Bidder Name:	GREYCELL LABS INC
Federal ID#:	20-1653222

Instructions:

- A Bidder must enter a single Hourly Wage Rate (rounded to two (2) decimal places) for each and every Job Title and Skill Level in each of the three (3) Regions.
- An Hourly Wage Rate of zero (0) or a range will result in disqualification as non-responsive.
- Failure to bid all Job Titles and Skill Levels in all Regions will result in disqualification as non-responsive.
- A Bidder must enter a Markup percentage (rounded to two (2) decimal places) that shall apply to each Job Title and Skill Level within each Region.
- A Bidder shall provide one Markup percentage per Region, not to exceed a total of three (3) Markup percentages.
- Failure to bid Markup percentages in all Regions will result in disqualification as non-responsive.

- Hourly Wage Rate and Markup are defined in Section 1.12 of the RFP. REGION 1 **REGION 2 REGION 3** 100.00% Region 1 Markup % Region 2 Markup % 100.00% Region 3 Markup % 100.00%

Job Title	Skill Level	Hourly Wage Rate	Hourly Bill Rate
	Junior	\$18.77	\$37.54
Business Analyst	Mid-Level	\$18.77	\$37.54 \$49.18
Business Analyst	Senior	\$24.59	\$49.18
Business Analyst			*
Business Analyst	Expert	\$36.62	\$73.24
Cloud Engineer	Junior	\$19.75	\$39.50
Cloud Engineer	Mid-Level	\$28.04	\$56.08
Cloud Engineer	Senior	\$35.68	\$71.36
Cloud Engineer	Expert	\$42.49	\$84.98
Database Administrator	Junior	\$20.86	\$41.72
Database Administrator	Mid-Level	\$26.88	\$53.76
Database Administrator	Senior	\$33.46	\$66.92
Database Administrator	Expert	\$40.36	\$80.72
Database Architect	Junior	\$23.90	\$47.80
Database Architect	Mid-Level	\$30.48	\$60.96
Database Architect	Senior	\$37.09	\$74.18
Database Architect	Expert	\$42.35	\$84.70
Database Manager	Junior	\$20.21	\$40.42
Database Manager	Mid-Level	\$27.37	\$54.74
Database Manager	Senior	\$36.92	\$73.84
Database Manager	Expert	\$44.85	\$89.70
Graphic Designer	Junior	\$18.78	\$37.56
Graphic Designer	Mid-Level	\$22.45	\$44.90
Graphic Designer	Senior	\$27.80	\$55.60
Graphic Designer	Expert	\$35.60	\$71.20
Help Desk Manager	Junior	\$19.85	\$39.70
Help Desk Manager	Mid-Level	\$24.90	\$49.80
Help Desk Manager	Senior	\$31.80	\$63.60
Help Desk Manager	Expert	\$35.80	\$71.60
IT Manager	Junior	\$19.85	\$39.70
IT Manager	Mid-Level	\$24.90	\$49.80
IT Manager	Senior	\$34.70	\$69.40
IT Manager	Expert	\$39.85	\$79.70
IT Specialist	Junior	\$20.11	\$40.22
IT Specialist	Mid-Level	\$29.70	\$59.40
IT Specialist	Senior	\$33.86	\$67.72
IT Specialist	Expert	\$42.11	\$84.22

