



Edmonds Enterprise Services, Inc. Commercial Pricelist*

Labor Category	Fully Burdened Hourly Rates
Program Manager III	\$153.10
Program Manager II	\$122.46
Program Manager I	\$97.24
Senior Consultant	\$245.70
Consultant II	\$157.25
Consultant I	\$125.80
Principal Analyst	\$222.25
Senior Analyst	\$177.80
Analyst III	\$150.07
Analyst II	\$120.06
Analyst I	\$93.79
Senior Program Control Analyst	\$202.24
Program Control Analyst III	\$161.79
Program Control Analyst II	\$129.43
Program Control Analyst I	\$101.30
Senior Functional Specialist	\$165.81
Functional Specialist	\$132.64
Information Technology Consultant III	\$189.51
Information Technology Consultant II	\$146.88
Information Technology Consultant I	\$112.99

Commercial Terms and Conditions

1. **Order** - Contracts may be issued as indefinite delivery type with defined performance periods or companies may use blanket orders or individual orders. EDI orders will be accepted.
2. **Specifications/ Statement of Work** - Services will be provided in accordance with a specification, licensing agreement, and/or statement of work, inclusive of any work specific terms and conditions, as agreed upon by the parties.



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3. **Service Orders** - Contracts/purchase orders should be accompanied by a statement of work that indicates: 1) a description of work/Services to be performed; 2) any work specific terms and conditions; 3) a milestone/performance schedule; 4) a list of deliverables including quantities and delivery dates; 5) an estimate of the effort required; and 6) any special security requirements. The Contract shall be developed based upon labor hours, by labor category with applicable hourly rates, as well as any anticipated reimbursement of travel and per diem charges in conformance with the current commercial rates or additional equipment/supplies as may be determined necessary. Orders for services can be structured as Time and Material (T&M), Deliverable or Fixed Price. ODCs may be written as a separate line item. Discounts may be available for larger orders and long term assignments.
4. **Labor Rates** - The current fixed hourly labor rates are included in the Edmonds Enterprise Services, Inc. Commercial Pricelist. The labor rates are based on on-site hours. Other Direct Costs (ODCs), including travel expenses will be estimated and the price funded on the Order for which they are required. Fixed hourly rates are negotiable.
5. **Payment** - The SELLER shall submit invoices for Services as soon as possible after completion of the work. Invoicing and Payment under orders in excess of 45 calendar days of performance will be made monthly. Payment shall be made to Edmonds Enterprise Services, Inc., 2760 Eisenhower Avenue, Alexandria, VA 22314 or via electronic means to: ABA Routing Trans ID #: 055003298, Account #200038289. Invoices will be paid within 30 days of date of invoice.
6. **Other Direct Costs (ODCs)** - All charges for other than Labor will be calculated separately using the current applicable commercial prices.
7. **Client Site Services** - For services performed at the client site, the client will provide all standard office support including office space, computer workstations, telephone, supplies and copier and internet access.
8. **Equitable Adjustments** - If any order change causes an increase or decrease in the price of or an extension of the time required for the performance of any part of the work ordered, whether changed or not, the applicable prices shall be modified in writing accordingly between Edmonds Enterprise Services, Inc./ Commercial Client contractual representatives.
9. **Warranty** - Seller warrants that the services to be provided will be performed in a professional and workmanlike manner in accordance with applicable professional standards. Specific warranties will be negotiated as required.