

ARLINGTON COUNTY, VIRGINIA

INFORMATION TECHNOLOGY STAFF AUGMENTATION SERVICES

RFP No. 16-311-RFPLW

COST PROPOSAL – ORIGINAL

JULY 10, 2018, 03:00 PM

SUBMITTED BY:

SOFTHQ, INC.
6494 WEATHERS PLACE,
SUITE 200,
SAN DIEGO, CA – 92121
WWW.SOFTHQ.COM

**Person Authorized to Negotiate
and Sign the Proposal:**

KRANTI PONNAM
TITLE: PRESIDENT
PHONE: (858) 658-9200
EMAIL: KRANTI@SOFTHQ.COM

Submission via Hard Copy to:

ATTENTION:
MS. REBECCA KEE, CPPB
ASSISTANT PURCHASING AGENT
ARLINGTON COUNTY GOVERNMENT
OFFICE OF THE BID CLERK SUITE 511
2100 CLARENDON BOULEVARD
ARLINGTON, VIRGINIA 22201
EMAIL: RKEE@ARLINGTONVA.US

SOFTHQ

Restriction on Disclosure and Use of Data:

This proposal includes data that shall not be disclosed outside the Government and shall not be duplicated, used, or disclosed -- in whole or in part -- for any purpose other than to evaluate this proposal. If, however, a contract is awarded to this offeror as a result of -- or in connection with -- the submission of this data, the Government shall have the right to duplicate, use, or disclose the data to the extent provided in the resulting contract. This restriction does not limit the Government's right to use information contained in this data if it is obtained from another source without restriction. The data subject to this restriction are contained in all sheets of this solicitation response.

Tab 1 COST PROPOSAL – ATTACHMENT C

SoftHQ has inserted the filled-in Cost Proposal – Attachment C in the following pages.

Remainder of the page is left blank intentionally

16-311-RFPLW Attachment C Cost Proposal

Offeror Name: SoftHQ, Inc.

Offerors must submit maximum hourly rates to become pre-qualified for a position within a Labor Category. Rates submitted during Pre-Qualification are the maximum rate that may be charged during the length of the contract.

Labor Rates must 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	\$ 48.00	\$ 57.00	\$ 71.00
B.	Network Administrator	\$ 56.00	\$ 69.00	\$ 86.00
C.	Network/Telecommunications Analyst	\$ 50.00	\$ 65.00	\$ 80.00
D.	Telecommunications Engineer	\$ 52.00	\$ 64.50	\$ 78.00
E.	Telecommunications Technician	\$ 45.00	\$ 51.00	\$ 58.00
F.	Controls Specialist	\$ 38.00	\$ 55.00	\$ 66.00
G.	Field Engineer	\$ 40.00	\$ 56.00	\$ 75.00
H.	Field Operations Technician	\$ 48.00	\$ 67.00	\$ 85.00
I.	Engineering Aide	\$ 45.00	\$ 65.00	\$ 86.00
J.	Inspector	\$ 38.00	\$ 54.00	\$ 70.00
K.	Computer Aided Design (CAD) Operator	\$ 43.00	\$ 57.00	\$ 70.00
L.	Field Representative	\$ 28.00	\$ 40.00	\$ 55.00
M.	Infrastructure Business Analyst	\$ 51.39	\$ 64.10	\$ 81.00
N.	Cable TV Analyst	\$ 35.00	\$ 50.00	\$ 67.00
O.	Radio Operations Manager	\$ 40.00	\$ 64.00	\$ 80.00
P.	Radio Technical Lead	\$ 46.00	\$ 70.00	\$ 92.00
Q.	Radio Operations Administrator	\$ 43.00	\$ 60.00	\$ 80.00
R.	Intelligent Transportation Systems Engineer	\$ 60.00	\$ 72.00	\$ 95.00
S.	Senior Intelligent Transportation Systems Engineer	\$ 64.00	\$ 74.00	\$ 98.00
T.	Traffic Engineer	\$ 42.00	\$ 60.00	\$ 85.00
U.	Signal Design Engineer	\$ 55.00	\$ 75.00	\$ 99.00

