



Special Pricing

Dellicker offers special pricing for purchasing certain services in bundled groups or ala carte as follows:

SPECIAL BUNDLED PRICING

For Districts/Enterprise Members:

- The combined annual cost of the District Assessment, District Procurement and District Technology Management Agreement is \$127,944.00, including the 10% consortium discount.
- If ESCNJ selects all three components in any given year, Dellicker will provide an additional 10% discount from the base price, making the total annual cost \$115,149.60.
- If ESCNJ selects all three components for three years, Dellicker will provide an additional discount of more than 20% from the base price, making the total annual cost \$99,998.00.

Bundled discounts for ESCNJ and districts/enterprise members only apply to flat fee components and do not apply to hourly rates.

ADDITIONAL PRICING INFORMATION

i. If applicable, hourly rates per labor category assigned to the project.

- **Rates shown include a 10% consortium discount for all hourly work pursuant to this RFP.**

Labor Category	Rate (\$/hr.)	Description
Senior Executive Consultant	\$252.00	Provides CEO-level oversight and overall management
Executive Consultant	\$202.50	Responsible for operational management of all client deliverables
Senior Consultant	\$180.00	Serves as senior project manager for client account
Senior Technical Consultant	\$135.00	Senior technical expert; oversees technical consultant
Technical Consultant	\$112.50	Subject matter technical expert
Technical Assistant	\$81.00	Supports technical and senior technical consultants
Project Consultant	\$112.50	Coordinates technical work and compiles reports
Project Assistant	\$76.50	Helps with all aspects of project work
E-Rate Consulting (Optional)	\$225.00	Specialty E-Rate work

ii. A matrix of tasks and hours dedicated to each task by project labor category.



- Standard (unbundled) tasks and hours only as follows, showing the 10% consortium discount.

Description of Service	Statewide Cooperative Technology Assessment- Base					
Service Code	A.1-2.a Base					
Service Category	Technology Assessment					
Client Category	ESCNJ/Cooperative					
Scope	Statewide					
Core Components	Component 1 (Enterprise Infrastructure)					
Included Add-Ons	Component 2 (Personal Computing)					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	40	5	\$11,200	\$1,120	\$10,080
Executive Consultant	\$225	80	10	\$18,000	\$1,800	\$16,200
Senior Consultant	\$200	40	5	\$8,000	\$800	\$7,200
Senior Technical Consultant	\$150	80	10	\$12,000	\$1,200	\$10,800
Technical Consultant	\$125	40	5	\$5,000	\$500	\$4,500
Technical Assistant	\$90	40	5	\$3,600	\$360	\$3,240
Project Consultant	\$125	40	5	\$5,000	\$500	\$4,500
Project Assistant	\$85	40	5	\$3,400	\$340	\$3,060
Total		400	50	\$66,200	\$6,620	\$59,580

Description of Service	Statewide Cooperative Technology Assessment- Optional					
Service Code	A.3.a Optional					
Service Category	Technology Assessment					
Client Category	ESCNJ/Cooperative					
Scope	Statewide					
Core Components	Component 3 (Data Security)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	16	2	\$4,480	\$448	\$4,032
Executive Consultant	\$225	32	4	\$7,200	\$720	\$6,480
Senior Consultant	\$200	32	4	\$6,400	\$640	\$5,760
Senior Technical Consultant	\$150	32	4	\$4,800	\$480	\$4,320
Technical Consultant	\$125	32	4	\$4,000	\$400	\$3,600
Technical Assistant	\$90	24	3	\$2,160	\$216	\$1,944
Project Consultant	\$125	16	2	\$2,000	\$200	\$1,800
Project Assistant	\$85	24	3	\$2,040	\$204	\$1,836
Total		208	26	\$33,080	\$3,308	\$29,772



