



# FINANCIAL PROPOSAL

## Proposed Roles & Pricing

Role	Type	Hourly Rate	Description
Project/Delivery Manager	<b>On-Shore</b>	\$120	
Lead ML Application Engineer	On-shore	\$180	
Lead ML Application Engineer	<b>Off-Shore</b>	\$55	
ML Architect	On-shore	\$198	
ML Architect	<b>Off-Shore</b>	\$60	
Data Engineer	On-shore	\$113	
Data Engineer	<b>Off-Shore</b>	\$40	

## Payment Terms

Deliverable	PROJECT MILESTONES	Payment
Deliverable-1	Discovery (upfront payment)	30%
Deliverable-2	SOW & Design	20%
Deliverable-3	Development Alpha	20%
Deliverable-4	Development Beta & Migration	20%
Deliverable-5	UAT, Training & Launch	10%
Total →		100%

## Assumptions and Notes

- ☐ The proposed rates include all necessary overheads and resources.
- ☐ Changes in the project scope or timeline may result in adjustments to the estimated hours and associated costs.
- ☐ Any additional services outside the agreed-upon scope will be charged separately.