

Exhibit I

VANA SOLUTIONS LABOR CATEGORY AND RATES 2011

Labor Code	VC01
Labor Category	Subject Matter Expert
Minimum/General Experience and Years of Experience	10 years of progressively increasing responsible subject matter experience, in similar work environments. Concentrated hands-on experience in the specific discipline of the subject matter field as it relates to Enterprise Information Management, Record Management, and Contract Management solutions
Functional Responsibility	Perform as a consultant in highly specialized subject areas such as human factors engineering, financial systems, and business process reengineering. Provide highly technical and/or specialized guidance concerning automation solutions to complex information processing problems related to the subject matter field. Perform analyses and studies; prepare reports and give presentations. Work independently or as a member of a team
Educational Requirements	Bachelor's degree in appropriate subject matter fields or related discipline. Four (4) years of experience could be substituted for the degree.
Hourly Rate	\$148.10

Labor Code	VC02
Labor Category	Consultant
Minimum/General Experience and Years of Experience	A techno-functional IT specialist with over 7 Years' experience providing specialized advice, assistance, guidance, counseling, or work coordination in support of client management, organizational and business improvement projects. This experience may also include integration and implementation of projects across multiple entities. Demonstrated experience in planning, evaluating, performing and coordinating project work in subject matter expertise. Ability to analyze problems and issues, develop recommendations and provide direction to support staff. The consultant is specialized in specific technology packages such as SharePoint, IBM FileNet, Oracle, CRM
Functional Responsibility	Applies specialized expertise to resolve client's management, organization and business issues. Develops proposals and recommendations, detailed project/work plans, evaluates and reports progress. Ensures integration and implementation as agreed. Demonstrated ability to work independently and develop/execute complex tasks.
Educational Requirements	Bachelor's degree or four (4) years of relevant experience
Hourly Rate	\$136.01

Labor Code	VC03
Labor Category	Programmer Analyst III
Minimum/General Experience and Years of Experience	Six (6) years experience. Experience includes: demonstrated experience with third and fourth generation programming languages, experience with object-oriented programming, ability to develop complex software to satisfy design objectives, and experience developing software for data base management systems. General experience includes knowledge of Internet working, client/server environments, and demonstrated experience supervising software development projects. Deep understanding of technologies such as SharePoint, FileNet, Oracle, and J2EE. Well versed in Design Patterns and latest development methods.
Functional Responsibility	Supervises software development projects. Develops logic flow charts and pseudo-code. Translates software specifications into software applications. Tests, debugs, and refines software to produce the required product. Prepares required documentation, including both program-level and user-level documentation. Enhances software to reduce operating time or improve efficiency. Provides daily supervision to staff members. Oversees computer programmers and reviews their work to create or maintain operating systems, communications software, data base management systems, compilers, assemblers, and utility programs. Modifies existing software as well as creates special-purpose software to ensure efficiency and integrity between systems and applications. Provides supervision to staff members.
Educational Requirements	Bachelor's degree, preferably in Information Systems, Computer Science, or related discipline; or equivalent work experience
Hourly Rate	\$110.02

Labor Code	VC04
Labor Category	Programmer Analyst II
Minimum/General Experience and Years of Experience	3- 6 years' experience which includes experience as an applications programmer on data base management systems, knowledge of computer equipment and ability to perform computer programming in order to develop complex software to satisfy design objectives. Demonstrated ability to work independently or under only general direction.
Functional Responsibility	Analyzes functional business applications and design specifications for functional activities. Develops block diagrams and logic flowcharts. Translates detailed design into computer software. Tests, debugs and refines computer software to produce the required product. Prepares required documentation, including both program and user-level documentation. Enhances software to reduce operating time or improve efficiency. Provides technical direction to programmers to ensure program deadlines are met
Educational Requirements	Bachelor's degree, preferably in Information Systems, Computer Science, or related discipline; or equivalent work experience.
Hourly Rate	\$90.68

Labor Code	VC05
Labor Category	Programmer Analyst
Minimum/General Experience and Years of Experience	Two (2) – Four (4) years of experience depending on formal education. Designs, codes and documents portions of applications programs for large scale electronic computers and associated equipment appropriate to scientific systems, or commercial projects. Individual holding this position works under close supervision and direction. May provide work direction to one or more lower level employees on a project. Detailed problem specifications are presented to him/her; however, incumbent is expected to show judgment and initiative in performing assigned tasks. Individual normally receives assignments requiring a limited amount of experience and must keep supervisor and other personnel related to his/her work advised of progress on assignments. Particular emphasis on technical training and professional development. Continual communication with other operating areas concerned with assignments is required
Functional Responsibility	Must be able to perform technical work of professional level using standard programming methods and techniques. Develops detailed flowcharts and associated documentation for assigned areas from general program statements. Capable of using detailed, coding level flowcharts and associated prose, codes assigned segments of a program using machine and/or other programming languages. Ability to develop test data and routines. Tests all code personally produced, and assist in the testing of the total program. Documents procedures used in standardized terminology. Capable of maintaining files and records of some or all operational data received. Ability to provide theoretical analysis where project requires it to assist in coming to a practical solution of problems and eliminating unnecessary "trial and error" solutions.
Educational Requirements	Bachelor's degree, preferably in Information Systems, Computer Science, or related discipline; or equivalent work experience
Hourly Rate	\$72.54

