

Exhibit B - Contract Pricing

The rates set forth below are the maximum rates that may be charged during the length of the contract.

Labor Rates include all expenses (travel, overhead, parking, etc.).

SOW Section	Labor Category	Level 1	Level 2	Level 3
		Maximum Hourly Rate (Junior)	Maximum Hourly Rate (Mid-Level)	Maximum Hourly Rate (Senior Level)
4.1	Network and Telecommunications Systems and Infrastructure			
A.	Network Engineer	\$75.00	\$85.00	\$98.00
B.	Network Administrator	\$75.00	\$85.00	\$98.00
C.	Network/Telecommunications Analyst	\$83.00	\$94.00	\$108.00
D.	Telecommunications Engineer	\$77.00	\$88.00	\$101.00
E.	Telecommunications Technician	\$60.00	\$68.00	\$78.00
F.	Controls Specialist	\$70.00	\$80.00	\$92.00
G.	Field Engineer	\$56.00	\$64.00	\$74.00
H.	Field Operations Technician	\$56.00	\$64.00	\$74.00
I.	Engineering Aide	\$66.00	\$75.00	\$86.00
J.	Inspector	\$53.00	\$60.00	\$69.00
K.	Computer Aided Design (CAD) Operator	\$60.00	\$68.00	\$78.00
L.	Field Representative	\$51.00	\$58.00	\$67.00
M.	Infrastructure Business Analyst	\$77.00	\$88.00	\$101.00
N.	Cable TV Analyst	\$51.00	\$58.00	\$67.00
O.	Radio Operations Manager	\$75.00	\$85.00	\$98.00
P.	Radio Technical Lead	\$65.00	\$74.00	\$85.00
Q.	Radio Operations Administrator	\$65.00	\$74.00	\$85.00
R.	Intelligent Transportation Systems Engineer	\$86.00	\$98.00	\$113.00
S.	Senior Intelligent Transportation Systems Engineer	\$97.00	\$110.00	\$127.00
T.	Traffic Engineer	\$66.00	\$75.00	\$86.00
U.	Signal Design Engineer	\$66.00	\$75.00	\$86.00
V.	Streetlight Engineer	\$60.00	\$68.00	\$78.00
W.	Traffic Signal Specialist	\$66.00	\$75.00	\$86.00
4.2	Security			
A.	Security/Systems Architect	\$119.00	\$135.00	\$155.00
B.	Security Analyst	\$92.00	\$104.00	\$120.00
C.	Security Specialist	\$92.00	\$104.00	\$120.00

4.3	Hosting and Server Administration			
A.	Server Administrator	\$79.00	\$90.00	\$104.00
B.	Virtual Machine Administrator	\$79.00	\$90.00	\$104.00
C.	O365 Engineer	\$86.00	\$98.00	\$113.00
D.	O365 Administrator	\$86.00	\$98.00	\$113.00
E.	Active Directory Administrator	\$75.00	\$85.00	\$98.00
F.	Active Directory Engineer	\$75.00	\$85.00	\$98.00
G.	Cloud Engineer	\$81.00	\$92.00	\$106.00
H.	Storage Engineer	\$97.00	\$110.00	\$127.00
I.	Storage Architect	\$97.00	\$110.00	\$127.00
J.	Backup Engineer	\$86.00	\$98.00	\$113.00
K.	Data Center Manager	\$110.00	\$125.00	\$144.00
L.	Microsoft System Center Administrator	\$92.00	\$105.00	\$121.00
4.4	Application Development			
A.	Application Developer/Software Engineer	\$84.00	\$95.00	\$109.00
B.	Mobile Application Developer	\$84.00	\$95.00	\$109.00
C.	Software Tester	\$75.00	\$85.00	\$98.00
D.	GIS Programmer	\$75.00	\$85.00	\$98.00
E.	User Experience (UX) Developer	\$75.00	\$85.00	\$98.00
F.	Web Graphic Designer	\$75.00	\$85.00	\$98.00
G.	IoT Developer	\$86.00	\$98.00	\$113.00
4.5	Data Analytics and Decision Support			
A.	Data Scientist	\$84.00	\$95.00	\$109.00
B.	Business Intelligence (BI) Analyst	\$86.00	\$98.00	\$113.00
C.	Big Data Analyst	\$86.00	\$98.00	\$113.00
D.	Big Data Solutions Architect	\$110.00	\$125.00	\$144.00
E.	SQL Developer	\$86.00	\$98.00	\$113.00
F.	Report Developer	\$79.00	\$90.00	\$104.00
4.6	Electronic Records Management			
A.	OnBase System Administrator/Advanced System Administrator	\$83.00	\$94.00	\$108.00
B.	OnBase Support Engineer	\$75.00	\$85.00	\$98.00
C.	OnBase Solution Developer	\$86.00	\$98.00	\$113.00
D.	OnBase Business Analyst	\$83.00	\$94.00	\$108.00

4.7	ERP HR and Financial Support			
A.	Functional Analyst	\$75.00	\$85.00	\$98.00
B.	Technical Developer	\$84.00	\$95.00	\$109.00
C.	Database Administrator	\$86.00	\$98.00	\$113.00
4.8	Project/Program Management Support			
A.	Program Manager	\$128.00	\$145.00	\$167.00
B.	Project Manager	\$114.00	\$130.00	\$150.00
C.	Business Analyst	\$75.00	\$85.00	\$98.00
D.	Procurement Analyst	\$75.00	\$85.00	\$98.00
E.	Project Lead	\$92.00	\$105.00	\$121.00
F.	Communications Specialist	\$75.00	\$85.00	\$98.00
G.	Documentation and Training Specialist	\$70.00	\$80.00	\$92.00
H.	Records Conversion Specialist	\$75.00	\$85.00	\$98.00
I.	Records Management Analyst	\$75.00	\$85.00	\$98.00
J.	Accounts Payable Specialist	\$70.00	\$80.00	\$92.00
4.9	Technical Support Services			
A.	Technical Support Specialist	\$60.00	\$68.00	\$78.00
B.	Order and Provisioning Specialist	\$62.00	\$70.00	\$81.00
C.	Asset Manager	\$75.00	\$85.00	\$98.00
D.	Application Support Specialist	\$66.00	\$68.00	\$78.00
E.	End-User Device Deployment	\$60.00	\$68.00	\$78.00
F.	Image Management Technician	\$66.00	\$75.00	\$86.00
G.	Customer Service Coordinator	\$51.00	\$58.00	\$67.00
H.	Desktop Virtualization Engineer	\$60.00	\$68.00	\$78.00
I.	Microsoft SCCM Administrator	\$97.00	\$110.00	\$127.00
J.	Audio Video (A/V) Technician	\$57.00	\$65.00	\$75.00
K.	Audio Video (A/V) Control Systems Programmer	\$66.00	\$75.00	\$86.00