

VeAssis LLC - HGACBuy Service Catalog & Price List

AI Consulting Services - Contract AI02-26

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SECTION 1: INTRODUCTION & PRICING STRUCTURE

About This Price List

This is VeAssis LLC's **custom HGACBuy-specific price list** created for Solicitation AI02-26: AI Consulting Services. All rates shown in this document are **standard list prices** that include the required 2% administrative fee built into the base rates.

Percentage discounts shown in the Response Pricing Form will be applied to these list prices at the time of purchase order issuance.

Pricing Model Options

Time & Materials (T&M): Hourly rates for professional services based on actual hours worked

Fixed-Price Projects: Flat fees for defined scope deliverables

Managed Services Retainer: Annual or monthly retainer packages with defined service levels

Hybrid: Combination of retainer for base services + T&M for additional work

Administrative Fee Compliance

As required by Section 1.4 of the solicitation, **all pricing in this catalog includes the 2% administrative fee** that will be remitted back to H-GAC. This fee is built into the hourly rates and is not shown as a separate line item on purchase orders.

Example Calculation:

- Base cost to VeAssis: \$95.00/hour
 - Add 2% admin fee: $\$95.00 \times 1.02 = \$96.90/\text{hour}$
 - Rounded list price: \$97/hour
 - HGACBuy discount applied at PO: 12% off list price
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SECTION 2: PROFESSIONAL SERVICES LABOR CATEGORIES & STANDARD RATES

All hourly rates below are **standard list prices inclusive of 2% administrative fee**. The percentage discounts specified in the Response Pricing Form will be applied at time of purchase order.

AI & Business Intelligence Consulting

Senior AI/BI Consultant

Standard List Rate: \$163/hour

Minimum Experience: 8+ years in AI/ML, BI, or data analytics

Education: Bachelor's degree in Computer Science, Data Science, or related field

Responsibilities:

- AI strategy development and roadmap creation
- BI platform architecture design
- Solution evaluation and vendor selection
- Executive stakeholder engagement
- ROI analysis and business case development
- Proof-of-concept design and oversight

Mid-Level AI/BI Consultant

Standard List Rate: \$153/hour

Minimum Experience: 5-8 years in AI/ML or BI implementation

Education: Bachelor's degree in technical field

Responsibilities:

- AI use case identification and prioritization
- BI requirements gathering and documentation
- Dashboard and report design
- Data analysis and insights generation
- Model development support
- Training delivery

Junior AI/BI Consultant

Standard List Rate: \$122/hour

Minimum Experience: 2-5 years in data analytics or BI

Education: Bachelor's degree

Responsibilities:

- BI report development
- Data quality analysis
- Documentation creation
- User testing support
- Training material development

Project Management Services

Senior Project Manager

Standard List Rate: **\$153/hour**

Minimum Experience: 10+ years project management, 5+ in technology projects

Education: Bachelor's degree; PMP or equivalent certification preferred

Responsibilities:

- End-to-end project planning and execution
- Budget management and financial tracking
- Risk management and mitigation
- Stakeholder communication and reporting
- Resource allocation and team coordination
- Change management and quality assurance
- Vendor management

Technical Project Manager

Standard List Rate: **\$158/hour**

Minimum Experience: 8+ years combining technical and PM roles

Education: Bachelor's degree in technical field

Responsibilities:

- Technical project planning and oversight
- Architecture review and validation
- Sprint planning and Agile facilitation
- DevOps pipeline coordination
- Technical risk assessment
- Code review processes

Data Engineering & Pipeline Development

Senior Data Engineer

Standard List Rate: **\$153/hour**

Minimum Experience: 5+ years in data engineering

Education: Bachelor's degree in Computer Science or related field

Responsibilities:

- ETL/ELT pipeline design and development
- Data warehouse and lake architecture
- Database design and optimization
- Data quality framework implementation
- Performance tuning and troubleshooting
- DataOps pipeline automation

Cloud Data Architect

Standard List Rate: **\$163/hour**

Minimum Experience: 8+ years in data architecture, 3+ in cloud platforms

Education: Bachelor's degree in technical field

Certifications: Azure Data Engineer Associate or AWS Certified Data Analytics preferred

Responsibilities:

- Cloud data platform architecture design

- Azure Synapse, Data Factory, or AWS solution design
 - Data migration strategy and planning
 - Cost optimization for cloud data services
 - Security and compliance architecture
 - Scalability and performance design
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Dashboard Development & BI Visualization