Joh Tidle	Skill Level	Hourly Wage Rate	Hourly Bill Rate
Job Title	Junior	\$18.39	\$36.78
Business Analyst	Mid-Level	\$24.10	\$48.20
Business Analyst	Senior	\$29.79	\$59.58
Business Analyst		\$35.89	\$71.78
Business Analyst	Expert		\$38.72
Cloud Engineer	Junior	\$19.36	
Cloud Engineer	Mid-Level	\$27.48	\$54.96
Cloud Engineer	Senior	\$34.97	\$69.94
Cloud Engineer	Expert	\$41.64	\$83.28
Database Administrator	Junior	\$20.44	\$40.88
Database Administrator	Mid-Level	\$26.34	\$52.68
Database Administrator	Senior	\$32.79	\$65.58
Database Administrator	Expert	\$39.55	\$79.10
Database Architect	Junior	\$23.42	\$46.84
Database Architect	Mid-Level	\$29.87	\$59.74
Database Architect	Senior	\$36.35	\$72.70
Database Architect	Expert	\$41.50	\$83.00
Database Manager	Junior	\$19.81	\$39.62
Database Manager	Mid-Level	\$26.82	\$53.64
Database Manager	Senior	\$36.18	\$72.36
Database Manager	Expert	\$43.95	\$87.90
Graphic Designer	Junior	\$18.40	\$36.80
Graphic Designer	Mid-Level	\$22.00	\$44.00
Graphic Designer	Senior	\$27.24	\$54.48
Graphic Designer	Expert	\$34.89	\$69.78
Help Desk Manager	Junior	\$19.45	\$38.90
Help Desk Manager	Mid-Level	\$24.40	\$48.80
Help Desk Manager	Senior	\$31.16	\$62.32
Help Desk Manager	Expert	\$35.08	\$70.16
IT Manager	Junior	\$19.45	\$38.90
IT Manager	Mid-Level	\$24.40	\$48.80
IT Manager	Senior	\$34.01	\$68.02
IT Manager	Expert	\$39.05	\$78.10
IT Specialist	Junior	\$19.71	\$39.42
IT Specialist	Mid-Level	\$29.11	\$58.22
IT Specialist	Senior	\$33.18	\$66.36
IT Specialist	Expert	\$41.27	\$82.54

Job Title	Skill Level	Hourly Wage Rate	Hourly Bill Rate
Business Analyst	Junior	\$20.08	\$40.16
Business Analyst	Mid-Level	\$26.31	\$52.62
Business Analyst	Senior	\$32.53	\$65.06
Business Analyst	Expert	\$39.18	\$78.36
Cloud Engineer	Junior	\$21.13	\$42.26
Cloud Engineer	Mid-Level	\$30.00	\$60.00
Cloud Engineer	Senior	\$38.18	\$76.36
Cloud Engineer	Expert	\$45.46	\$90.92
Database Administrator	Junior	\$22.32	\$44.64
Database Administrator	Mid-Level	\$28.76	\$57.52
Database Administrator	Senior	\$35.80	\$71.60
Database Administrator	Expert	\$43.19	\$86.38
Database Architect	Junior	\$25.57	\$51.14
Database Architect	Mid-Level	\$32.61	\$65.22
Database Architect	Senior	\$39.69	\$79.38
Database Architect	Expert	\$45.31	\$90.62
Database Manager	Junior	\$21.62	\$43.24
Database Manager	Mid-Level	\$29.29	\$58.58
Database Manager	Senior	\$39.50	\$79.00
Database Manager	Expert	\$47.99	\$95.98
Graphic Designer	Junior	\$20.09	\$40.18
Graphic Designer	Mid-Level	\$24.02	\$48.04
Graphic Designer	Senior	\$29.75	\$59.50
Graphic Designer	Expert	\$38.09	\$76.18
Help Desk Manager	Junior	\$21.24	\$42.48
Help Desk Manager	Mid-Level	\$26.64	\$53.28
Help Desk Manager	Senior	\$34.03	\$68.06
Help Desk Manager	Expert	\$38.31	\$76.62
IT Manager	Junior	\$21.24	\$42.48
IT Manager	Mid-Level	\$26.64	\$53.28
IT Manager	Senior	\$37.13	\$74.26
IT Manager	Expert	\$42.64	\$85.28
IT Specialist	Junior	\$21.52	\$43.04
IT Specialist	Mid-Level	\$31.78	\$63.56
IT Specialist	Senior	\$36.23	\$72.46
IT Specialist	Expert	\$45.06	\$90.12