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Description of Service	District/Enterprise Technology Assessment- Base					
Service Code	A.1-2.b Base					
Service Category	Technology Assessment					
Client Category	Member					
Scope	District/Enterprise- Up to five buildings*					
Core Components	Components 1 (Enterprise Infrastructure)					
Included Add-Ons	Component 2 (Personal Computing)					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	16	2	\$4,480	\$448	\$4,032
Executive Consultant	\$225	32	4	\$7,200	\$720	\$6,480
Senior Consultant	\$200	32	4	\$6,400	\$640	\$5,760
Senior Technical Consultant	\$150	32	4	\$4,800	\$480	\$4,320
Technical Consultant	\$125	32	4	\$4,000	\$400	\$3,600
Technical Assistant	\$90	24	3	\$2,160	\$216	\$1,944
Project Consultant	\$125	16	2	\$2,000	\$200	\$1,800
Project Assistant	\$85	24	3	\$2,040	\$204	\$1,836
Total		208	26	\$33,080	\$3,308	\$29,772

*Additional time and travel for additional buildings will be billed at the appropriate hourly rate.

Description of Service	District/Enterprise Technology Assessment- Optional					
Service Code	A.3.b Optional					
Service Category	Technology Assessment					
Client Category	Member					
Scope	District/Enterprise					
Core Components	Component 3 (Data Security)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	16	2	\$4,480	\$448	\$4,032
Executive Consultant	\$225	32	4	\$7,200	\$720	\$6,480
Senior Consultant	\$200	32	4	\$6,400	\$640	\$5,760
Senior Technical Consultant	\$150	32	4	\$4,800	\$480	\$4,320
Technical Consultant	\$125	32	4	\$4,000	\$400	\$3,600
Technical Assistant	\$90	24	3	\$2,160	\$216	\$1,944
Project Consultant	\$125	16	2	\$2,000	\$200	\$1,800
Project Assistant	\$85	24	3	\$2,040	\$204	\$1,836
Total		208	26	\$33,080	\$3,308	\$29,772



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Description of Service	Statewide Coop Procurement- Cat 1+Cat 2+Ineligible Tech Components					
Service Code	B.1-6.a Base					
Service Category	Procurement Solutions					
Client Category	ESCNJ/Cooperative					
Scope	Statewide					
Core Components	Steps 1-6 (Consolidation through Reporting)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	120	15	\$33,600	\$3,360	\$30,240
Executive Consultant	\$225	120	15	\$27,000	\$2,700	\$24,300
Senior Consultant	\$200	120	15	\$24,000	\$2,400	\$21,600
Senior Technical Consultant	\$150	320	40	\$48,000	\$4,800	\$43,200
Technical Consultant	\$125	320	40	\$40,000	\$4,000	\$36,000
Technical Assistant	\$90	96	12	\$8,640	\$864	\$7,776
Project Consultant	\$125	80	10	\$10,000	\$1,000	\$9,000
Project Assistant	\$85	96	12	\$8,160	\$816	\$7,344
Total		1272	159	\$199,400	\$19,940	\$179,460

Description of Service	District/Ent. Procurement- Cat 1+Cat 2+Ineligible Tech Components					
Service Code	B.1-6.b Base					
Service Category	Procurement Solutions					
Client Category	Member					
Scope	District/Enterprise					
Core Components	Steps 1-6 (Consolidation through Reporting)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	40	5	\$11,200	\$1,120	\$10,080
Executive Consultant	\$225	40	5	\$9,000	\$900	\$8,100
Senior Consultant	\$200	80	10	\$16,000	\$1,600	\$14,400
Senior Technical Consultant	\$150	128	16	\$19,200	\$1,920	\$17,280
Technical Consultant	\$125	128	16	\$16,000	\$1,600	\$14,400
Technical Assistant	\$90	32	4	\$2,880	\$288	\$2,592
Project Consultant	\$125	40	5	\$5,000	\$500	\$4,500
Project Assistant	\$85	40	5	\$3,400	\$340	\$3,060
Total		528	66	\$82,680	\$8,268	\$74,412



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Description of Service	Ala Carte Cooperative or District/Enterprise Procurement					
Service Code	B.1-6.c Optional					
Service Category	Procurement Solutions					
Client Category	ESCNJ/Cooperative & Member					
Scope	Statewide or District/Enterprise					
Core Components	Steps 1-6 (Consolidation through Reporting)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days*	Total	Discount	Total Price
Senior Executive Consultant	\$280	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Executive Consultant	\$225	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Senior Consultant	\$200	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Senior Technical Consultant	\$150	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Technical Consultant	\$125	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Technical Assistant	\$90	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Project Consultant	\$125	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Project Assistant	\$85	#VALUE!	TBD	#VALUE!	10%	#VALUE!
Total		#VALUE!	TBD	#VALUE!	#VALUE!	#VALUE!

