, storage, and retrieval of data.	\$170
Cybersecurity Specialist	Responsible for implementing security measures, assessing and mitigating security risks.	\$180
Subject Matter Experts (SMEs)	Responsible for contributing their expertise in technology.	\$100



WTG Professional Services – Rate Sheet:

- Standard Block Hour Rate \$300/hour
- Advanced Support Block Hour Rate \$375/hour
- WTG IRiSS (Incident Response and Infrastructure Support Services) Block Hour Rate \$400/hour

Arctic Wolf Quote – see pages 2 & 3





303 Wyman St. Ste 210, Waltham, MA 02451-1253 t. (781) 471-5021 f. (617) 507-6427

Sold To

Fax

Rockland County, NY

11 New Hempstead Rd

Phone (845) 364-2000

New City, NY 10956

Rockland County Purchasing

Ship To

Rockland County, NY Rockland County Purchasing 11 New Hempstead Rd

Phone (845) 364-2000

Fax

New City, NY 10956

QUOTE

WTGQ52240 Number

07/20/23 Date Expiration 08/19/23

Account Executive

Mike Spina 914-714-1070

mspina@winslowtechgroup.com

			Contract Start Date: 9/17	17/2023	Contract End D	ate: 9/16/2024
Line	Qty		Description		Unit Amount	Ext. Amount
		A4: - 14/-15 14DD				

Line	Qty	Description	Unit Amount	Ext. Amount
1		Arctic Wolf MDR		
2	400	Arctic Wolf MDR user license	\$137.50	\$55,000.00
3	33	Arctic Wolf MDR server license	\$137.50	\$4,537.50
4	433	Arctic Wolf MDR Log Retention - 1 year	\$9.90	\$4,286.70
5	18	Arctic Wolf 200 Series Sensor	\$2,062.50	\$37,125.00
6	400	Arctic Wolf MDR Office 365 user license	\$15.47	\$6,188.00
7	400	Arctic Wolf Managed Risk user license	\$68.75	\$27,500.00
8	33	Arctic Wolf Managed Risk server license	\$68.75	\$2,268.75
9	400	Arctic Wolf Managed Security Awareness Service	\$20.63	\$8,252.00
10	1	Arctic Wolf IR JumpStart Retainer	\$3,437.50	\$3,437.50
11	433	Arctic Wolf Platform - Users and Servers	\$10.32	\$4,468.56
12	1	Arctic Wolf Platform - Base Platform	\$4,687.50	\$4,687.50
13		Arctic Wolf MDR Onboarding - One Time Fee		
14	1	Arctic Wolf MDR Onboarding	\$8,838.99	\$8,838.99
15	1	Arctic Wolf Managed Risk Onboarding	\$2,455.93	\$2,455.93



Line	Qty	Description	Unit Amou	nt Ext. Amount
16		Please note that the quantities shown above are estimated based on previous scoping discussions with Rockland County. We would like to confirm the above scoping at a later date.	9	
**Note:	S		Shipping:	\$2,160.00
		facturer return policies, hardware, accessories, peripherals, and parts may be	*Total:	\$171,206.43
		30 days from the date on the invoice for a credit or a refund of the purchase any applicable restocking fees. Please note, software is not eligible for returns,	*Plus Applicable Ta	xes

price paid, less any applicable restocking fees. Please note, software is not eligible for returns, credits, or refunds.

Hourly Rates Sheet

Project - Information Technology Consulting Services, Qualified Suppliers List Ref - RFP-RC-2023-019-A

Technology Related Administration Services		
No	Job Title / Consultant	Hourly Rate (\$)
Developm	nent, Review, and Creation of Technology Policies	
1)	IT Security Policy Analyst	\$92.00
2)	Network Infrastructure Policy Specialist	\$88.00
3)	IT Risk Management Consultant	\$97.00
General T	echnology Network Review (Networking & Network Se	ecurity) Consultation
1)	Network Security Specialist	\$122.00
2)	Network Analyst	\$95.00
3)	Network Manager	\$122.00
4)	Network Engineer	\$102.00
5)	Network Architect	\$119.00
IT Auditin	g	
1)	Technology Risk Consultant	\$75.00
2)	Compliance Manager	\$86.00
3)	Cybersecurity Analyst	\$124.00
4)	Data Governance Analyst	\$87.00
5)	Risk and Controls Specialist	\$85.00
6)	IT Auditor	\$124.00
Topograp	hy & Design Consultant	
1)	Infrastructure Engineer	\$122.00
2)	IT Architect	\$122.00
3)	Network Design Specialist	\$102.00

Please confirm that the authorized agent preparing this Proposal has read, understands, and will ensure his/her firm's compliance with the provisions of this section:

