

**MTS Technologies, Inc.**  
**Image World 2 New Dimensions**  
**RFP No. 263-00-P(GD)0033**

**PERSONNEL SERVICES (LABOR)**

CLIN	DESCRIPTION	U/M	2007	
			ON-SITE LABOR RATE (Loaded)	OFF-SITE LABOR RATE (Loaded)
4001F	Program Manager (Key Personnel)	HR	\$ 132.28	\$ 132.28
4002F	Business/Marketing Manager (Key Personnel)	HR	\$ 108.16	\$ 108.16
4003F	Director, Information Technology	HR	\$ 154.89	\$ 154.89
4004F	Quality Assurance Specialist	HR	\$ 86.23	\$ 86.23
4005F	Subject Matter Expert (e-Commerce)	HR	\$ 136.24	\$ 136.24
4006F	Subject Matter Expert (Telemedicine)	HR	\$ 133.52	\$ 133.52
4007F	Subject Matter Expert (Information Security)	HR	\$ 113.49	\$ 113.49
4008F	Subject Matter Expert (Medical)	HR	\$ 132.28	\$ 132.28
4009F	Subject Matter Expert (GIS)	HR	\$ 132.28	\$ 132.28
4010F	Subject Matter Expert (Imaging)	HR	\$ 214.02	\$ 214.02
4011F	Subject Matter Expert (Smart TV)	HR	\$ 92.26	\$ 149.46
4012F	Subject Matter Expert (Video Conferencing)	HR	\$ 76.88	\$ 124.56
4013F	Subject Matter Expert (Web Multimedia Training Solutions)	HR	\$ 214.02	\$ 214.02
4014F	Subject Matter Expert (Decision Support/Data Warehousing)	HR	\$ 76.88	\$ 124.56
4015F	Subject Matter Expert (Electronic Data Management)	HR	\$ 154.89	\$ 154.89
4016F	Subject Matter Expert (Knowledge Management)	HR	\$ 154.89	\$ 154.89
4017F	Producer	HR	\$ 92.26	\$ 149.46
4018F	Sr. Production Support Specialist	HR	\$ 61.52	\$ 99.65
4019F	Sr. Post Production Support Specialist	HR	\$ 51.25	\$ 83.03
4020F	Production Support Specialist	HR	\$ 41.00	\$ 66.42
4021F	Post Production Support Specialist	HR	\$ 41.00	\$ 66.42
4022F	Business Manager	HR	\$ 103.51	\$ 103.51
4023F	Project Manager	HR	\$ 214.02	\$ 214.02
4024F	Sr. Systems Analyst	HR	\$ 97.11	\$ 97.11
4025F	Systems Analyst	HR	\$ 147.84	\$ 147.84
4026F	Sr. Database Architect	HR	\$ 102.86	\$ 102.86
4027F	Sr. Database Administrator	HR	\$ 132.28	\$ 132.28
4028F	Database Administrator	HR	\$ 108.98	\$ 108.98
4029F	Sr. Network Engineers/Technician	HR	\$ 87.13	\$ 141.16
4030F	Network Engineers/Technician	HR	\$ 90.59	\$ 90.59
4031F	Programmer	HR	\$ 168.97	\$ 168.97
4032F	Sr. Applications/Software Developer	HR	\$ 106.52	\$ 106.52
4033F	Applications/Software Developer	HR	\$ 93.57	\$ 93.57
4034F	Web Producer/Creative Design	HR	\$ 76.88	\$ 141.16
4035F	Sr. Web Developers	HR	\$ 228.10	\$ 228.10
4036F	Web Developers	HR	\$ 74.92	\$ 74.92
4037F	Web Content Managers	HR	\$ 69.45	\$ 69.45
4038F	Webmasters	HR	\$ 83.37	\$ 83.37
4039F	Sr. Network Administrator	HR	\$ 85.12	\$ 85.12
4040F	Network Administrator	HR	\$ 76.28	\$ 76.28
4041F	Sr. Training Analyst	HR	\$ 70.28	\$ 70.28
4042F	Course Developer	HR	\$ 232.33	\$ 232.33
4043F	Curricula Design and Development Manager	HR	\$ 306.95	\$ 306.95
4044F	Instructional Designer	HR	\$ 228.10	\$ 228.10
4045F	Sr. Graphic Artist	HR	\$ 76.88	\$ 141.16
4046F	Graphic Artist	HR	\$ 71.67	\$ 116.11
4047F	Distance Learning Specialists	HR	\$ 132.28	\$ 132.28
4048F	Imaging Specialists	HR	\$ 132.28	\$ 132.28
4049F	Instructors/Training Analysts	HR	\$ 132.28	\$ 132.28