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Network Administrator	Junior	\$18.91	\$37.82
Network Administrator	Mid-Level	\$24.24	\$48.48
Network Administrator	Senior	\$33.92	\$67.84
Network Administrator	Expert	\$38.48	\$76.96
Network Architect	Junior	\$23.90	\$47.80
Network Architect	Mid-Level	\$30.48	\$60.96
Network Architect	Senior	\$38.85	\$77.70
Network Architect	Expert	\$44.49	\$88.98
Operations Manager	Junior	\$20.21	\$40.42
Operations Manager	Mid-Level	\$27.37	\$54.74
Operations Manager	Senior	\$36.92	\$73.84
Operations Manager	Expert	\$42.62	\$85.2
Programmer	Junior	\$19.25	\$38.5
Programmer	Mid-Level	\$26.88	\$53.7
Programmer	Senior	\$33.21	\$66.4
Programmer	Expert	\$38.52	\$77.0
Project Manager	Junior	\$20.21	\$40.4
Project Manager	Mid-Level	\$27.37	\$54.7
Project Manager	Senior	\$36.92	\$73.8
Project Manager	Expert	\$44.85	\$89.7
Security Analyst	Junior	\$19.57	\$39.1
	Mid-Level	\$24.59	\$49.1
Security Analyst	Senior	\$30.40	\$60.8
Security Analyst	Expert	\$36.62	\$73.2
Security Analyst		*	
Security Manager	Junior	\$20.21	\$40.4
Security Manager	Mid-Level	\$27.37	\$54.7
Security Manager	Senior	\$36.92	\$73.8
Security Manager	Expert	\$44.85	\$89.7
Software Analyst	Junior	\$19.57	\$39.1
Software Analyst	Mid-Level	\$24.59	\$49.1
Software Analyst	Senior	\$30.40	\$60.8
Software Analyst	Expert	\$36.62	\$73.2
Software Architect	Junior	\$23.90	\$47.8
Software Architect	Mid-Level	\$37.48	\$74.9
Software Architect	Senior	\$42.09	\$84.1
Software Architect	Expert	\$46.41	\$92.8
Software Developer	Junior	\$19.25	\$38.5
Software Developer	Mid-Level	\$26.88	\$53.7
Software Developer	Senior	\$33.21	\$66.4
Software Developer	Expert	\$38.52	\$77.0
Software Manager	Junior	\$20.21	\$40.4
Software Manager	Mid-Level	\$27.37	\$54.7
Software Manager	Senior	\$36.92	\$73.8
Software Manager	Expert	\$44.85	\$89.7
Systems Administrator	Junior	\$18.91	\$37.8
Systems Administrator	Mid-Level	\$24.24	\$48.4
Systems Administrator	Senior	\$30.92	\$61.8
Systems Administrator	Expert	\$36.95	\$73.9
Systems Analyst	Junior	\$19.57	\$39.1
Systems Analyst	Mid-Level	\$24.59	\$49.1
Systems Analyst	Senior Senior	\$30.40	\$60.8
	Expert	\$36.62	\$73.2
Systems Analyst	Junior	\$23.90	\$47.8
Systems Architect	Mid-Level	\$23.90	\$47.8 \$60.9
Systems Architect	Senior	\$30.48	\$60.9 \$74.1
Systems Architect			
Systems Architect	Expert	\$44.41	\$88.8
Systems Developer	Junior	\$19.25	\$38.5
Systems Developer	Mid-Level	\$26.88	\$53.7