	8 111	
Authorized Agent's Name and Initials:	0).1	07/19/2023

Zirlen Technologies

Ref - RFP-RC-2023-019-A

No	Job Title / Consultant	Hourly Rate (\$)
Technolo	gy Project Management	(+)
1)	IT Project Manager	\$115.00
2)	IT Project Team Lead	\$103.00
3)	Technology Delivery Manager	\$130.00
4)	Technology Change Management Analyst	\$130.00
5)	IT Program Manager	\$122.00
echnolo	gy Specific Application Review (i.e. PeopleSoft, eCW, Micr	osoft, Tyler, Etc.)
1)	Application Analyst	\$102.00
2)	Technology Solutions Architect	\$137.00
3)	Application Systems Analyst	\$102.00
4)	Software Package Consultant	\$69.00

Please confirm that the authorized agent preparing this Proposal has read, understands, and will ensure his/her firm's compliance with the provisions of this section:

Authorized Agent's Name and Initials:	D. N.	07/19/2023
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TITLE: Information Technology (IT) Consulting Services,	RFP NUMBER:
Qualified Suppliers List (QSL)	RFP-RC-2023-019

PURPOSE OF REQUEST FOR PROPOSAL (RFP)

The purpose of this request for proposal is to enter into a contract with qualified firms to provide Technology related services and projects on an as needed basis for the County of Rockland Information Technology Department. Firms may submit a single proposal for one and/or multiple projects and services listed. The County will be requiring services for multiple categories/subcategories, with details outlined in the proposal.

Technology Related Administration Services:

- General Technology Network Review(Networking & Network Security) Consultation
- Technology Related Project Management
- Technology Specific Application Review (i.e. PeopleSoft, ECW, Microsoft, Tyler, etc.)
- Development, Review and Creation of Technology Policies
- Network Topology & Design Consultation
- o IT Auditing Services

Network Security Related Projects:

- Penetration Testing
- Cyber Incident Tabletop Exercises and Workshops
- Monitoring of Network Components
- Spear Phishing Tests
- Concierge Network Security Services
- Remediation and Network Recovery Services

This RFP is designed to provide interested offerors with sufficient basic information to submit proposals meeting minimum requirements but is not intended to limit a proposal's content or exclude any relevant or essential data. Offerors are at liberty and are encouraged to expand upon the specifications to evidence service capability under any agreement.

BACKGROUND

The County of Rockland maintains a modem network infrastructure with multiple partitioned networks and support various systems and applications both server and cloud based.

Rockland County intends or this Request for to result in the selection of providers of Technology Services to be placed on one or more Qualified Suppliers List (QSL) to provide services on an as needed basis.

There will be two (2) qualified suppliers list developed from the award of this RFP. One list for the above mentioned categories. Rockland County authorized agencies may utilize a contract in accordance with this RFP to perform work required.

These lists will be used for assigning work valued up to \$35,000, quoting work valued at \$35,000-\$100,000 (quote obtained by the user department), and for quoting work valued at \$100,000-\$250,000 (quotes obtained by the Purchasing Division). For projects in excess of \$250,000, a project specific RFP must be issued.

The County will enter into separate contract for each project. A contract assigned to a firm on the Qualified Suppliers list, with an original value of under \$35,000, will not be permitted to exceed the \$35,000 limit. A contract

TITLE: Information Technology (IT) Consulting Services,	RFP NUMBER:
Qualified Suppliers List (QSL)	RFP-RC-2023-019

awarded based on quotes received from the user department with an original contract value of \$35,000-\$100,000, will not be permitted to exceed \$100,000. A contract awarded based on quotes received by the Purchasing Division, with an original contract valve of \$100,000.00 to \$250,000 will not be permitted to exceed \$250,000.

The County reserves the right to issue RFP's or quotes for any work if it feels it is in the best interest of the County of Rockland to do so. The lists will also be used for assigning urgent or emergency work under a declared emergency.

REFERENCES

Unless otherwise stated, proposal must include a minimum of three (3) current projects and two (2) past projects.

ISSUING OFFICE AND RFP REFERENCE NUMBER

The County of Rockland's Department of General Services – Purchasing Division is the issuing office for this document and all subsequent addenda relating to it, on behalf of Information Technology Systems. The reference number for the transaction is Solicitation # RFP-RC-2023-019. This number must be referred to on all proposals, correspondence, and documentation relating to the RFP.

LENGTH OF CONTRACT

The Contract resulting from this RFP will be for a period of one (1) year with four (4) one (1) year options for renewal.

The County of Rockland reserves the right to review contract(s) on a regular basis regarding performance and cost analysis and may negotiate price and service elements during the term of the contract.

