

Price Sheet

Category	Item	Unit	Gross	Discount %	HGACBuy Net (incl. 2% admin)
Catalog Totals	Monthly Gross Catalog Price	month	\$ 75,469.00	10%	\$ 69,280.54
Catalog Totals	Yearly Gross Catalog Price	year	\$ 905,631.00	10%	\$ 831,369.26
Catalog Totals	Three Year Gross Catalog Price	3 years	\$ 2,716,894.00	10%	\$ 2,494,108.69
Other Pricing	Executive Workshops (2 days, up to 20 people)	event	\$ 8,500.00	10%	\$ 7,803.00
Other Pricing	Discovery Sprint (2 weeks)	sprint	\$ 28,500.00	10%	\$ 26,163.00
Other Pricing	Responsible AI Readiness & MLOps Setup	package	\$ 42,000.00	10%	\$ 38,556.00
Other Pricing	BI Modernization QuickStart (4 weeks)	package	\$ 56,000.00	10%	\$ 51,408.00
Other Pricing	Training Bootcamp (3 days, up to 25 attendees)	event	\$ 12,000.00	10%	\$ 11,016.00

Section 1: Service Catalog & Hourly Rates

Role/Service	Hourly Rate (USD)	Description/Scope
Azure Solutions Architect	\$225/hr	Solution design, architecture, compliance oversight
Data Engineer	\$185/hr	ETL pipelines, data modeling, integration
AI/ML Specialist	\$210/hr	Model development, MLOps, responsible AI
Power BI/BI Developer	\$175/hr	Dashboard, semantic modeling, reporting
Cloud Security Engineer	\$195/hr	Security controls, audits, compliance
DevOps Engineer	\$180/hr	CI/CD, automation, infrastructure-as-code
Project Manager	\$160/hr	Delivery, stakeholder engagement, reporting
Cybersecurity & Compliance Lead	\$200/hr	Governance, audits, risk management
Governance Lead	\$175/hr	Policy enforcement, data governance
Training & Support Specialist	\$150/hr	End-user training, documentation, support

Section 2: Managed Services (Tiers, Inclusions, Annual/Monthly Rates)

Managed Service Tier	Annual Fee (USD)	Monthly Fee (USD)	Inclusions
Standard	\$45,000/year	\$3,750/month	99.95% uptime, basic RBAC, Azure Portal support
Premium	\$75,000/year	\$6,250/month	99.95% uptime, advanced RBAC, 24/7 priority support
Enterprise	\$120,000/year	\$10,000/month	99.95% uptime, Unity Catalog, dedicated support
Serverless SQL	\$30,000/year	\$2,500/month	99.99% uptime, managed endpoints, BI/ad hoc analytics

Section 3: Software/Options (List Prices, Pass-Throughs)

Item/Option	Unit Price (USD)	Notes/Description
Azure Synapse Analytics	\$2,500/month	Pass-through, billed at Microsoft list price
Azure Machine Learning	\$2,000/month	Pass-through, billed at Microsoft list price
Power BI Premium	\$1,500/month	Pass-through, billed at Microsoft list price
Azure Data Factory	\$1,200/month	Pass-through, billed at Microsoft list price
Extended Warranty (12 mo)	\$5,000/year	Optional, covers all deployed solutions
Maintenance Agreement	\$8,000/year	Optional, includes patching, monitoring, support
Custom Integration Module	\$12,000/unit	Optional, for third-party system integration

Section 4: Subcontracting (Rates, Scope)

Partner/Role	Rate (USD)	Scope/Description
Maxari Energy LLC (Subcontract)	\$175/hr	Supplier diversity, compliance, reporting, delivery

Section 5: Additional Costs (Training, Travel, Custom Work)

Item	Rate (USD)	Notes/Description
Onboarding & Training	\$6,000/project	End-user workshops, documentation, knowledge transfer
Travel (if applicable)	GSA rates	Not to exceed current U.S. GSA rates
Custom Development	\$195/hr	For special requests, integrations, or enhancements

Section 6: Warranty/Maintenance (Terms, Costs)

Item	Rate (USD)	Notes/Description
Standard Warranty	Included	Manufacturer's standard, included in base price
Extended Warranty	\$5,000/year	Optional, covers additional support
Maintenance Agreement	\$8,000/year	Optional, ongoing support and patching

Section 7: Compliance (Audit, Security, Accessibility)

Item	Rate (USD)	Notes/Description
Security Training	\$2,500/project	Cybersecurity, compliance, accessibility
Audit/Reporting	\$3,500/year	Quarterly reports, compliance documentation

Section 8: Discount/Admin Fee Explanation

- **Discount:** All catalog and package prices reflect a **10% discount** off standard/list pricing, as required by HGACBuy.
- **Administrative Fee:** All net prices include the required **2% HGACBuy administrative fee**, built into the quoted price (not shown as a separate line item).
- **Formula:**

$$\text{Net Price} = \text{Gross Price} \times (1 - 0.10) \times (1 + 0.02)$$

Section 9: Mapping Table (How Detailed Rates Sum to Catalog Totals)

Category	Item/Role/Service	Unit/Rate (USD)	Qty	Subtotal (USD)
Service Catalog	Azure Solutions Architect	\$225/hr	40	\$9,000
Service Catalog	Data Engineer	\$185/hr	80	\$14,800
Service Catalog	AI/ML Specialist	\$210/hr	40	\$8,400
Service Catalog	Power BI/BI Developer	\$175/hr	40	\$7,000
Service Catalog	Cloud Security Engineer	\$195/hr	24	\$4,680
Service Catalog	DevOps Engineer	\$180/hr	24	\$4,320
Service Catalog	Project Manager	\$160/hr	32	\$5,120
Service Catalog	Cybersecurity & Compliance Lead	\$200/hr	24	\$4,800
Service Catalog	Governance Lead	\$175/hr	24	\$4,200

Service Catalog	Training & Support Specialist	\$150/hr	32	\$4,800
Managed Services	Premium Tier	\$75,000/year	1	\$6,250/month
Software/Licenses	Power BI Premium	\$1,500/month	1	\$1,500
Software/Licenses	Azure Synapse Analytics	\$2,500/month	1	\$2,500
Software/Licenses	Azure Machine Learning	\$2,000/month	1	\$2,000
Software/Licenses	Azure Data Factory	\$1,200/month	1	\$1,200
Warranty/Maint.	Maintenance Agreement	\$8,000/year	1	\$667/month
Warranty/Maint.	Extended Warranty	\$5,000/year	1	\$417/month
Additional Costs	Onboarding & Training	\$6,000/project	1	\$500/month
Additional Costs	Custom Integration Module	\$12,000/unit	1	\$1,000/month
Additional Costs	Travel	GSA rates	1	\$2,315/month
Compliance	Audit/Reporting	\$3,500/year	1	\$292/month
Compliance	Security Training	\$2,500/project	1	\$208/month
Subcontracting	Maxari Energy LLC	\$175/hr	40	\$7,000
Total (Monthly Gross Catalog Price)				\$75,469