



PROPOSAL PRICING

Personnel Rates

Resource allocation is essential to effectively plan for project delivery and achieving desired client outcomes. We employ a hybrid approach and customized resource allocation model depending on the client's expectation and requirements of the project. Our approach ensures that the client is receiving efficient and effective service that achieves the desired outcomes within the timeline, without overstaffing or over engineering the solution. Resultant right sizes the approach and staffing for every single engagement to create the best client outcomes. We seldom fully dedicate our resources to staff augmentation, but rather hire talented professionals within specialized fields who share their expertise on a variety of projects. This approach provides significant benefit to our clients by reducing project costs, maximizing resource productivity, increasing employee engagement and satisfaction, and achieving the best outcome given constraints on resources.

Due to the variety of capabilities required for this MSA, there are a wide range of resources with distinct capabilities that may be used to fulfill these positions. Titles and levels are equally diverse and reflect the breadth of skills and experience our team has. Every resource is selected at the time of the project to provide the client with the best solutions and outcomes each time a project is initiated.

The Resultant team may leverage the any combination of the following roles and responsibilities to complete work under the MSA. The level of effort for each role will fluctuate based on the project phase and exact demands of the project. We meticulously analyze and plan for each scope of work and are committed to matching clients with professional, skilled resources who will drive outcomes and achieve client objectives.

ITEM	DESCRIPTION	PRICE	CONDITIONS
1	Engagement Manager	\$295 per hour	<i>May perform in multiple roles*</i>
2	AI Strategy/Governance Architect	\$350 per hour	
3	AI Governance Specialist	\$330 per hour	
4	Solution/Data Architect	\$400 per hour	
5	Project Manager	\$300 per hour	<i>May perform in multiple roles*</i>
6	Project Coordinator	\$190 per hour	<i>May perform in multiple roles*</i>
7	Business Analyst	\$215 per hour	<i>May perform in multiple roles*</i>
8	Cloud & Security Engineer	\$350 per hour	
9	Data Engineer	\$225 per hour	
10	Software Development	\$265 per hour	



ITEM	DESCRIPTION	PRICE	CONDITIONS
11	Change Management Specialist	\$275 per hour	
12	Machine Learning Engineer	\$360 per hour	
13	Data Scientist	\$360 per hour	
14	Project Consultant	\$275 per hour	May perform in multiple roles*

Multiple Role Description: Depending on the scope of work, project plan, and level of effort estimates, it may be appropriate for a single individual to perform multiple roles. Determinations to assign multiple roles will be disclosed, discussed, and agreed upon in compliance with MSA requirements. Multiple role assignment determinations are intended to streamline project operations, generate savings for prospective clients, and pose no risk to achieving project objectives. In these cases, MSA participants would be billed for the higher rate among the roles performed by the individual resource. Clients will not be double billed by summing or combining multiple rates for work performed by resources performing multiple roles.

ASSUMPTIONS

1. We assume that upon being awarded the project, a formal contract will be signed by Resultant and NCTCOG. This contract will clearly outline the agreed-upon terms, scope, deliverables, timelines, and pricing structure as specified in our proposal and any subsequent negotiations.
2. The priorities and schedules of NCTCOG with associated resources are aligned with this effort. Iterative and collaborative projects by nature are immediately at risk to resource constraints. Appropriate resource availability is a known project risk.
3. Resultant team members and NCTCOG team members are not required to be onsite at NCTCOG locations.
4. This engagement will not lead to Resultant providing legal advice, legal opinion, or attestation of the state of security within the environment.
5. Pricing is based solely on our standard rates that excludes travel costs. It is assumed that there will be occasions when on-site discussions or presence will enhance effectiveness. Therefore, we reserve the right to negotiate travel costs on a per-project basis.
6. In the event that a staffing change occurs during the project, the replacement team member will have comparable experience in their area of expertise. Resultant closely monitors resource allocation across the organization, and we have processes in place to respond to unforeseen instances in the event a staffing change occurs. Given the size of our organization, we have a deep pool of experts from which to pull. In the unlikely event that a change may occur, Resultant will be sure to communicate with the project team.