OPEN ENROLLMENT

This Qualified Suppliers List RFP is an open enrollment contract. After the initial deadline date of this RFP, the Division of Purchasing reserves the right to solicit and add additional positions, services and/or contractors to meet any <u>unmet needs</u>, as deemed by the County Executive's Office and/or the Division of Purchasing, but not limited to:

- If/when all attempts to utilize awarded contractor(s) have been unsuccessful.
- If/when changing needs warrant a new specialization to be added.

Contractors will not be permitted to submit random proposals at their own discretion at any time to the Purchasing Division. The Division of Purchasing will only add qualified Contractors after a thorough proposal review to cover any unmet need(s), as identified by the Departments as indicated above.

TITLE: Information Technology (IT) Consulting Services,
Qualified Suppliers List (QSL)

RFP-RC-2023-019

STATEMENT OF OBJECTIVES

The County of Rockland Information Technology Systems Department (ITS) is interested in contracting with multiple qualified firms to provide Information Technology Consulting Services. This QSL will allow the County to quickly develop a scope of work for projects and canvas the qualified firms. Additionally, the QSL will allow the County to have a proactive approach to cyber security and network protection. Firms may submit a proposal response for one and/or multiple categories in which they are qualified. Services are outlined with the minimum requirements essential to the County of Rockland. Firms are encouraged to expand upon the statement of objectives and provide their expertise in providing services.

Based upon the proposals received the County will develop a Qualified Suppliers List. Selection to the Qualified Suppliers List does not guarantee in any way a commitment by the County to use the supplier's services. All firms scoring a minimum of 500 points or above in the technical proposal response may be considered to be placed on the qualified suppliers list.

Project Goal

The goal of this RFP is creating a qualified list of firms in which the County can easily acquire goods and services to support initiatives across the entire spectrum of technology software products. Rockland County expects to achieve the following objective,

- a. Provide cost effective sources of resources to support its technology infrastructure.
- b. Provide a flexible configuration to meet new and changing requirements and software needs.
- c. Provide implementation services/support for software.

Technology Related Administration Services

Firms are encouraged to submit proposals for services listed in the below subcategories based upon the company's expertise. The firm is able to submit a proposal for all services or multiple services in each category. The information below outlines the minimum requirements and expectations for each service. All services listed below may not be required by the County, should a need arise the County ITS department will request additional information for specific projects.

IT Auditing

Audits will be examinations and evaluations of Rockland County's information technology infrastructure, applications, licensing, data use and management, policies, procedures and operational processes against recognized standards or established policies. The audits will evaluate if the controls to protect information technology assets ensure integrity and are aligned with organizational goals and objectives. Rockland County may require audits to uncover potential vulnerabilities and process improvements to maintain sensitive data secured to industry standards. Firms selected for the IT audit may be required to conduct top to bottom audits of Rockland County's IT infrastructure, network, and data storage and needs to generate a report detailing potential weaknesses, vulnerabilities, and specific implementation recommendations for improvement.

Development, Review and Creation of Technology Policies

Consultants will be required to review existing IT policies as well as developing and creating new policies based on the County's network infrastructure, environment, and industry best practices. The policy should include a written process to investigate any violations or potential violations of this policy or any policy regarding system security and integrity.

The policy should be maintained and updated on a regular basis in coordination and with the approval of the Rockland County ITS Department. The firm must coordinate with ITS to perform checks of information systems to assess system security and integrity and make updates as needed.

Technology Project Management

The Rockland County ITS department may require project management for various projects on an as needed basis. Projects will be based upon an individual Statement of Work for each project. Potential firms would be used to manage and implement various projects to meet the needs of ITS objectives.

Topography & Design Consultant

The Rockland County ITS Department may require firms to review and recommend changes to the County's existing network infrastructure or new sites. Projects will be on an as needed basis based upon a specific statement of work for each project.

General Technology Network Review (Networking & Network Security) Consultation

The Rockland County ITS Department may require firms for various projects on an as needed basis relating to technology and network security. Projects will be based upon specific statement of work for each project.

<u>Technology Specific Application Review (i.e. PeopleSoft, eCW, Microsoft, Tyler, Etc.)</u>

The firm will be required to review, report and recommend potential changes, additions or enhancements to the County's existing application software packages.

Network Security Related Projects

Firms are encouraged to submit proposals for services listed in the below subcategories based upon the company's expertise. The firm is able to submit a proposal for all services or multiple services in each category. The information below outlines the minimum requirements and expectations for each service. All services listed below may not be required by the County; should a need arise the County ITS department will request additional information for specific projects.