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CLIN	DESCRIPTION	U/M	2008	
			ON-SITE LABOR RATE (Loaded)	OFF-SITE LABOR RATE (Loaded)
4001G	Program Manager (Key Personnel)	HR	\$ 137.57	\$ 137.57
4002G	Business/Marketing Manager (Key Personnel)	HR	\$ 112.49	\$ 112.49
4003G	Director, Information Technology	HR	\$ 161.09	\$ 161.09
4004G	Quality Assurance Specialist	HR	\$ 89.68	\$ 89.68
4005G	Subject Matter Expert (e-Commerce)	HR	\$ 141.69	\$ 141.69
4006G	Subject Matter Expert (Telemedicine)	HR	\$ 138.86	\$ 138.86
4007G	Subject Matter Expert (Information Security)	HR	\$ 118.03	\$ 118.03
4008G	Subject Matter Expert (Medical)	HR	\$ 137.57	\$ 137.57
4009G	Subject Matter Expert (GIS)	HR	\$ 137.57	\$ 137.57
4010G	Subject Matter Expert (Imaging)	HR	\$ 222.58	\$ 222.58
4011G	Subject Matter Expert (Smart TV)	HR	\$ 95.95	\$ 155.44
4012G	Subject Matter Expert (Video Conferencing)	HR	\$ 79.95	\$ 129.54
4013G	Subject Matter Expert (Web Multimedia Training Solutions)	HR	\$ 222.58	\$ 222.58
4014G	Subject Matter Expert (Decision Support/Data Warehousing)	HR	\$ 79.95	\$ 129.54
4015G	Subject Matter Expert (Electronic Data Management)	HR	\$ 161.09	\$ 161.09
4016G	Subject Matter Expert (Knowledge Management)	HR	\$ 161.09	\$ 161.09
4017G	Producer	HR	\$ 95.95	\$ 155.44
4018G	Sr. Production Support Specialist	HR	\$ 63.98	\$ 103.63
4019G	Sr. Post Production Support Specialist	HR	\$ 53.30	\$ 86.35
4020G	Production Support Specialist	HR	\$ 42.64	\$ 69.07
4021G	Post Production Support Specialist	HR	\$ 42.64	\$ 69.07
4022G	Business Manager	HR	\$ 107.66	\$ 107.66
4023G	Project Manager	HR	\$ 222.58	\$ 222.58
4024G	Sr. Systems Analyst	HR	\$ 101.00	\$ 101.00
4025G	Systems Analyst	HR	\$ 153.76	\$ 153.76
4026G	Sr. Database Architect	HR	\$ 106.98	\$ 106.98
4027G	Sr. Database Administrator	HR	\$ 137.57	\$ 137.57
4028G	Database Administrator	HR	\$ 113.34	\$ 113.34
4029G	Sr. Network Engineers/Technician	HR	\$ 90.62	\$ 146.80
4030G	Network Engineers/Technician	HR	\$ 94.22	\$ 94.22
4031G	Programmer	HR	\$ 175.72	\$ 175.72
4032G	Sr. Applications/Software Developer	HR	\$ 110.78	\$ 110.78
4033G	Applications/Software Developer	HR	\$ 97.31	\$ 97.31
4034G	Web Producer/Creative Design	HR	\$ 79.95	\$ 146.80
4035G	Sr. Web Developers	HR	\$ 237.23	\$ 237.23
4036G	Web Developers	HR	\$ 77.92	\$ 77.92
4037G	Web Content Managers	HR	\$ 72.23	\$ 72.23
4038G	Webmasters	HR	\$ 86.70	\$ 86.70
4039G	Sr. Network Administrator	HR	\$ 88.53	\$ 88.53
4040G	Network Administrator	HR	\$ 79.33	\$ 79.33
4041G	Sr. Training Analyst	HR	\$ 73.09	\$ 73.09
4042G	Course Developer	HR	\$ 241.62	\$ 241.62
4043G	Curricula Design and Development Manager	HR	\$ 319.23	\$ 319.23
4044G	Instructional Designer	HR	\$ 237.23	\$ 237.23
4045G	Sr. Graphic Artist	HR	\$ 79.95	\$ 146.80
4046G	Graphic Artist	HR	\$ 74.54	\$ 120.75
4047G	Distance Learning Specialists	HR	\$ 137.57	\$ 137.57
4048G	Imaging Specialists	HR	\$ 137.57	\$ 137.57
4049G	Instructors/Training Analysts	HR	\$ 137.57	\$ 137.57

