

**INFORMATION TECHNOLOGY SERVICES  
BEST RATES, PRICE AND SKILL/EXPERIENCE MATRIX**

**DATE: 24 October 2003**

*Show your best Government/Commercial contracts, rates, prices and skill/experience from the past 3 years.  
Show as many projects/contracts within the past three years that you can in order to support each labor category proposed.  
- - Keep in mind that labor categories that are unsupported will not be considered for award - -*

| Labor Category                            | Contract name and Lowest Awarded Contract Rate | Contract name and Lowest Awarded Contract Rate | Contract name and number Lowest Awarded Contract Rate Ford Motor Company | Contract name and number Lowest Awarded Contract Rate Chrysler Corporation | Contract name and number Lowest Awarded Contract Rate | Contract name and number Lowest Awarded Contract Rate | Commercial Rate (if applicable) | Proposed GSA Schedule Rate (w/out IFF) | Proposed GSA Schedule Rate (with IFF) |
|---|--|--|--|--|---|---|---------------------------------|--|---------------------------------------|
| <b>IT Project Management</b>              | \$57   | \$   | \$57.50  | \$57   | \$  | \$  | 57                              | \$57                                   | \$57.43                               |
| Facility Support                          | \$49.37  | \$   | \$49.37  | \$49.37  | \$  | \$  | \$49.37                         | \$49.37                                | \$49.74                               |
| Computer Integrated Manufacturing Manager | \$59.38  | \$   | \$59.38  | \$   | \$  | \$  | \$59.38                         | \$59.38                                | \$59.83                               |
| Facility IT Operation                     | \$49.37  | \$   | \$49.37  | \$49.37  | \$  | \$  | \$49.37                         | \$49.37                                | \$49.74                               |
| Programmer                                | \$58.12  | \$   | \$58.12  | \$58.12  | \$  | \$  | \$58.12                         | \$58.12                                | \$58.56                               |
| Developer                                 | \$89.67  | \$   | \$89.67  | \$89.67  | \$  | \$  | \$89.67                         | \$89.67                                | \$90.34                               |
| Software Engineer                         | \$75   | \$   | \$75   | \$75   | \$  | \$  | \$75                            | \$75                                   | \$75.56                               |
| Technical Project Lead                    | \$75   | \$   | \$75   | \$75   | \$  | \$  | \$75                            | \$75                                   | \$75.56                               |
| Application Support Specialist            | \$75   | \$   | \$75   | \$103.28   | \$  | \$  | \$75                            | \$75                                   | \$75.56                               |
| Systems Administration                    | \$49.37  | \$   | \$49.37  | \$49.37  | \$  | \$  | \$49.37                         | \$49.37                                | \$49.74                               |
|   | \$   | \$   | \$   | \$   | \$  | \$  | \$                              | \$                                     | \$                                    |
|   | \$   | \$   | \$   | \$   | \$  | \$  | \$                              | \$                                     | \$                                    |
|   | \$   | \$   | \$   | \$   | \$  | \$  | \$                              | \$                                     | \$                                    |
|   | \$   | \$   | \$   | \$   | \$  | \$  | \$                              | \$                                     | \$                                    |
|   | \$   | \$   | \$   | \$   | \$  | \$  | \$                              | \$                                     | \$                                    |
|   | \$   | \$   | \$   | \$   | \$  | \$  | \$                              | \$                                     | \$                                    |

**Refer to Clause F.5 (Information Technology (IT) Professional Services-Past Performance/Responsibility Determination)**

**NOTES:**  
Labor Description, Years Experience, Educational Requirements & Functional Description - see attached <attach the appropriate information>  
Rates reflected above represent <company name> as the prime(PC)/sub(SC) contract holder with work done on either the clients/Governments(GS) or <company's name>(CS) site.

\*Denotes Government projects

\*\*Denotes Commercial projects