Penetration Testing

Penetration testing will require ethical certified hacking during which a pen tester will attempt to enter and exploit the County's IT environments. There are multiple types of penetration testing that the county may

TITLE: Information Technology (IT) Consulting Services,
Qualified Suppliers List (QSL)

RFP-RC-2023-019

require which include, segmentation checks, application penetration testing, wireless penetration testing, and network penetration testing. Segmentation penetration tests will look for misconfigurations within our various firewalls. The County may utilize any or all individual tests.

Penetration testing will require the firm to assess the current state of Rockland County's information security posture to ensure that it is configured and is operating the IT infrastructure in a secure manner that meets or exceeds the County's compliance obligations and that the electronic risks are adequately addressed. The firm will conduct penetration testing activities designed to provide Rockland County with insight into external and internal vulnerabilities with agency networks, assets and applications. The scope of the penetration tests will include the County's internet points of presence including external facing websites and internally hosted applications.

Spear Phishing and Tests

The County requires the firm(s) to provide a phishing simulation and end-user training solution. Simulated exercises will include emails which resemble those coming from hackers to be sent to employees to gauge and promote cybersecurity awareness. The proposed solution may include:

- Dashboard access to any web-based services
- Phishing simulation software/services
- Training modules for end-users
- Reporting functionality
- Project management
- Software installation and/or configuration
- Training
- Ongoing support and maintenance services

Concierge Network Security Services

The firm will provide outside information security engineers plan, design, builds, and integrate tools and systems that are used to protect electronic information and devices. The Concierge Network security will implement systems to collect information about security and incidences and outcomes. The services may include but not limited to:

- Managed Detection and Response for advanced threat detection.
- Cloud detection and respond for threat detection for cloud environments.
- Managed risks for continuous vulnerability risk management.
- Cloud Security for risk management for cloud environments.
- Managed security awareness to prepare employees to recognize attacks.
- o Incident response for quick recover from cyber-attacks and breaches.

Monitoring of Network Components

The firm will be responsible for monitoring network components and operations which will include proactive and reactive responses for all designated equipment and software. Monitoring must include resolutions to alerts and/or network issues, involving manufacturer support if necessary. Network monitoring is a critical IT process in which all network components such as router, switches, firewalls, servers, and VM's are monitored for fault and performance and evaluated continuously to maintain and optimize their availability.

Remediation and Network Recovery Services

The County will require the firm to identify and fix problems with a structured approach that our organization should create and use to intercept IT security threats before they do harm, as well as resolve any issues that may have already occurred (post hack/ cyber incident). The firm's ability to respond effectively to data breaches is critical to the County. When attacks occur, IT leaders must maintain business continuity, protect the County's reputation, and avoid fines, legal fees, and limit remediation costs.

Cyber Incident Tabletop Exercise and Workshops

The firm must administer, proctor, and formally report on County-wide tabletop exercises which are table-based activities typically held in an informal setting and the findings are presented by the facilitator. There is no hands-on practice or field work required. The exercises are intended to generate discussion of various issues regarding hypothetical, simulated emergencies. The workshop should resemble a seminar, but is employed to build specific products, such as a draft plan or policy.

PROPOSAL REQUIREMENTS AND COMPANY QUALIFICATIONS

The firm must provide a narrative of the business and the background of the company including:

- The number of years in business
- An overview of services offered and qualification.
- Size of the firm
- Describe the business and background.

Provide relevant information regarding previous experience related to similar projects as outline in each category in which the firm will be submitting a proposal.

The experience provided must highlight specific experience for one, multiple or all categories as listed and described in the RFP.

Provide an Organization Chart/Proposed Project Team with key personnel and subconsultants including titles and specific expertise.

The contractor must submit a minimum of five (5) references for each category in which proposal qualifications are submitted. Three (3) references must be current projects and two (2) must be from past projects.

IT Consultants proposed must have a minimum of 2-years' experience providing the specified service with a minimum of bachelor's degree in information technology, computer science, computer engineering or information technology management computer science, computer engineering, software engineering, cybersecurity or information technology management.

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Edwin J. Day, County Executive		
TITLE: Information Technology (IT) Consulting Services,	RFP NUMBER:	
Qualified Suppliers List (QSL)	RFP-RC-2023-019	

AVAILABLE SERVICES

The Consultant must indicate the services that can be provided under the requirements of the RFP. Upon submission in the Bonfire Portal the consultant will be required to indicate the services in which they are submitting a proposal by checking a box.

The Bonfire Portal will have 2 opportunities available to upload this submission, RFP-RC-2023-019-A will be for submission to any and all categories under Technology Related Administration Services. RFP-RC-2023-019-B will be available for submission to any and all categories under Network Security Related Projects.