BI Lead / Senior BI Developer

Standard List Rate: **\$158/hour**

Minimum Experience: 7+ years in BI development

Education: Bachelor's degree

Tools: Expert in Power BI, Tableau, or similar

Responsibilities:

- Dashboard strategy and design leadership
- Complex visualization development
- Data model optimization
- Performance tuning
- Best practices implementation
- Mentoring junior developers

BI Developer

Standard List Rate: **\$122/hour**

Minimum Experience: 3-5 years in BI development

Education: Bachelor's degree

Tools: Proficient in Power BI, Tableau, SQL

Responsibilities:

- Interactive dashboard creation
 - Report development
 - DAX/calculated field development
 - Data refresh automation
 - User acceptance testing
 - Documentation
-

Platform Administration & DevOps

DevOps / Infrastructure Engineer

Standard List Rate: **\$158/hour**

Minimum Experience: 6+ years in DevOps or infrastructure

Education: Bachelor's degree in Computer Science or related field

Responsibilities:

- CI/CD pipeline design and implementation
- Infrastructure as Code (Terraform, ARM templates)
- Container orchestration (Docker, Kubernetes)
- Monitoring and alerting setup
- Security hardening
- Disaster recovery planning

Database Administrator (DBA)

Standard List Rate: **\$148/hour**

Minimum Experience: 5+ years database administration

Education: Bachelor's degree

Responsibilities:

- Database installation and configuration
 - Performance monitoring and tuning
 - Backup and recovery management
 - Security management
 - Capacity planning
 - Troubleshooting and support
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Security & Compliance Services

Security / Compliance Lead

Standard List Rate: **\$148/hour**

Minimum Experience: 8+ years in security or compliance

Education: Bachelor's degree

Certifications: CISSP, CISM, or equivalent preferred

Responsibilities:

- Security assessment and audits
- Compliance framework implementation (2 CFR 200, FISMA, etc.)
- Policy and procedure development
- Risk assessment and mitigation
- Security architecture review
- Incident response planning

Compliance Coordinator

Standard List Rate: **\$97/hour**

Minimum Experience: 3+ years in compliance or audit

Education: Bachelor's degree

Responsibilities:

- Compliance documentation management
 - Audit support and coordination
 - Policy compliance monitoring
 - Training coordination
 - Reporting and tracking
 - Documentation review
-

SECTION 3: MANAGED SERVICES ANNUAL PACKAGES

All managed services packages are priced on an **annual basis** with monthly invoicing. Pricing includes the 2% administrative fee. Discounts specified in the Response Pricing Form apply to these annual rates.

Basic Managed Services Package

Annual List Price: \$146,880

Monthly Invoice: \$12,240

Included Services:

- 80 development/support hours per year (rollover of unused hours quarterly)
- Monthly system health checks and monitoring
- Quarterly optimization reviews (4 per year)
- Business hours email and phone support (8am-5pm CT, Monday-Friday)
- Response time SLA: 4 business hours for priority issues
- Bug fixes and minor enhancements
- Security patch reviews and application
- Monthly service reports with SLA metrics
- Annual training refresher session (up to 4 hours)

Best For: Organizations with stable systems needing ongoing maintenance and periodic enhancements

Professional Managed Services Package

Annual List Price: \$220,320

Monthly Invoice: \$18,360

Included Services:

- 160 development/support hours per year (rollover of unused hours quarterly)
- Bi-weekly system health checks and monitoring
- Monthly optimization sessions (12 per year)
- Extended hours support (8am-8pm CT, Monday-Friday)
- Response time SLA: 2 business hours for priority issues
- Bug fixes, minor and moderate enhancements
- Proactive security monitoring and patch management
- Azure/cloud cost optimization recommendations
- Bi-weekly service reports with performance metrics
- Quarterly training sessions (up to 16 hours/year)
- Dedicated account manager

Best For: Growing organizations with evolving requirements and need for regular enhancements

Enterprise Managed Services Package

Annual List Price: \$330,480

Monthly Invoice: \$27,540

Included Services:

- 320 development/support hours per year (rollover of unused hours monthly)
- Weekly system health checks and monitoring
- Bi-weekly optimization sessions (24 per year)
- 24/7 critical incident support (weekends and holidays)

