



1. Price Proposal

Price Proposal Submission Form

AOC RFP#: SAPC 2013-01-JMG

Name of Your Organization: Sierra Infosys Inc

Job Title:	Rate in USD per Hour
	Senior Resource
Currently Utilized Resource Consultants	
SAP Financial Functional Analyst	\$160/hr all incl
SAP HCM Functional Analyst	\$150/hr all incl
SAP ABAP Developer	\$100/hr all incl
SAP ABAP Developer	\$95/hr all incl
SAP Basis Consultant	\$120/hr all incl
SAP Basis Consultant	\$120/hr all incl
Additional Consultant Resources	
SAP Project Manager	\$125/hr all incl
SAP Project Manager	\$125/hr all incl
SAP Quality Assurance Analyst	\$110 all incl
SAP Quality Assurance Analyst	\$110/hr all inc
OCM/Training Consultant	\$135/hr all incl
OCM/Training Consultant	\$125/hr all incl
SAP Business Warehouse Architect/Developer	\$140/hr all incl
SAP Business Warehouse Architect/Developer	\$140 all incl
SAP Security Analyst	\$170/hr all inc
SAP Security Analyst	\$165/hr all inc

The rates you quote will not be subject to change during the 3 year term of the Legal Agreement. Be advised that the AOC does not pay at a higher rate for overtime, weekend, or holiday work and do not include any



Section 1 Price Proposal

Integrated Business Consulting, LLC (IBC) is pleased to submit this proposal in response to the AOC Judicial and Court Administrative Services Division Trial Court Administrative Services Office's request for Phoenix SAP System Support Consultants.

1.1 Price Proposal

Per the RFQ instructions, Table 1 includes IBC's Price Proposal/Rate Card for the Consultant positions described in Sections 2.2.1.2 and 2.2.2.2.

Table 1 - IBC Price Proposal/Rate Card

AOC RFP#: SAPC 2013-01-JMG

Name of Your Organization: Integrated Business Consulting, LLC

Job Title:	Rate in USD per Hour	
	Senior Resource	Junior Resource
Currently Utilized Resource Consultants		
SAP Financial Functional Analyst	\$140	\$110
SAP HCM Functional Analyst	\$120	\$90
SAP ABAP Developer	\$115	\$85
SAP Basis Consultant	\$115	\$85
Additional Consultant Resources		
SAP Project Manager	\$150	\$120
SAP Quality Assurance Analyst	\$110	\$80
OCM/Training Consultant	\$110	\$80
SAP Business Warehouse Architect/Developer	\$130	\$100
SAP Security Analyst	\$110	\$80

IBC acknowledges that the rates identified above are not subject to change during the 3 year term of the Legal Agreement.

Section

Section 3 – Price Proposal

3

Submit your price Proposal in the format of the form posted on the RFP website as “Pricing Proposal Form”.

For all types of the Consultant positions described (See Sections 2.2.1.2 and 2.2.2.2), provide a firm fixed hourly rate for that consultant that will be charged the AOC for the performance of the Consultant’s services.

The AOC is requesting that you submit rates for both a senior resource (Greater than 10 years of work experience) and a junior Resource (Greater than 3 but less than 10 years of work experience) for all types of Consultants, and prospective Contractors must provide rates for all 9 types of Consultants at the levels of experience requested. Failure to do so will render your Proposal nonresponsive and your organization will not receive further consideration for an award.

3.1 - Price Proposal Submission Form

Price Proposal Submission Form

AOC RFP#: **SAPC 2013-01-JMG**

Name of Your Organization: Phoenix Business Consulting

Job Title:	Rate in USD per Hour	
	Senior Resource	Junior Resource
Currently Utilized Resource Consultants		
SAP Financial Functional Analyst	175	125
SAP HCM Functional Analyst	150	125
SAP ABAP Developer	130	100
SAP Basis Consultant	140	100
Additional Consultant Resources		
SAP Project Manager	200	125
SAP Quality Assurance Analyst	150	100
OCM/Training Consultant	150	100
SAP Business Warehouse Architect/Developer	140	100
SAP Security Analyst	140	100

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AOC RFP#: **SAPC 2013-01-JMG**

Name of Your Organization: Matrix Technology Group, Inc

Job Title:	Rate in USD per Hour	
	Senior Resource	Junior Resource
Currently Utilized Resource Consultants		
SAP Financial Functional Analyst	\$150	\$100
SAP HCM Functional Analyst	\$155	\$100
SAP ABAP Developer	\$125	\$95
SAP Basis Consultant	\$135	\$100
Additional Consultant Resources		
SAP Project Manager	\$150	\$115
SAP Quality Assurance Analyst	\$120	\$95
OCM/Training Consultant	\$125	\$100
SAP Business Warehouse Architect/Developer	\$155	\$100
SAP Security Analyst	\$130	\$95

Price Proposal Submission Form

AOC RFP#: **SAPC 2013-01-JMG**

Name of Your Organization: **Sage Group Consulting, Inc.**

Job Title:	Rate in USD per Hour	
	Senior Resource	Junior Resource
Currently Utilized Resource Consultants		
SAP Financial Functional Analyst	\$140	\$120
SAP HCM Functional Analyst	\$140	\$120
SAP ABAP Developer	\$125	\$105
SAP Basis Consultant	\$140	\$120
Additional Consultant Resources		
SAP Project Manager	\$150	\$130
SAP Quality Assurance Analyst	\$125	\$105
OCM/Training Consultant	\$125	\$105
SAP Business Warehouse Architect/Developer	\$140	\$120
SAP Security Analyst	\$135	\$120



Price Proposal Submission Form
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AOC RFP#: **SAPC 2013-01-JMG**

Name of Your Organization: EPI-USE America, Inc.

Job Title:	Rate in USD per Hour	
	Senior Resource	Junior Resource
Currently Utilized Resource Consultants		
SAP Financial Functional Analyst	\$165.00	\$165.00
SAP HCM Functional Analyst	\$165.00	\$165.00
SAP ABAP Developer	\$165.00	\$165.00
SAP Basis Consultant	\$165.00	\$165.00
Additional Consultant Resources		
SAP Project Manager	\$210.00	\$195.00
SAP Quality Assurance Analyst	\$195.00	\$180.00
OCM/Training Consultant	\$195.00	\$180.00
SAP Business Warehouse Architect/Developer	\$195.00	\$180.00
SAP Security Analyst	\$195.00	\$180.00

Notes and Assumptions:

- The Senior and Junior Rate for the "Currently Utilized Resource Consultants" are the same since our understanding is that the AOC only requires a single resource to fill these positions
- All job titles not specified in this table will be associated with a blended rate of \$195.00

Price Proposal

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AOC RFP#: **SAPC 2013-01-JMG**

Name of Your Organization: Aspire HR, Inc.

Job Title:	Rate in USD per Hour	
	Senior Resource	Junior Resource
Currently Utilized Resource Consultants		
SAP Financial Functional Analyst	229	195
SAP HCM Functional Analyst	229	195
SAP ABAP Developer	210	176
SAP Basis Consultant	223	210
Additional Consultant Resources		
SAP Project Manager	256	229
SAP Quality Assurance Analyst	270	250
OCM/Training Consultant	229	195
SAP Business Warehouse Architect/Developer	210	176
SAP Security Analyst	223	210

The following are the fees for an all-inclusive rate. These rates are inclusive of travel and other reimbursable expenses. **Should AOC elect to have these individuals work remotely, AspireHR will gladly reduce the hourly rates by approximately 23%.**