Network Administrator Mid-Level \$23.76 \$47.52 Network Administrator Senior \$33.24 \$66.48 Network Administrator Expert \$37.71 \$75.42 Network Architect Junior \$23.42 \$46.84 Network Architect Mid-Level \$29.97 \$59.74 Network Architect Senior \$38.07 \$76.14 Network Architect Expert \$43.60 \$87.27 Operations Manager Junior \$19.81 \$39.62 Operations Manager Senior \$36.18 \$72.33 Operations Manager Expert \$41.77 \$83.55 Programmer Junior \$18.87 \$37.74 Programmer Junior \$18.87 \$37.75 Projerammer Senior \$32.55 \$65.10 Programmer Expert \$37.75 \$75.50 Project Manager Junior \$18.81 \$39.62 Project Manager Senior \$36.88 \$72.36 Project Manager </th <th>NI</th> <th>Junior</th> <th>\$18.53</th> <th>#27.00</th>	NI	Junior	\$18.53	#27.00
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Expert				
Security Analyst	, ,			
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Security Analyst Senior \$29.79 \$59.56 Security Analyst Expert \$35.89 \$71.76 Security Manager Junior \$119.81 \$39.62 Security Manager Mid-Level \$26.82 \$53.64 Security Manager Senior \$36.18 \$72.36 Security Manager Expert \$43.95 \$87.90 Software Analyst Junior \$19.18 \$38.36 Software Analyst Junior \$19.18 \$38.36 Software Analyst Senior \$29.79 \$59.55 Software Analyst Expert \$35.89 \$71.76 Software Analyst Expert \$35.89 \$71.77 Software Analyst Expert \$346.84 \$29.79 Software Architect Senior \$23.42 \$46.84 Software Archite	Security Analyst			\$48.20
Security Manager				\$59.58
Security Manager Junior \$19.81 \$39.62 Security Manager Mid-Level \$26.82 \$53.64 Security Manager Senior \$36.18 \$72.36 Security Manager Expert \$43.95 \$87.96 Software Analyst Junior \$19.18 \$38.36 Software Analyst Mid-Level \$24.10 \$48.20 Software Analyst Senior \$29.79 \$59.58 Software Analyst Expert \$35.89 \$71.76 Software Analyst Expert \$35.89 \$71.76 Software Architect Junior \$23.42 \$46.84 Software Architect Junior \$23.42 \$46.84 Software Architect Senior \$341.25 \$82.50 Software Architect Expert \$36.73 \$73.46 Software Architect Expert \$45.48 \$90.99 Software Architect Expert \$44.25 \$82.50 Software Developer Junior \$18.87 \$37.74 So	Security Analyst	Expert		\$71.78
Security Manager Mid-Level \$26.82 \$53.64 Security Manager Senior \$36.18 \$72.36 Security Manager Expert \$443.95 \$87.90 Software Analyst Junior \$19.18 \$38.36 Software Analyst Mid-Level \$24.10 \$48.20 Software Analyst Senior \$29.79 \$59.56 Software Analyst Expert \$35.89 \$71.76 Software Analyst Expert \$35.89 \$71.77 Software Architect Junior \$23.42 \$46.84 Software Architect Junior \$23.42 \$46.84 Software Architect Senior \$41.25 \$82.50 Software Architect Expert \$45.48 \$90.96 Software Architect Expert \$45.48 \$90.96 Software Architect Expert \$45.48 \$90.96 Software Developer Junior \$18.87 \$37.75 Software Developer Senior \$32.55 \$65.10		Junior	\$19.81	\$39.62
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Systems Developer Junior \$18.87 \$37.74				
Cyclemic Developer				
Systems Developer Mid-Level \$26.34 \$52.68	/			
	Systems Developer	Mid-Level	\$26.34	\$52.68

