

Aikitech Standard Rate Card (List Price Book)

Rate Assumptions

- **Fully Burdened:** Rates include labor, overhead, tools, and profit.
- **Travel:** Rates are exclusive of travel. Travel (if authorized) is billed at actual cost, not-to-exceed applicable GSA rates.
- **HGAC Administrative Fee:** Pricing is structured to comply with HGACBuy administrative fee requirements; the fee is **not charged as a separate line item**.
- **Standard Hours:** Monday–Friday, 8:00am–5:00pm **Customer local time** (unless otherwise agreed in the PO/SOW).
- **After-Hours:** Emergency or after-hours support is available by mutual agreement.
- **HGAC Discount:** HGACBuy Members receive a single percentage discount off this list price book, as stated in the AI02-26 Response Pricing Form.

Labor Categories and Hourly Rates

Labor Category	Typical Responsibilities	Remote / Offsite (\$/hr)	Onsite (\$/hr)	After-Hours (\$/hr)
Executive Sponsor / Principal Consultant	Executive oversight, stakeholder management, solution strategy, risk/governance decisions	\$195	\$225	\$295
Project Manager	Scope/schedule/risk management, reporting, coordination, change control	\$155	\$180	\$235
Solution Architect / Lead Engineer	Architecture, integration design, security-by-design, technical QA, delivery leadership	\$185	\$215	\$280
AI/ML Engineer (LLM/RAG)	RAG design/tuning, evaluation, prompt/guardrail engineering, testing & validation	\$170	\$195	\$260

Implementation / Integration Engineer	Build/config, data ingestion, deployments, runbooks, integration testing	\$145	\$165	\$225
Customer Success / Training Lead	Training delivery, adoption enablement, documentation, operational handoff support	\$125	\$145	\$195

Managed Services Packages (List)

Scope: Ongoing AI consulting support, enhancement, maintenance, optimization, and member enablement, delivered on a subscription-style basis under a Member PO/SOW.

Package Tiers

Package	Included Hours / Month	Annual Hours	Annual List Price
Managed Services – Basic	20	240	Annual hours × applicable labor rates*
Managed Services – Standard	40	480	Annual hours × applicable labor rates*
Managed Services – Premium	80	960	Annual hours × applicable labor rates*

Pricing Notes

* Blended-rate option (supported):

At the Member's request, Aikitech can propose a blended labor mix and provide an annualized fixed fee based on the agreed mix and service-level expectations in the PO/SOW. If not using a blended rate, annual pricing is calculated by applying the hours worked to the applicable labor categories above.