

**5.5 Reference 5 – U.S. Department of Commerce, National Oceanic and Atmospheric Administration (NOAA)**

**Smartsheet Solutions:** Re-engineered 20+ operational tasks using Smartsheet to include inventory management, contract management, project management, communications, and micro-purchasing. The micro-purchasing solution automated the approval process for purchase card requests and the success of the tool resulted in its expansion and use across Fisheries and all its Financial Management Centers.

**6 Tab F Proposal Pricing**

M2 is committed to providing NCTCOG with personnel who meet the proposal evaluation requirements specified in the solicitation at an aggressive, but fair and reasonable price. Accordingly, we developed the labor category rates contained in this quote to ensure realism using our: (a) commercial price list found in **Appendix N (Exhibit D – Price Proposal)**; (b) extensive domain knowledge of personnel required to support the service areas noted in the RFP; (c) direct experience supporting NCTCOG; and (d) experience staffing similar positions on over 150 clients.

The table below provides a list of each labor category we are proposing organized by service area. The final column shows the discounted price we are providing to NCTCOG. The details of each labor category can be found in the commercial price list in **Appendix N (Exhibit D – Price Proposal)**.

Service Area	Commercial Price List Labor Category	Commercial Price List Rate	Discount %	M2 Discounted Labor Rate for NCTCOG
Project Management	Junior Management Consultant	\$90.00	2.2%	\$88.00
Project Management	Management Consultant	\$121.00	2.5%	\$118.00
Project Management	Senior Management Consultant	\$137.00	5.1%	\$130.00
Project Management	Principal Management Consultant	\$148.00	3.4%	\$143.00
Project Management	Project Manager	\$138.00	5.8%	\$130.00
Project Management	Program Manager	\$154.00	3.9%	\$148.00
Smartsheet Maintenance and Support	Application Specialist	\$135.00	3.7%	\$130.00
Smartsheet Maintenance and Support	Senior Application Specialist	\$160.00	6.3%	\$150.00

**7 Tab G Required Attachments**

Please see the Appendices below for each of the completed attachments outlined in the RFP instructions.