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Network Administrator	Junior	\$20.23	\$40.46
Network Administrator	Mid-Level	\$25.94	\$51.88
Network Administrator	Senior	\$36.29	\$72.58
Network Administrator	Expert	\$41.17	\$82.34
Network Architect	Junior	\$25.57	\$51.14
Network Architect	Mid-Level	\$32.61	\$65.22
Network Architect	Senior	\$41.57	\$83.14
Network Architect	Expert	\$47.60	\$95.20
Operations Manager	Junior	\$21.62	\$43.24
Operations Manager	Mid-Level	\$29.29	\$58.58
Operations Manager	Senior	\$39.50	\$79.00
Operations Manager	Expert	\$45.60	\$91.20
Programmer	Junior	\$20.60	\$41.20
Programmer	Mid-Level	\$28.76	\$57.52
Programmer	Senior	\$35.53	\$71.06
Programmer	Expert	\$41.22	\$82.44
Project Manager	Junior	\$21.62	\$43.24
Project Manager	Mid-Level	\$29.29	\$58.58
Project Manager	Senior	\$39.50	\$79.00
Project Manager	Expert	\$47.99	\$95.98
Security Analyst	Junior	\$20.94	\$41.88
Security Analyst	Mid-Level	\$26.31	\$52.62
Security Analyst	Senior	\$32.53	\$65.06
Security Analyst	Expert	\$39.18	\$78.36
Security Manager	Junior	\$21.62	\$43.24
Security Manager	Mid-Level	\$29.29	\$58.58
Security Manager	Senior	\$39.50	\$79.00
Security Manager	Expert	\$47.99	\$95.98
Software Analyst	Junior	\$20.94	\$41.88
Software Analyst	Mid-Level	\$26.31	\$52.62
Software Analyst	Senior	\$32.53	\$65.06
Software Analyst	Expert	\$39.18	\$78.36
Software Architect	Junior	\$25.57	\$51.14
Software Architect	Mid-Level	\$40.10	\$80.20
Software Architect	Senior	\$45.04	\$90.08
Software Architect	Expert	\$49.66	\$99.32
Software Developer	Junior	\$20.60	\$41.20
Software Developer	Mid-Level	\$28.76	\$57.52
Software Developer	Senior	\$35.53	\$71.06
Software Developer	Expert	\$41.22	\$82.44
Software Manager	Junior	\$21.62	\$43.24
Software Manager	Mid-Level	\$29.29	\$58.58
Software Manager	Senior	\$39.50	\$79.00
Software Manager	Expert	\$47.99	\$95.98
	Junior	\$20.23	\$40.46
Systems Administrator	Mid-Level	\$20.23	\$40.48
Systems Administrator	Senior	\$33.08	\$66.16
Systems Administrator	Expert	\$33.08	\$79.08
Systems Administrator	Junior	\$39.54 \$20.94	\$41.88
Systems Analyst	Mid-Level	\$20.94	\$52.62
Systems Analyst	Senior	\$26.31	\$52.62 \$65.06
Systems Analyst			
Systems Analyst	Expert	\$39.18	\$78.36
Systems Architect	Junior	\$25.57	\$51.14
Systems Architect	Mid-Level	\$32.61	\$65.22
Systems Architect	Senior	\$39.69	\$79.38
Systems Architect	Expert	\$47.52	\$95.04
Systems Developer Systems Developer	Junior Mid-Level	\$20.60	\$41.20
		\$28.76	\$57.52

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Systems Developer	Senior	\$33.21	\$66.42
Systems Developer	Expert	\$38.52	\$77.04
Technical Writer	Junior	\$15.55	\$31.10
Technical Writer	Mid-Level	\$18.35	\$36.70
Technical Writer	Senior	\$21.49	\$42.98
Technical Writer	Expert	\$25.95	\$51.90
Tester	Junior	\$17.57	\$35.14
Tester	Mid-Level	\$22.82	\$45.64
Tester	Senior	\$25.76	\$51.52
Tester	Expert	\$29.92	\$59.84
Training Developer	Junior	\$19.25	\$38.50
Training Developer	Mid-Level	\$24.88	\$49.76
Training Developer	Senior	\$32.81	\$65.62
Training Developer	Expert	\$37.85	\$75.70
Web Administrator	Junior	\$18.91	\$37.82
Web Administrator	Mid-Level	\$24.24	\$48.48
Web Administrator	Senior	\$30.78	\$61.56
Web Administrator	Expert	\$38.52	\$77.04
Web Designer	Junior	\$19.25	\$38.50
Web Designer	Mid-Level	\$26.88	\$53.76
Web Designer	Senior	\$33.21	\$66.42
Web Designer	Expert	\$38.52	\$77.04
Web Developer	Junior	\$19.25	\$38.50
Web Developer	Mid-Level	\$26.88	\$53.76
Web Developer	Senior	\$33.21	\$66.42
Web Developer	Expert	\$38.52	\$77.04
Web Manager	Junior	\$20.21	\$40.42
Web Manager	Mid-Level	\$27.37	\$54.74
Web Manager	Senior	\$36.92	\$73.84
Web Manager	Expert	\$44.85	\$89.70