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CLIN	DESCRIPTION	U/M	2009	
			ON-SITE LABOR RATE (Loaded)	OFF-SITE LABOR RATE (Loaded)
4001H	Program Manager (Key Personnel)	HR	\$ 143.07	\$ 143.07
4002H	Business/Marketing Manager (Key Personnel)	HR	\$ 116.99	\$ 116.99
4003H	Director, Information Technology	HR	\$ 167.53	\$ 167.53
4004H	Quality Assurance Specialist	HR	\$ 93.27	\$ 93.27
4005H	Subject Matter Expert (e-Commerce)	HR	\$ 147.36	\$ 147.36
4006H	Subject Matter Expert (Telemedicine)	HR	\$ 144.42	\$ 144.42
4007H	Subject Matter Expert (Information Security)	HR	\$ 122.75	\$ 122.75
4008H	Subject Matter Expert (Medical)	HR	\$ 143.07	\$ 143.07
4009H	Subject Matter Expert (GIS)	HR	\$ 143.07	\$ 143.07
4010H	Subject Matter Expert (Imaging)	HR	\$ 231.49	\$ 231.49
4011H	Subject Matter Expert (Smart TV)	HR	\$ 99.78	\$ 161.66
4012H	Subject Matter Expert (Video Conferencing)	HR	\$ 83.15	\$ 134.72
4013H	Subject Matter Expert (Web Multimedia Training Solutions)	HR	\$ 231.49	\$ 231.49
4014H	Subject Matter Expert (Decision Support/Data Warehousing)	HR	\$ 83.15	\$ 134.72
4015H	Subject Matter Expert (Electronic Data Management)	HR	\$ 167.53	\$ 167.53
4016H	Subject Matter Expert (Knowledge Management)	HR	\$ 167.53	\$ 167.53
4017H	Producer	HR	\$ 99.78	\$ 161.66
4018H	Sr. Production Support Specialist	HR	\$ 66.54	\$ 107.78
4019H	Sr. Post Production Support Specialist	HR	\$ 55.44	\$ 89.81
4020H	Production Support Specialist	HR	\$ 44.35	\$ 71.84
4021H	Post Production Support Specialist	HR	\$ 44.35	\$ 71.84
4022H	Business Manager	HR	\$ 111.96	\$ 111.96
4023H	Project Manager	HR	\$ 231.49	\$ 231.49
4024H	Sr. Systems Analyst	HR	\$ 105.03	\$ 105.03
4025H	Systems Analyst	HR	\$ 159.91	\$ 159.91
4026H	Sr. Database Architect	HR	\$ 111.26	\$ 111.26
4027H	Sr. Database Administrator	HR	\$ 143.07	\$ 143.07
4028H	Database Administrator	HR	\$ 117.88	\$ 117.88
4029H	Sr. Network Engineers/Technician	HR	\$ 94.24	\$ 152.68
4030H	Network Engineers/Technician	HR	\$ 97.99	\$ 97.99
4031H	Programmer	HR	\$ 182.75	\$ 182.75
4032H	Sr. Applications/Software Developer	HR	\$ 115.21	\$ 115.21
4033H	Applications/Software Developer	HR	\$ 101.20	\$ 101.20
4034H	Web Producer/Creative Design	HR	\$ 83.15	\$ 152.68
4035H	Sr. Web Developers	HR	\$ 246.72	\$ 246.72
4036H	Web Developers	HR	\$ 81.04	\$ 81.04
4037H	Web Content Managers	HR	\$ 75.12	\$ 75.12
4038H	Webmasters	HR	\$ 90.17	\$ 90.17
4039H	Sr. Network Administrator	HR	\$ 92.07	\$ 92.07
4040H	Network Administrator	HR	\$ 82.51	\$ 82.51
4041H	Sr. Training Analyst	HR	\$ 76.01	\$ 76.01
4042H	Course Developer	HR	\$ 251.29	\$ 251.29
4043H	Curricula Design and Development Manager	HR	\$ 332.00	\$ 332.00
4044H	Instructional Designer	HR	\$ 246.72	\$ 246.72
4045H	Sr. Graphic Artist	HR	\$ 83.15	\$ 152.68
4046H	Graphic Artist	HR	\$ 77.52	\$ 125.58
4047H	Distance Learning Specialists	HR	\$ 143.07	\$ 143.07
4048H	Imaging Specialists	HR	\$ 143.07	\$ 143.07
4049H	Instructors/Training Analysts	HR	\$ 143.07	\$ 143.07