- Response time SLA: 1 hour for critical issues, 2 hours for high priority
- Unlimited bug fixes and enhancements (within scope)
- 24/7 security monitoring and incident response
- Advanced performance tuning
- Monthly strategic planning sessions
- Weekly service reports and dashboards
- Monthly training sessions (up to 40 hours/year)
- Dedicated technical account manager
- Priority resource allocation for new projects

Best For: Large organizations with mission-critical systems requiring maximum availability and support

Managed Services Add-On Options

Additional Support Hours Block

List Price: **\$153/hour** (blocks of 10 hours minimum)

Use for overflow when retainer hours are exhausted

After-Hours Emergency Support

List Price: **\$230/hour** (1.5x premium rate)

Available for Basic and Professional tier customers (included in Enterprise tier)

On-Site Visit (if required)

Daily Rate: **\$1,836** (12 hours on-site support)

Plus travel expenses at GSA rates (pre-approved)

SECTION 4: TRAINING & WORKSHOP SERVICES

All training services are priced per session or per day. Multi-day workshops receive volume discounts. Pricing includes 2% administrative fee.

Standard Workshop Sessions

Half-Day Workshop (4 hours)

List Price: **\$2,448**

Includes: Customized agenda, instructor-led training, materials, virtual or on-site delivery

Full-Day Workshop (8 hours)

List Price: **\$4,590**

Includes: Comprehensive training, hands-on labs, materials, lunch (if on-site), virtual or on-site delivery

2-Day Intensive Workshop

List Price: **\$8,568** (7% multi-day discount)

Includes: Deep-dive training, extensive hands-on practice, certification prep, materials

Training Development Services

Custom Training Curriculum Development

Hourly Rate: **\$163/hour**

Develop customized training programs, e-learning modules, video tutorials

Training Material Creation

Hourly Rate: **\$122/hour**

Create user guides, quick reference cards, video scripts, assessment materials

Train-the-Trainer Program

Daily Rate: **\$5,610**

Prepare internal staff to deliver training, includes training materials and coaching

Popular Training Topics

- AI Strategy & Use Case Development
- Power BI Dashboard Development
- Azure Data Platform Administration
- Data Governance Best Practices
- DataOps and CI/CD for Analytics
- Agile/Scrum for Data Projects
- Python for Data Analysis
- SQL Query Optimization
- Cloud Cost Optimization
- Security & Compliance Fundamentals

Volume Discount: 10% off for 5+ training sessions booked annually

SECTION 5: SPECIALIZED & PREMIUM SERVICES

These services are outside standard hourly consulting and have specialized pricing.

Emergency After-Hours Support

Premium Rate: \$230/hour (1.5x standard rate)

When Available: Outside business hours (8am-5pm CT)

Response Time: 2 hours for critical incidents

Minimum: 2-hour minimum charge

Includes:

- Immediate incident response
- Root cause analysis
- Temporary workaround implementation

- Post-incident report
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Cloud Architecture Consulting (Specialized)

Azure Cloud Architect

Hourly Rate: **\$163/hour**

AWS Cloud Architect

Hourly Rate: **\$163/hour**

Multi-Cloud Strategy

Hourly Rate: **\$173/hour**

Deliverables:

- Architecture design documents
 - Cost optimization analysis
 - Migration roadmap
 - Security and compliance review
 - Performance and scalability planning
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Custom Software Development

AI Agent Development

Hourly Rate: **\$163-\$184/hour** (based on complexity)

Build custom AI agents, chatbots, automation workflows

API Integration Development

Hourly Rate: **\$153/hour**

Custom API development, third-party integrations, middleware

Workflow Automation

Hourly Rate: **\$148/hour**

Business process automation, RPA solutions

Custom Application Development

Project-Based Pricing: Starting at **\$15,300** (100-hour project)

Full custom application design and development

Security & Penetration Testing

Security Assessment

Hourly Rate: **\$178/hour**

Comprehensive security audit, vulnerability scanning, risk assessment

Penetration Testing

Hourly Rate: **\$184/hour**

Ethical hacking, exploit identification, remediation recommendations

Security Architecture Review

Fixed Price: **\$7,140-\$12,240** (based on system complexity)