Systems Developer	Senior	\$32.55	\$65.10
Systems Developer	Expert	\$37.75	\$75.50
Technical Writer	Junior	\$15.24	\$30.48
Technical Writer	Mid-Level	\$17.98	\$35.96
Technical Writer	Senior	\$21.06	\$42.12
Technical Writer	Expert	\$25.43	\$50.86
Tester	Junior	\$17.22	\$34.44
Tester	Mid-Level	\$22.36	\$44.72
Tester	Senior	\$25.24	\$50.48
Tester	Expert	\$29.32	\$58.64
Training Developer	Junior	\$18.87	\$37.74
Training Developer	Mid-Level	\$24.38	\$48.76
Training Developer	Senior	\$32.15	\$64.30
Training Developer	Expert	\$37.09	\$74.18
Web Administrator	Junior	\$18.53	\$37.06
Web Administrator	Mid-Level	\$23.76	\$47.52
Web Administrator	Senior	\$30.16	\$60.32
Web Administrator	Expert	\$37.75	\$75.50
Web Designer	Junior	\$18.87	\$37.74
Web Designer	Mid-Level	\$26.34	\$52.68
Web Designer	Senior	\$32.55	\$65.10
Web Designer	Expert	\$37.75	\$75.50
Web Developer	Junior	\$18.87	\$37.74
Web Developer	Mid-Level	\$26.34	\$52.68
Web Developer	Senior	\$32.55	\$65.10
Web Developer	Expert	\$37.75	\$75.50
Web Manager	Junior	\$19.81	\$39.62
Web Manager	Mid-Level	\$26.82	\$53.64
Web Manager	Senior	\$36.18	\$72.36
Web Manager	Expert	\$43.95	\$87.90

Systems Developer	Senior	\$35.53	\$71.06
Systems Developer	Expert	\$41.22	\$82.44
Technical Writer	Junior	\$16.64	\$33.28
Technical Writer	Mid-Level	\$19.63	\$39.26
Technical Writer	Senior	\$22.99	\$45.98
Technical Writer	Expert	\$27.77	\$55.54
Tester	Junior	\$18.80	\$37.60
Tester	Mid-Level	\$24.42	\$48.84
Tester	Senior	\$27.56	\$55.12
Tester	Expert	\$32.01	\$64.02
Training Developer	Junior	\$20.60	\$41.20
Training Developer	Mid-Level	\$26.62	\$53.24
Training Developer	Senior	\$35.11	\$70.22
Training Developer	Expert	\$40.50	\$81.00
Web Administrator	Junior	\$20.23	\$40.46
Web Administrator	Mid-Level	\$25.94	\$51.88
Web Administrator	Senior	\$32.93	\$65.86
Web Administrator	Expert	\$41.22	\$82.44
Web Designer	Junior	\$20.60	\$41.20
Web Designer	Mid-Level	\$28.76	\$57.52
Web Designer	Senior	\$35.53	\$71.06
Web Designer	Expert	\$41.22	\$82.44
Web Developer	Junior	\$20.60	\$41.20
Web Developer	Mid-Level	\$28.76	\$57.52
Web Developer	Senior	\$35.53	\$71.06
Web Developer	Expert	\$41.22	\$82.44
Web Manager	Junior	\$21.62	\$43.24
Web Manager	Mid-Level	\$29.29	\$58.58
Web Manager	Senior	\$39.50	\$79.00
Web Manager	Expert	\$47.99	\$95.98

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