

TAB F – PROPOSAL PRICING

The table below specifies hourly rates for Axim’s most commonly used labor categories.

Labor Category	Staff	Senior
Geospatial Analyst	\$150.19	\$179.53
Geospatial Developer	\$223.46	\$268.15
Program Manager	\$273.31	\$341.64
Project Manager	\$241.48	\$298.53
Project Coordinator	\$124.63	\$145.52
Solutions Architect	\$241.48	\$298.53
Solutions Engineer	\$223.46	\$268.15

Cost Estimation Process

Axim has a mature and robust process for project and task cost estimation, shaped by three decades of services that span industries and thematic objective. Regardless of the client or the nature of the solution, the first step is to establish clarity around functional requirements such that we have a mutual expectation with our clients. The requirements gathering process is sometimes rigorous and formal and sometimes informal and ad hoc, but the intent remains the same, to achieve a clear understanding of client need.

With requirements in hand, the process turns internal, starting with a review of objectives with the technical team, inclusive of representatives from each respective and appropriate functional role (e.g., Solution Architect, Geospatial Developer, Solutions Engineer, Analyst). By leveraging a team approach, we draw on the collective and immersive experiences relevant to the specific domain, technology, capability, and service that will comprise the eventual solution. The process is led by a senior technical resource who will help frame the overarching approach and identify the granular tasks required to deliver the required functionality using an established and standardized approach. Each participating team member will influence the approach and refine the tasking based on experience and expertise until the solution is determined to satisfy the elements of the requirements, at which point an estimated effort (hours) will be captured for each task and each labor category. The estimation process is again facilitated by a senior technical lead who will dynamically aggregate and validate the estimates through a collaborative and iterative process with the team.

As the solution approach and estimates are considered final by the technical team, an initial review with designated company leadership is completed to confirm logic and technical alignment by a representative not involved in the initial solutioning and estimation. With successful validation, a secondary review with company leadership, as determined by magnitude and risk profile, is conducted to evaluate and finalize project cost as a derivative from the estimated effort.

At this point in our process, as feasible based on the nature of the request (formal solicitation or informal request), we prefer to reconvene with the requesting client stakeholders to socialize both the approach and budgetary range based on the effort from the Axim technical team. At this stage, it is preferable to draft a flat-fee based project if both Axim and the Client agree that the scope is specific in nature. Assuming a positive alignment, our team will gain final approval and craft a proposal narrative appropriate to the approach for acquisition. If, on the other hand, we identify deviations or alternatives through our conversation with stakeholders, we will capture the thoughts and feedback and re-engage our technical team in an iterative process to ensure that we can deliver on a shared vision for success.