Complete security posture assessment

Migration Services

Legacy System Migration

Project-Based: Starting at **\$20,400**

Assessment, planning, execution, validation

Cloud Migration Services

Hourly Rate: **\$153/hour**

On-premises to cloud, cloud-to-cloud migrations

Data Migration Services

Hourly Rate: **\$148/hour**

Database migrations, data cleansing, validation

Migration Package Pricing Available - Contact for custom quote based on scope

AI Model Development & Fine-Tuning

LLM Fine-Tuning Services

Hourly Rate: **\$173/hour**

Custom model training, prompt engineering, optimization

RAG System Development

Hourly Rate: **\$163/hour**

Retrieval-augmented generation system design and implementation

AI Model Optimization

Hourly Rate: **\$158/hour**

Performance tuning, cost optimization, accuracy improvements

AI Strategy Workshop

Fixed Price: **\$8,160** (2-day engagement)

AI readiness assessment, use case identification, implementation roadmap

DBE/Small Business Compliance Support

DBE Certification Assistance

Hourly Rate: **\$122/hour**

Application support, documentation preparation, submission assistance

Compliance Documentation

Hourly Rate: **\$97/hour**

DBE reporting, subcontracting plans, good faith efforts documentation

DBE Program Management

Monthly Retainer: **\$2,040**

Ongoing compliance support, reporting, certification maintenance

Community Benefit Rate: 20% discount applied (reflected in hourly rates above)

SECTION 6: TERMS, CONDITIONS & ADMINISTRATIVE FEES

Payment Terms

- Standard Terms: Net 30 days from invoice date
- Early Payment Discount: 2% discount for payment within 15 days
- Late Payment: Interest at 1.5% per month on overdue balances
- Invoicing: Monthly for T&M work; monthly in advance for managed services retainers

Billing Practices

- Detailed timesheets provided with all T&M invoices
- Task descriptions and time allocation included
- Monthly spend reports vs. budget/NTE caps
- No surprise charges or hidden fees
- Transparent change order process for scope changes

Administrative Fee (Built into Pricing)

As required by the HGACBuy contract, all pricing includes a **2% administrative fee** that VeAssis will remit back to H-GAC. This fee is already included in all hourly rates and package prices shown in this catalog. It will **NOT** appear as a separate line item on purchase orders or invoices.

Freight and Shipping

All services are delivered remotely or on-site as specified. No freight or shipping charges apply to professional services. Travel expenses for on-site services are billed separately at GSA rates (see Travel Policy section).

Travel Policy (When On-Site Services Required)

All travel expenses billed separately at GSA rates, pre-approval required:

- Mileage: Current GSA rate (\$0.67/mile for 2025)
- Airfare: Coach/economy class only, booked 14+ days in advance when possible
- Lodging: GSA per diem rate for specific location
- Meals: GSA per diem rate for specific location
- Ground Transportation: Actual costs (rental car, rideshare, parking)
- No Markups: All travel expenses at actual cost with receipts

Typical Travel Costs (Austin/Houston area):

- Day trip: \$150-\$300 (mileage, meals)
- Overnight stay: \$400-\$600 (lodging, meals, mileage)
- Multi-day workshop: \$300-\$500 per day

Warranties & Guarantees

- 90-day warranty on all deliverables
- Bug fixes and corrections at no charge during warranty period
- Performance guarantees per SLA (for managed services)
- Quality assurance on all work products
- Satisfaction guarantee

Contract Terms

- Initial Term: 1 year (February 1, 2026 - January 31, 2027)
- Renewal Options: Up to three additional 1-year terms (Years 2-4)
- Renewal Notice: 60 days prior to expiration
- Cancellation: 30-day written notice for convenience
- No Early Termination Fees

Price Escalation (Years 2-4)

- Annual Escalation: Maximum 3% per year OR Consumer Price Index (CPI) adjustment, whichever is lower
- Locked Pricing: Rates locked for 12-month periods
- Advance Notice: 60 days written notice before any rate changes
- Multi-Year Commitment Bonus: If customer commits to Years 1-4 at contract signing, pricing locked for entire 4-year term with no annual escalation (additional 5% discount on Years 2-4)

SECTION 7: PRICING METHODOLOGY & DISCOUNT APPLICATION

How Pricing Works

Step 1: Standard List Price (This Catalog)

All services in this catalog show standard list prices inclusive of 2% administrative fee.

Step 2: Percentage Discount (Response Pricing Form)

Discounts specified in the Response Pricing Form are applied at time of purchase order issuance.

