

## 6. TAB F - PROPOSAL PRICING

Table 8: *Webhead's Pricing Model*

Item	Labor Category	Skill Level	Service	MSRP Cost	TXShare Cust	TXShare	Svc Areas
				Each/Per Unit	Discount from MSRP	Cust Price Each /Per Unit	
1	Program Manager	Master	Hourly	\$ 182.33	9.00%	\$ 165.92	All
		Senior	Hourly	\$ 156.92	9.00%	\$ 142.80	All
		Intermediate	Hourly	\$ 133.79	9.00%	\$ 121.75	All
		Entry	Hourly	\$ 105.43	9.00%	\$ 95.94	All
2	Subject Matter Expert	Master	Hourly	\$ 191.45	9.00%	\$ 174.22	All
		Senior	Hourly	\$ 172.30	9.00%	\$ 156.80	All
		Intermediate	Hourly	\$ 155.07	9.00%	\$ 141.12	All
		Entry	Hourly	\$ 139.57	9.00%	\$ 127.00	All
3	Artificial Intelligence Engineer	Master	Hourly	\$ 232.92	9.00%	\$ 211.96	All
		Senior	Hourly	\$ 221.28	9.00%	\$ 201.36	All
		Intermediate	Hourly	\$ 210.21	9.00%	\$ 191.30	All
		Entry	Hourly	\$ 199.70	9.00%	\$ 181.73	All
4	Data Scientist	Master	Hourly	\$ 237.23	9.00%	\$ 215.88	All
		Senior	Hourly	\$ 221.28	9.00%	\$ 201.36	All
		Intermediate	Hourly	\$ 210.21	9.00%	\$ 191.30	All
		Entry	Hourly	\$ 199.70	9.00%	\$ 181.73	All
5	UX/UI Design	Master	Hourly	\$ 169.65	9.00%	\$ 154.38	All
		Senior	Hourly	\$ 159.47	9.00%	\$ 145.12	All
		Intermediate	Hourly	\$ 143.53	9.00%	\$ 130.61	All
		Entry	Hourly	\$ 134.91	9.00%	\$ 122.77	All
6	Technical Writer	Master	Hourly	\$ 126.75	9.00%	\$ 115.34	All
		Senior	Hourly	\$ 119.14	9.00%	\$ 108.42	All
		Intermediate	Hourly	\$ 113.19	9.00%	\$ 103.00	All
		Entry	Hourly	\$ 107.53	9.00%	\$ 97.85	All
7	Software Developer/ Systems Software	Master	Hourly	\$ 195.18	9.00%	\$ 177.61	All
		Senior	Hourly	\$ 183.47	9.00%	\$ 166.95	All
		Intermediate	Hourly	\$ 165.12	9.00%	\$ 150.26	All
		Entry	Hourly	\$ 156.86	9.00%	\$ 142.75	All
8	Systems Engineer	Master	Hourly	\$ 225.75	9.00%	\$ 205.43	All
		Senior	Hourly	\$ 207.66	9.00%	\$ 188.97	All
		Intermediate	Hourly	\$ 167.14	9.00%	\$ 152.10	All
		Entry	Hourly	\$ 123.00	9.00%	\$ 111.93	All
9	Cyber Security/System Specialist	Master	Hourly	\$ 247.57	9.00%	\$ 225.29	All
		Senior	Hourly	\$ 210.57	9.00%	\$ 191.62	All
		Intermediate	Hourly	\$ 176.69	9.00%	\$ 160.78	All
		Entry	Hourly	\$ 112.34	9.00%	\$ 102.23	All
10	Computer Programmer/Developer	Master	Hourly	\$ 162.15	9.00%	\$ 147.56	All
		Senior	Hourly	\$ 147.77	9.00%	\$ 134.47	All
		Intermediate	Hourly	\$ 141.05	9.00%	\$ 128.36	All
		Entry	Hourly	\$ 131.58	9.00%	\$ 119.74	All
11	Database Developer/ Administrator	Master	Hourly	\$ 203.27	9.00%	\$ 184.97	All
		Senior	Hourly	\$ 193.10	9.00%	\$ 175.73	All
		Intermediate	Hourly	\$ 172.33	9.00%	\$ 156.82	All
		Entry	Hourly	\$ 163.71	9.00%	\$ 148.98	All
12	GIS Specialist	Master	Hourly	\$ 206.08	9.00%	\$ 187.54	All
		Senior	Hourly	\$ 191.86	9.00%	\$ 174.60	All
		Intermediate	Hourly	\$ 178.63	9.00%	\$ 162.55	All
		Entry	Hourly	\$ 167.91	9.00%	\$ 152.80	All
13	Network Engineer	Master	Hourly	\$ 159.18	9.00%	\$ 144.86	All
		Senior	Hourly	\$ 151.22	9.00%	\$ 137.61	All
		Intermediate	Hourly	\$ 143.66	9.00%	\$ 130.73	All
		Entry	Hourly	\$ 136.47	9.00%	\$ 124.19	All