V.	Streetlight Engineer	\$ 47.00	\$ 70.00	\$ 93.00
W.	Traffic Signal Specialist	\$ 38.00	\$ 45.00	\$ 60.00
4.2	Security			
A.	Security/Systems Architect	\$ 70.00	\$ 87.00	\$ 101.00
B.	Security Analyst	\$ 43.00	\$ 65.00	\$ 76.00
C.	Security Specialist	\$ 48.00	\$ 69.00	\$ 81.00
4.3	Hosting and Server Administration			
A.	Server Administrator	\$ 58.00	\$ 62.00	\$ 75.00
B.	Virtual Machine Administrator	\$ 55.00	\$ 67.00	\$ 85.00
C.	O365 Engineer	\$ 67.00	\$ 81.00	\$ 99.00
D.	O365 Administrator	\$ 67.00	\$ 81.00	\$ 99.00
E.	Active Directory Administrator	\$ 45.00	\$ 55.00	\$ 65.00
F.	Active Directory Engineer	\$ 41.00	\$ 48.00	\$ 60.00
G.	Cloud Engineer	\$ 60.00	\$ 85.00	\$ 110.00
H.	Storage Engineer	\$ 50.00	\$ 70.00	\$ 95.00
I.	Storage Architect	\$ 42.00	\$ 62.00	\$ 86.00
J.	Backup Engineer	\$ 48.00	\$ 70.00	\$ 93.00
K.	Data Center Manager	\$ 65.00	\$ 78.00	\$ 101.00
L.	Microsoft System Center Administrator	\$ 55.00	\$ 70.00	\$ 95.00
4.4	Application Development			
A.	Application Developer/Software Engineer	\$ 64.00	\$ 78.00	\$ 91.00
B.	Mobile Application Developer	\$ 65.00	\$ 80.00	\$ 92.00
C.	Software Tester	\$ 41.00	\$ 50.00	\$ 72.00
D.	GIS Programmer	\$ 81.00	\$ 90.00	\$ 106.00
E.	User Experience (UX) Developer	\$ 51.00	\$ 64.00	\$ 74.00
F.	Web Graphic Designer	\$ 50.00	\$ 61.00	\$ 72.00
G.	IoT Developer	\$ 75.00	\$ 95.00	\$ 120.00
4.5	Data Analytics and Decision Support			
A.	Data Scientist	\$ 72.00	\$ 85.00	\$ 105.00
B.	Business Intelligence (BI) Analyst	\$ 50.00	\$ 65.00	\$ 94.00
C.	Big Data Analyst	\$ 55.00	\$ 68.00	\$ 82.00
D.	Big Data Solutions Architect	\$ 62.00	\$ 80.00	\$ 102.00
E.	SQL Developer	\$ 42.00	\$ 68.00	\$ 83.00
F.	Report Developer	\$ 45.00	\$ 63.00	\$ 78.00
4.6	Electronic Records Management			

A.	OnBase System Administrator/Advanced System Administrator	\$ 43.00	\$ 67.00	\$ 80.00
B.	OnBase Support Engineer	\$ 36.00	\$ 55.00	\$ 76.00
C.	OnBase Solution Developer	\$ 41.00	\$ 65.00	\$ 80.00
D.	OnBase Business Analyst	\$ 45.00	\$ 68.00	\$ 85.00
4.7	ERP HR and Financial Support			
A.	Functional Analyst	\$ 55.00	\$ 68.00	\$ 81.00
B.	Technical Developer	\$ 50.00	\$ 65.00	\$ 74.00
C.	Database Administrator	\$ 48.00	\$ 61.00	\$ 81.00
4.8	Project/Program Management Support			
A.	Program Manager	\$ 62.00	\$ 78.00	\$ 101.50
B.	Project Manager	\$ 65.00	\$ 81.36	\$ 102.00
C.	Business Analyst	\$ 45.00	\$ 69.00	\$ 88.00
D.	Procurement Analyst	\$ 34.00	\$ 56.00	\$ 72.00
E.	Project Lead	\$ 45.00	\$ 62.00	\$ 85.00
F.	Communications Specialist	\$ 32.00	\$ 46.00	\$ 60.00
G.	Documentation and Training Specialist	\$ 38.00	\$ 52.00	\$ 70.00
H.	Records Conversion Specialist	\$ 30.00	\$ 42.00	\$ 60.00
I.	Records Management Analyst	\$ 37.00	\$ 47.00	\$ 67.00
J.	Accounts Payable Specialist	\$ 31.00	\$ 40.00	\$ 65.00
4.9	Technical Support Services			
A.	Technical Support Specialist	\$ 35.00	\$ 40.00	\$ 50.00
B.	Order and Provisioning Specialist	\$ 35.00	\$ 49.00	\$ 65.00
C.	Asset Manager	\$ 41.00	\$ 54.00	\$ 75.00
D.	Application Support Specialist	\$ 50.00	\$ 63.00	\$ 72.00
E.	End-User Device Deployment	\$ 42.00	\$ 55.00	\$ 68.00
F.	Image Management Technician	\$ 35.00	\$ 40.00	\$ 45.00
G.	Customer Service Coordinator	\$ 33.00	\$ 42.00	\$ 55.00
H.	Desktop Virtualization Engineer	\$ 49.00	\$ 58.00	\$ 69.00
I.	Microsoft SCCM Administrator	\$ 46.00	\$ 65.00	\$ 87.00

J.	Audio Video (A/V) Technician	\$ 38.00	\$ 54.00	\$ 72.00
K.	Audio Video (A/V) Control Systems Programmer	\$ 41.00	\$ 68.00	\$ 87.00