*Dellicker will price custom quotes based on time for Cat 1, Cat 2 and E-Rate ineligible tech services.

Description of Service	Statewide Tech. Mgt. Services Agreement-Base					
Service Code	C.1-4.a Base					
Service Category	Management Services					
Client Category	ESCNJ/Cooperative					
Scope	Statewide					
Core Components	Components 1-4 (Compliance; Assessment; Procurement; Comms.)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	64	8	\$17,920	\$1,792	\$16,128
Executive Consultant	\$225	32	4	\$7,200	\$720	\$6,480
Senior Consultant	\$200	32	4	\$6,400	\$640	\$5,760
Senior Technical Consultant	\$150	64	8	\$9,600	\$960	\$8,640
Technical Consultant	\$125	64	8	\$8,000	\$800	\$7,200
Technical Assistant	\$90	48	6	\$4,320	\$432	\$3,888
Project Consultant	\$125	64	8	\$8,000	\$800	\$7,200
Project Assistant	\$85	48	6	\$4,080	\$408	\$3,672
Total		416	52	\$65,520	\$6,552	\$58,968



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Description of Service	District/Enterprise Tech. Management Services Agreement-Base					
Service Code	C.1-4.b Base					
Service Category	Management Services					
Client Category	Member					
Scope	District/Enterprise					
Core Components	Components 1-4 (Compliance; Assessment; Procurement; Comms.)					
Included Add-Ons	None					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days	Total	Discount	Total Price
Senior Executive Consultant	\$280	16	2	\$4,480	\$448	\$4,032
Executive Consultant	\$225	32	4	\$7,200	\$720	\$6,480
Senior Consultant	\$200	24	3	\$4,800	\$480	\$4,320
Senior Technical Consultant	\$150	16	2	\$2,400	\$240	\$2,160
Technical Consultant	\$125	16	2	\$2,000	\$200	\$1,800
Technical Assistant	\$90	24	3	\$2,160	\$216	\$1,944
Project Consultant	\$125	16	2	\$2,000	\$200	\$1,800
Project Assistant	\$85	16	2	\$1,360	\$136	\$1,224
Total		160	20	\$26,400	\$2,640	\$23,760

Description of Service	Management Services Agreement-Optional					
Service Code	C.5.c Optional					
Service Category	Management Services					
Client Category	ESCNJ/Cooperative & Member					
Scope	Statewide or District/Enterprise					
Core Components	Component 5 (Professional Development)					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days*	Total	Discount	Total Price
Senior Consultant	\$200	TBD	TBD	#VALUE!	10%	#VALUE!

*This option is priced by the day at the Senior Consultant rate.

Description of Service	Management Services Agreement-Optional					
Service Code	C.6.c Optional					
Service Category	Management Services					
Client Category	ESCNJ/Cooperative & Member					
Scope	Statewide or District/Enterprise					
Core Components	Component 6 (Continuous Improvement)					
Consortium Discount	10%					
Labor Category	Rate	Hours	Days**	Total	Discount	Total Price
Executive Consultant	\$220	TBD	TBD	#VALUE!	10%	#VALUE!



****This option is priced by the day at the Executive Consultant rate.**

iii. Any additional reoccurring costs associated with services rendered.

- **There are no additional recurring costs besides those already identified.**
- **Unless designated, services and solutions are not billed by the hour but by the component. Dellicker may adjust the tasks and hours dedicated to each task by project labor category in order to perform the work described in the Services Offered section.**

iv. A summary of reimbursable expenses.

- **Dellicker will not be seeking reimbursable expenses for daily travel within New Jersey, routine printing of reports (normally about five hardcopies per client) or basic maintenance of software required to support the projects.**
- **Dellicker will require reimbursement for actual expenses related to the following additional activities:**
 - **Overnight meetings**
 - **Out-of-state events**
 - **Excessive copies of reports (more than 12 per instance)**
 - **Any expenses beyond the normal requirements for accomplishing the work**
- **Any additional expenses will be billed along with the normal invoice in accordance with ESCNJ requirements.**



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