

Services Rates Based on IBM GSA Rate 2018 Schedule

IBM Services	Minimum Yrs of Experience	MSRP 01/01/2018 - 12/31/2018	DIR Customer Discount % off MSRP*	Customer Discounted Price	DIR CUST PRICE (MSRP- DIR CUSTOMER DISCOUNT Plus Admin Fee)
Architect I	1	\$ 153.02	0.75%	\$ 151.87	\$ 153.01
Architect II	3	\$ 184.14	0.75%	\$ 182.76	\$ 184.13
Architect III	5	\$ 215.25	0.75%	\$ 213.64	\$ 215.24
Architect IV	7	\$ 260.14	0.75%	\$ 258.19	\$ 260.13
Architect V	12	\$ 323.96	0.75%	\$ 321.53	\$ 323.94
Business Analyst I	1	\$ 122.42	0.75%	\$ 121.50	\$ 122.41
Business Analyst II	3	\$ 168.83	0.75%	\$ 167.56	\$ 168.82
Business Analyst III	5	\$ 215.25	0.75%	\$ 213.64	\$ 215.24
Business Analyst IV	7	\$ 260.14	0.75%	\$ 258.19	\$ 260.13
Business Analyst V	12	\$ 323.96	0.75%	\$ 321.53	\$ 323.94
Consultant I	1	\$ 210.82	0.75%	\$ 209.24	\$ 210.81
Consultant II	3	\$ 237.69	0.75%	\$ 235.91	\$ 237.68
Consultant III	5	\$ 260.14	0.75%	\$ 258.19	\$ 260.13
Consultant IV	7	\$ 300.94	0.75%	\$ 298.68	\$ 300.92
Consultant V	12	\$ 342.35	0.75%	\$ 339.78	\$ 342.33
Database Administrator I	1	\$ 122.42	0.75%	\$ 121.50	\$ 122.41
Database Administrator II	3	\$ 137.72	0.75%	\$ 136.69	\$ 137.71
Database Administrator III	5	\$ 153.02	0.75%	\$ 151.87	\$ 153.01
Database Administrator IV	7	\$ 219.53	0.75%	\$ 217.88	\$ 219.52
Database Administrator V	12	\$ 285.28	0.75%	\$ 283.14	\$ 285.26
Project Coordinator I	1	\$ 96.92	0.75%	\$ 96.19	\$ 96.91
Project Coordinator II	3	\$ 106.37	0.75%	\$ 105.57	\$ 106.36
Project Coordinator III	5	\$ 117.31	0.75%	\$ 116.43	\$ 117.30
Project Coordinator IV	7	\$ 137.72	0.75%	\$ 136.69	\$ 137.71
Project Manager I	1	\$ 118.51	0.75%	\$ 117.62	\$ 118.50
Project Manager II	3	\$ 120.88	0.75%	\$ 119.97	\$ 120.87
Project Manager III	5	\$ 178.90	0.75%	\$ 177.56	\$ 178.89
Project Manager IV	7	\$ 229.53	0.75%	\$ 227.81	\$ 229.52
Project Manager V	12	\$ 323.95	0.75%	\$ 321.52	\$ 323.93
Software Lab Services I	1	\$ 244.66	0.75%	\$ 242.83	\$ 244.65
Software Lab Services II	3	\$ 262.06	0.75%	\$ 260.09	\$ 262.05
Software Lab Services III	5	\$ 279.47	0.75%	\$ 277.37	\$ 279.45
Software Lab Services IV	7	\$ 305.59	0.75%	\$ 303.30	\$ 305.57
Software Lab Services V	12	\$ 342.34	0.75%	\$ 339.77	\$ 342.32
Systems Administrator - Client, Enterprise and Data Center Technologies I	1	\$ 123.42	0.75%	\$ 122.49	\$ 123.41
Systems Administrator - Client, Enterprise and Data Center Technologies II	3	\$ 137.20	0.75%	\$ 136.17	\$ 137.19
Systems Administrator - Client, Enterprise and Data Center Technologies III	5	\$ 150.98	0.75%	\$ 149.85	\$ 150.97
Systems Administrator - Client, Enterprise and Data Center Technologies IV	7	\$ 172.40	0.75%	\$ 171.11	\$ 172.39
Systems Administrator - Client, Enterprise and Data Center Technologies V	12	\$ 206.86	0.75%	\$ 205.31	\$ 206.85
Technical Systems and Solutions Specialist I	1	\$ 122.42	0.75%	\$ 121.50	\$ 122.41
Technical Systems and Solutions Specialist II	3	\$ 168.83	0.75%	\$ 167.56	\$ 168.82
Technical Systems and Solutions Specialist III	5	\$ 215.25	0.75%	\$ 213.64	\$ 215.24
Technical Systems and Solutions Specialist IV	7	\$ 237.90	0.75%	\$ 236.12	\$ 237.89
Technical Systems and Solutions Specialist V	12	\$ 265.95	0.75%	\$ 263.96	\$ 265.94
IT Analyst - Solutions I	1	\$ 112.22	0.75%	\$ 111.38	\$ 112.21
IT Analyst - Solutions II	3	\$ 124.97	0.75%	\$ 124.03	\$ 124.96
IT Analyst - Solutions III	5	\$ 137.72	0.75%	\$ 136.69	\$ 137.71
IT Analyst - Solutions IV	7	\$ 153.02	0.75%	\$ 151.87	\$ 153.01
IT Analyst - Solutions V	12	\$ 184.91	0.75%	\$ 183.52	\$ 184.90

IBM Comments/Remarks: The listed IBM labor rates represent our currently prevailing GSA Rate schedule which DIR would be able to avail themselves in context to a specific task order that IBM chooses to respond to. The published rates show the out-year rates valid through December 2020, based upon a 2% to 3% annual escalation factor determined by services line. For planning purposes, Texas can assume that same Escalation factor will apply to 2021 and 2022, but is subject to change. Furthermore, this GSA schedule is subject to revision and as such IBM will use the prevailing version for any new task order.

Services will be engaged via a Statement of Work (SOW). These services are available on a "per hour" basis in accordance with the (reference) included rate card or as a fixed price developed in conjunction with the customer to reflect the detailed scope and deliverables.

IBM will provide hardware and software for these solutions to customers at pricing equal to or greater than current TX-DIR pricing where possible and mutually agreeable.

Travel and Living Expenses will be billed based on DIR Contract DIR-TSO-3996 Appendix A Section 8F, Travel Expense Reimbursement. All reimbursement rates shall not exceed the maximum rates published at <https://fmx.cpa.texas.gov/fmx/travel/textravel/rates/current.php>, in addition to hourly rates.