

**The James Group, LLC**  
**STS RATES**  
**SIN 132-51**

<b>Labor Categories</b>	<b>GSA Rate</b>
<b>Senior Project Manager</b>	\$172.79
<b>Project Manager</b>	\$148.10
<b>Senior Business Analyst</b>	\$148.10
<b>Business Analyst</b>	\$118.48
<b>Senior Application Developer</b>	\$148.10
<b>Application Developer</b>	\$108.61
<b>Senior Executive IT Consultant</b>	\$246.84
<b>Executive IT Consultant</b>	\$148.10
<b>Associate IT Consultant</b>	\$88.86
<b>Senior Database Administrator</b>	\$173.22
<b>Database Administrator</b>	\$148.10
<b>Senior Solutions Architect (Integration)</b>	\$148.10
<b>Solutions Architect</b>	\$118.48
<b>Senior Technical Writer</b>	\$98.74
<b>Technical Writer</b>	\$88.86
<b>* Trainer I</b>	\$370.25
<b>* Trainer II</b>	\$246.84
<b>* Trainer III</b>	\$123.42

\* Added to GSA on 1/24/08

SF-30 Modification PO-0001 of Contract GS-35F-0578T

The following Special Item Numbers are affected by this modification:

132 51,132 51STLOC

The Subject contract is hereby modified as follows:

- a)  Item Addition(s)
  - New Products
  - New Manufacturer(s)
- b)  Item Deletions: Equipment no longer in production but available for purchase until full inventory is exhausted.
- c)  Price Reductions(s)
  - Permanent through end of contract period
  - Temporary from
- d)  Economic Price Adjustment
- e)  Other Changes(s): Addition of three labor categories.

The above modification(s) are/is in accordance with the attached letter(s) from JAMES GROUP LLC Dated Dec 3, 2007.

JAMES GROUP LLC shall include the above changes as a supplemental pricelist and distribute it to the Government agencies which received the basic pricelist. Three (3) copies of the pricelist should be furnished to the Contracting Officer within fifteen (15) days from receipt of this document. Two (2) copies should be forwarded to the following address:

General Services Administration  
National Customer Service Center (6FR)  
1500 E. Bannister Road, Bldg. #4  
Kansas City, MO 64131 - 3009

JAMES GROUP LLC shall upload all applicable changes to the GSA advantage! as soon as possible, but not later than 5 calendar days from the receipt of this document.

JAMES GROUP LLC shall submit within 10 calendar days from the receipt of this document, a notification to the Contracting Officer of the date which all applicable changes were uploaded to the GSA Advantage!.

Additional comments and/or provisions:

All other terms and conditions remain the same.

## IT LABOR CATEGORY DESCRIPTIONS

### **Commercial Job Title: Trainer I**

#### **Minimum/General Experience**

Requires six (6) to eight (8) years of comprehensive Project management/ IT consulting.

#### **Functional Responsibility**

Instructor lead training class using a combination of lecture, group discussion and hands-on training. Participates in, and conducts technical training programs. Determines training objectives. Writes training programs, including outline, text, handouts, and tests, and designs laboratory exercises. Lectures class on installation, programming, maintenance, and repair of software, and equipment, following outline, handouts and texts. Administers written and practical exams and writes performance reports to evaluate trainees' performance. Familiar with standard concepts, practices, and procedures within a technology. Relies on limited experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision; typically reports to a manager

#### **Minimum Education**

Bachelor's degree in Business, Computer Science or equivalent work experience.

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### **Commercial Job Title: Trainer II**

#### **Minimum/General Experience**

Requires four (4) to six (6) years of management/ IT consulting or relevant industry experience.

#### **Functional Responsibility**

Instructor lead training class using a combination of lecture, group discussion and hands-on training. Participates in, and conducts technical training programs. Determines training objectives. Writes training programs, including outline, text, handouts, and tests, and designs laboratory exercises. Lectures class on installation, programming, maintenance, and repair of software, and equipment, following outline, handouts and texts. Administers written and practical exams and writes performance reports to evaluate trainees' performance. Familiar with standard concepts, practices, and procedures within a technology. Relies on limited experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision; typically reports to a manager

#### **Minimum Education**

Bachelor's degree in Business, Computer Science or equivalent work experience.

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**Commercial Job Title: Trainer III**

**Minimum/General Experience**

Requires two (2) to four (4) years of comprehensive systems analysis experience.

**Functional Responsibility**

Instructor lead training class using a combination of lecture, group discussion and hands-on training. Participates in, and conducts technical training programs. Determines training objectives. Writes training programs, including outline, text, handouts, and tests, and designs laboratory exercises. Lectures class on installation, programming, maintenance, and repair of software, and equipment, following outline, handouts and texts. Administers written and practical exams and writes performance reports to evaluate trainees' performance. Familiar with standard concepts, practices, and procedures within a technology. Relies on limited experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision; typically reports to a manager

**Minimum Education**

Bachelor's degree in Business, Computer Science or equivalent work experience.

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**The James Group, LLC**

**GSA PROPOSED HOURLY RATES  
SIN 132-51**

<b>Labor Categories</b>	<b>Commercial Price List</b>	<b>Commercial Price with .75% IFF</b>	<b>Proposed GSA Discount (%)</b>	<b>Proposed GSA Rate (Inclusive of IFF)</b>
<b>Trainer I</b>	\$375	\$377.81	2%	\$370.25
<b>Trainer II</b>	\$250	\$251.88	2%	\$246.84
<b>Trainer III</b>	\$125	\$125.94	2%	\$123.42