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CLIN	DESCRIPTION	U/M	2010	
			ON-SITE LABOR RATE (Loaded)	OFF-SITE LABOR RATE (Loaded)
4001J	Program Manager (Key Personnel)	HR	\$ 148.79	\$ 148.79
4002J	Business/Marketing Manager (Key Personnel)	HR	\$ 121.67	\$ 121.67
4003J	Director, Information Technology	HR	\$ 174.23	\$ 174.23
4004J	Quality Assurance Specialist	HR	\$ 97.00	\$ 97.00
4005J	Subject Matter Expert (e-Commerce)	HR	\$ 153.26	\$ 153.26
4006J	Subject Matter Expert (Telemedicine)	HR	\$ 150.20	\$ 150.20
4007J	Subject Matter Expert (Information Security)	HR	\$ 127.66	\$ 127.66
4008J	Subject Matter Expert (Medical)	HR	\$ 148.79	\$ 148.79
4009J	Subject Matter Expert (GIS)	HR	\$ 148.79	\$ 148.79
4010J	Subject Matter Expert (Imaging)	HR	\$ 240.75	\$ 240.75
4011J	Subject Matter Expert (Smart TV)	HR	\$ 103.77	\$ 168.13
4012J	Subject Matter Expert (Video Conferencing)	HR	\$ 86.48	\$ 140.11
4013J	Subject Matter Expert (Web Multimedia Training Solutions)	HR	\$ 240.75	\$ 240.75
4014J	Subject Matter Expert (Decision Support/Data Warehousing)	HR	\$ 86.48	\$ 140.11
4015J	Subject Matter Expert (Electronic Data Management)	HR	\$ 174.23	\$ 174.23
4016J	Subject Matter Expert (Knowledge Management)	HR	\$ 174.23	\$ 174.23
4017J	Producer	HR	\$ 103.77	\$ 168.13
4018J	Sr. Production Support Specialist	HR	\$ 69.20	\$ 112.09
4019J	Sr. Post Production Support Specialist	HR	\$ 57.65	\$ 93.40
4020J	Production Support Specialist	HR	\$ 46.12	\$ 74.71
4021J	Post Production Support Specialist	HR	\$ 46.12	\$ 74.71
4022J	Business Manager	HR	\$ 116.44	\$ 116.44
4023J	Project Manager	HR	\$ 240.75	\$ 240.75
4024J	Sr. Systems Analyst	HR	\$ 109.24	\$ 109.24
4025J	Systems Analyst	HR	\$ 166.31	\$ 166.31
4026J	Sr. Database Architect	HR	\$ 115.71	\$ 115.71
4027J	Sr. Database Administrator	HR	\$ 148.79	\$ 148.79
4028J	Database Administrator	HR	\$ 122.59	\$ 122.59
4029J	Sr. Network Engineers/Technician	HR	\$ 98.01	\$ 158.78
4030J	Network Engineers/Technician	HR	\$ 101.91	\$ 101.91
4031J	Programmer	HR	\$ 190.06	\$ 190.06
4032J	Sr. Applications/Software Developer	HR	\$ 119.82	\$ 119.82
4033J	Applications/Software Developer	HR	\$ 105.25	\$ 105.25
4034J	Web Producer/Creative Design	HR	\$ 86.48	\$ 158.78
4035J	Sr. Web Developers	HR	\$ 256.59	\$ 256.59
4036J	Web Developers	HR	\$ 84.28	\$ 84.28
4037J	Web Content Managers	HR	\$ 78.13	\$ 78.13
4038J	Webmasters	HR	\$ 93.78	\$ 93.78
4039J	Sr. Network Administrator	HR	\$ 95.75	\$ 95.75
4040J	Network Administrator	HR	\$ 85.81	\$ 85.81
4041J	Sr. Training Analyst	HR	\$ 79.05	\$ 79.05
4042J	Course Developer	HR	\$ 261.34	\$ 261.34
4043J	Curricula Design and Development Manager	HR	\$ 345.28	\$ 345.28
4044J	Instructional Designer	HR	\$ 256.59	\$ 256.59
4045J	Sr. Graphic Artist	HR	\$ 86.48	\$ 158.78
4046J	Graphic Artist	HR	\$ 80.62	\$ 130.61
4047J	Distance Learning Specialists	HR	\$ 148.79	\$ 148.79
4048J	Imaging Specialists	HR	\$ 148.79	\$ 148.79
4049J	Instructors/Training Analysts	HR	\$ 148.79	\$ 148.79