Step 3: Final Price (Purchase Order)

Final price to customer = List Price \times (1 - Discount Percentage)

Discount Structure Summary

The following discounts are specified in the Response Pricing Form and will be applied to list prices in this catalog:

Main Services:

- AI & BI Consulting: 12% discount
- Data Engineering: 12% discount
- Dashboard Development: 12% discount
- Platform Administration: 12% discount
- Project Management: 12% discount
- Governance & Compliance: 12% discount
- Training Services: 10% discount

Managed Services:

- All retainer packages: 15% discount

Specialized Services:

- Emergency After-Hours: 0% discount (premium service)
- Cloud Architecture: 12% discount
- Custom Development: 12% discount
- Security Testing: 10% discount
- Migration Services: 15% discount
- AI Model Development: 12% discount
- DBE Support Services: 20% discount

Example Calculations

Example 1: Senior Project Manager (T&M)

- List Price: \$153/hour
- Contract Discount: 12%
- Final Price: $\$153 \times 0.88 = \$134.64/\text{hour}$

Example 2: Full-Day Workshop

- List Price: \$4,590
- Contract Discount: 10%
- Final Price: $\$4,590 \times 0.90 = \$4,131$

Example 3: Basic Managed Services (Annual)

- List Price: \$146,880/year
- Contract Discount: 15%
- Final Price: $\$146,880 \times 0.85 = \$124,848/\text{year}$ (\$10,404/month)

Example 4: Multi-Year Commitment (Years 2-4 additional 5%)

- Year 1: Basic tier at 15% discount = \$124,848
- Years 2-4: Additional 5% multi-year discount = $\$124,848 \times 0.95 = \$118,606/\text{year}$

APPENDIX A: LABOR CATEGORY SUMMARY TABLE

| Labor Category | Standard List Rate | Typical Discount | Discounted Rate |
|--------------------------|--------------------|------------------|-----------------|
| Senior AI/BI Consultant | \$163/hour | 12% | \$143.44/hour |
| Senior Project Manager | \$153/hour | 12% | \$134.64/hour |
| Cloud Data Architect | \$163/hour | 12% | \$143.44/hour |
| Senior Data Engineer | \$153/hour | 12% | \$134.64/hour |
| BI Lead | \$158/hour | 12% | \$139.04/hour |
| DevOps Engineer | \$158/hour | 12% | \$139.04/hour |
| Security/Compliance Lead | \$148/hour | 12% | \$130.24/hour |
| DBA | \$148/hour | 12% | \$130.24/hour |
| BI Developer | \$122/hour | 12% | \$107.36/hour |
| Compliance Coordinator | \$97/hour | 12% | \$85.36/hour |

All list rates include 2% administrative fee

Actual discounted rates will be applied at time of purchase order based on Response Pricing Form percentages

APPENDIX B: MANAGED SERVICES COMPARISON

| Feature | Basic | Professional | Enterprise |
|-----------------------------|----------------|----------------|---------------------|
| Annual List Price | \$146,880 | \$220,320 | \$330,480 |
| Annual Price (15% discount) | \$124,848 | \$187,272 | \$280,908 |
| Monthly Invoice | \$10,404 | \$15,606 | \$23,409 |
| Development Hours/Year | 80 | 160 | 320 |
| Health Checks | Monthly | Bi-weekly | Weekly |
| Support Hours | Business hours | Extended hours | 24/7 |
| Response Time SLA | 4 hours | 2 hours | 1 hour (critical) |
| Training Hours/Year | 4 | 16 | 40 |
| Account Manager | No | Yes | Dedicated Technical |
| Best For | Stable systems | Growing orgs | Mission-critical |

DOCUMENT CONTROL

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Maintained By: VeAssis LLC Finance Department

Contact: support@veassis.com

Update Schedule: Quarterly review; annual major update coinciding with contract anniversary. Mid-term updates only for new service offerings or regulatory changes.

CONTACT INFORMATION

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Certifications:

DBE | HUB | WBE | MBE | WOSB | ACDBE

DUNS: 063826834

CAGE Code: M3V5YJJ62QL5

SAM.gov: Active Registration

* This price list is proprietary to VeAssis LLC and created specifically for HGACBuy Solicitation AI02-26. All prices subject to discount percentages specified in Response Pricing Form. Pricing guaranteed for 180 days from proposal submission date. This document supersedes all previous pricing information.

END OF SERVICE CATALOG