14	IT Certified Professional/ System Administrator	Master	Hourly	\$	180.17	9.00%	\$	163.95	All
		Senior	Hourly	\$	145.36	9.00%	\$	132.28	All
		Intermediate	Hourly	\$	139.29	9.00%	\$	126.75	All
		Entry	Hourly	\$	122.25	9.00%	\$	111.24	All
15	Help Desk Support Service Specialist	Master	Hourly	\$	116.29	9.00%	\$	105.82	All
		Senior	Hourly	\$	103.71	9.00%	\$	94.37	All
		Intermediate	Hourly	\$	100.40	9.00%	\$	91.37	All
		Entry	Hourly	\$	84.63	9.00%	\$	77.01	All
16	IT Systems Security Specialist	Master	Hourly	\$	206.51	9.00%	\$	187.93	All
		Senior	Hourly	\$	185.74	9.00%	\$	169.03	All
		Intermediate	Hourly	\$	172.18	9.00%	\$	156.68	All
		Entry	Hourly	\$	150.03	9.00%	\$	136.52	All
17	Quality Assurance Specialist	Master	Hourly	\$	134.35	9.00%	\$	122.26	All
		Senior	Hourly	\$	117.06	9.00%	\$	106.53	All
		Intermediate	Hourly	\$	107.33	9.00%	\$	97.67	All
		Entry	Hourly	\$	94.05	9.00%	\$	85.59	All
18	Advertising/Marketing Manager	Master	Hourly	\$	206.61	9.00%	\$	188.02	All
		Senior	Hourly	\$	185.11	9.00%	\$	168.45	All
		Intermediate	Hourly	\$	161.49	9.00%	\$	146.96	All
		Entry	Hourly	\$	141.49	9.00%	\$	128.76	All
19	Social Networks & Other Media	Master	Hourly	\$	164.97	9.00%	\$	150.12	All
		Senior	Hourly	\$	116.19	9.00%	\$	105.73	All
		Intermediate	Hourly	\$	103.79	9.00%	\$	94.45	All
		Entry	Hourly	\$	75.61	9.00%	\$	68.81	All

Each labor category may be subdivided into:

- ✓ **Subject Matter Expert** – Requires approximately three years additional experience over the principal level. Additional education and/or certifications are required over the master level. Advanced degree or significant equivalent experience required.
- ✓ **Master** – At least 15 years of overall experience in the functional area. Bachelor’s degree in related field required. Master’s degree may substitute for 2 years of experience.
- ✓ **Senior** – At least 10 years of overall experience in the functional area. Bachelor’s degree in related field required. Master’s degree may substitute for 2 years of experience.
- ✓ **Intermediate** – At least 7 years of overall experience in the functional area. Bachelor’s degree in related field required. Master’s degree may substitute for 2 years of experience.
- ✓ **Entry** – Bachelor’s degree or 4 years of experience in the functional area.