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**TABLE B - 2 SOFTWARE**

**2007**

Delivery Orders

1	2	3	4	5	6	7	8
CLIN	Mod/ID	Desc.	IW2 Price	GSA Price	GSA% Discount	Cat/List Price	Cat/List Price % Discount
2001F	N/A	On-Line Training Software	\$38,017	N/A	N/A	\$38,017	N/A
2002F	N/A	OLT Software per month	\$2,281	N/A	N/A	\$2,281	N/A
2003F	N/A	Real-time OLT Software	\$14,080	N/A	N/A	\$14,080	N/A
2004F	N/A	10 User License	\$1,408	N/A	N/A	\$1,408	N/A

**2008**

Delivery Orders

1	2	3	4	5	6	7	8
CLIN	Mod/ID	Desc.	IW2 Price	GSA Price	GSA% Discount	Cat/List Price	Cat/List Price % Discount
2001G	N/A	On-Line Training Software	\$39,538	N/A	N/A	\$39,538	N/A
2002G	N/A	OLT Software per month	\$2,372	N/A	N/A	\$2,372	N/A
2003G	N/A	Real-time OLT Software	\$14,644	N/A	N/A	\$14,644	N/A
2004G	N/A	10 User License	\$1,464	N/A	N/A	\$1,464	N/A

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**TABLE B - 2 SOFTWARE**

**2009**

Delivery Orders

1	2	3	4	5	6	7	8
CLIN	Mod/ID	Desc.	IW2 Price	GSA Price	GSA% Discount	Cat/List Price	Cat/List Price % Discount
2001H	N/A	On-Line Training Software	\$41,119	N/A	N/A	\$41,119	N/A
2002H	N/A	OLT Software per month	\$2,467	N/A	N/A	\$2,467	N/A
2003H	N/A	Real-time OLT Software	\$15,229	N/A	N/A	\$15,229	N/A
2004H	N/A	10 User License	\$1,523	N/A	N/A	\$1,523	N/A

**2010**

Delivery Orders

1	2	3	4	5	6	7	8
CLIN	Mod/ID	Desc.	IW2 Price	GSA Price	GSA% Discount	Cat/List Price	Cat/List Price % Discount
2001J	N/A	On-Line Training Software	\$42,764	N/A	N/A	\$42,764	N/A
2002J	N/A	OLT Software per month	\$2,566	N/A	N/A	\$2,566	N/A
2003J	N/A	Real-time OLT Software	\$15,839	N/A	N/A	\$15,839	N/A
2004J	N/A	10 User License	\$1,584	N/A	N/A	\$1,584	N/A

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**TABLE B - 5 OTHER DIRECT COSTS**

<b>2007</b>				
<b>CLIN</b>	<b>DESCRIPTION</b>	<b>U/M</b>	<b>ON-SITE (Loaded)</b>	<b>OFF-SITE (Loaded)</b>
5001F	Course Administration (Min \$243)	Student	\$ 16.90	\$ 16.90
5002F	Curriculum Management (Additional Classes)	HR	\$ 152.07	\$ 152.07
5003F	Recording Studio	HR	\$ 211.21	\$ 211.21
5004F	Help Desk Management (min \$236)	Call	\$ 15.21	\$ 86.23
5005F	Hosting: Storage/bandwidth - 500mb/25GB	MO	\$ 763	\$ 763
5006F	Hosting: Storage/bandwidth - 750mb/50GB	MO	\$ 1,143	\$ 1,143
5007F	Hosting: Storage/bandwidth - 1.5GB/75GB	MO	\$ 1,528	\$ 1,528

<b>2008</b>				
<b>CLIN</b>	<b>DESCRIPTION</b>	<b>U/M</b>	<b>ON-SITE (Loaded)</b>	<b>OFF-SITE (Loaded)</b>
5001G	Course Administration (Min \$243)	Student	\$ 17.57	\$ 17.57
5002G	Curriculum Management (Additional Classes)	HR	\$ 158.15	\$ 158.15
5003G	Recording Studio	HR	\$ 219.66	\$ 219.66
5004G	Help Desk Management (min \$236)	Call	\$ 15.82	\$ 15.82
5005G	Hosting: Storage/bandwidth - 500mb/25GB	MO	\$ 794	\$ 794
5006G	Hosting: Storage/bandwidth - 750mb/50GB	MO	\$ 1,189	\$ 1,189
5007G	Hosting: Storage/bandwidth - 1.5GB/75GB	MO	\$ 1,589	\$ 1,589

<b>2009</b>				
<b>CLIN</b>	<b>DESCRIPTION</b>	<b>U/M</b>	<b>ON-SITE (Loaded)</b>	<b>OFF-SITE (Loaded)</b>
5001H	Course Administration (Min \$243)	Student	\$ 18.28	\$ 18.28
5002H	Curriculum Management (Additional Classes)	HR	\$ 164.48	\$ 164.48
5003H	Recording Studio	HR	\$ 228.44	\$ 228.44
5004H	Help Desk Management (min \$236)	Call	\$ 16.45	\$ 16.45
5005H	Hosting: Storage/bandwidth - 500mb/25GB	MO	\$ 825	\$ 825
5006H	Hosting: Storage/bandwidth - 750mb/50GB	MO	\$ 1,237	\$ 1,237
5007H	Hosting: Storage/bandwidth - 1.5GB/75GB	MO	\$ 1,652	\$ 1,652

<b>2010</b>				
<b>CLIN</b>	<b>DESCRIPTION</b>	<b>U/M</b>	<b>ON-SITE (Loaded)</b>	<b>OFF-SITE (Loaded)</b>
5001H	Course Administration (Min \$243)	Student	\$ 19.01	\$ 19.01
5002H	Curriculum Management (Additional Classes)	HR	\$ 171.06	\$ 171.06
5003H	Recording Studio	HR	\$ 237.58	\$ 237.58
5004H	Help Desk Management (min \$236)	Call	\$ 17.11	\$ 17.11
5005H	Hosting: Storage/bandwidth - 500mb/25GB	MO	\$ 858	\$ 858
5006H	Hosting: Storage/bandwidth - 750mb/50GB	MO	\$ 1,286	\$ 1,286
5007H	Hosting: Storage/bandwidth - 1.5GB/75GB	MO	\$ 1,718	\$ 1,718