Labor Code	VC07
Labor Category	Database Analyst
Minimum/General Experience and Years of Experience	Six years of increasingly complex and progressive experience in performing systems analysis and implementation of database applications, business, mathematical, or scientific support using a variety of data related information technology resources. Has experience with current technologies and, where required for the task, emerging technologies. Ability to program in languages such as SQL, TSQL and PL/SQL. Expert in utilizing Database platforms such as SQL Server, Oracle, Sybase, MySQL, Informix, and DB2
Functional Responsibility	Formulates and defines system scope and objectives for assigned projects. Prepares detailed specifications for data support. Responsible for functional design, testing, and roll-out. Has full technical knowledge and responsibility of all phases of user interface analysis and implementation. Understands the business or function for which application is designed. Duties also include instructing, directing and checking the work of other systems analysts and development personnel. Responsible for quality assurance review
Educational Requirements	Bachelor's degree from an accredited college, university, or equivalent experience with a curriculum or major field of study
Hourly Rate	\$105.79

Labor Code	VC09
Labor Category	Web Developer
Minimum/General Experience and Years of Experience	Over four (4) years of IT service experience, including two (2) years of specialized Web design and Development. Specialist with user interface development through technologies such as SharePoint, ASP.NET, Java, Perl, Joomla, DNN
Functional Responsibility	Devises and prepares ebusiness requirements. Confers with end-users and technical personnel to identify functional issues and types of data to be processed. Analyzes functional issues and determines best-suited ebusiness strategies and tool sets to accomplish users' goals and objectives. Explores emerging technological tools related to the internet and applicability to users' requirements. Develops analytical reports or other products. Ensures all work is done in compliance with customer's system development life cycle procedures.
Educational Requirements	Bachelor's degree, preferably in Information Systems, Computer Science, or related discipline; or equivalent work experience.
Hourly Rate	\$84.63

Labor Code	VC10
Labor Category	Systems Administrator
Minimum/General Experience and Years of Experience	Minimum two (2) years of experience
Functional Responsibility	Manages and maintains workstation and server environment in support of development and production systems. Performs activities that support the operations and integrity of computing systems and their use and manage their intricacies. These activities minimally include system installation, configuration, integration, maintenance, performance management, data management, security management, failure analysis and recovery, and user support. In an inter-networked computing environment, the computer network is often included as part of the complex computing system.
Educational Requirements	A Bachelor's degree in Computer Science, Information Technology, or a related field and two (2) years of experience, an additional 4 years of experience could be substituted for the degree.
Hourly Rate	\$86.14

Labor Code	VC11
Labor Category	Project Manager
Minimum/General Experience and Years of Experience	A minimum of eight (8) years general related experience, four (4) of which must be as a project manager. Experience includes increasing responsibilities in program and project management and information systems design.
Functional Responsibility	Provides administrative and technical leadership to projects; Sets strategic direction of projects. Develops project plans that identify key issues, problems, approaches, performance metrics and resources required; Designs processes to address identified problems. Establishes team membership and negotiates time commitments and resource allocation. Motivates team members and facilitates team meetings; Acts as liaison, problem solver, and facilitator; Provides guidance to team on performance and productivity issues
Educational Requirements	A Bachelor's degree in computer science, information systems, business, engineering or related scientific or technical discipline. PMI certification preferred
Hourly Rate	\$126.95

Labor Code	VC12
Labor Category	Functional/ Business Analyst III
Minimum/ General Experience and Years of Experience	Minimum 6 years of related experience 3 of which should be for business case or functional areas. Excellent communication skills, both written and oral, with the ability to formulate and document proposed system solutions in comprehensive, quantitative and qualitative terms appropriate for comparative analysis.
Functional Responsibility	Interacts effectively on the evaluation, redesign and re-engineering of current business processes to ensure effective and efficient use of business information technology and resources, and improve process performance. Recommends cost-effective solutions to meet management goals and objectives. Documents the business requirements and recommended solution. Analyzes, designs, and develops business processes for large information systems. Analyzes and evaluates existing business processes and procedures in business / functional areas; identifies problems; and develops solutions that achieve optimum performance and cost effectiveness. Analyzes user needs to determine functional and cross-functional requirements. Performs functional allocation to identify required tasks and their interrelationships. Identifies resources required for each task.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field.
Hourly Rate	\$99.74

Labor Code	VC13
Labor Category	Functional/ Business Analyst II
Minimum/ General Experience and Years of Experience	Minimum 4 years of related experience 2 of which should be for business case or functional areas. Excellent communication skills, both written and oral, with the ability to formulate and document proposed system solutions in comprehensive, quantitative and qualitative terms appropriate for comparative analysis.
Functional Responsibility	Analyzes, designs, and develops business processes for large information systems. Analyzes and evaluates existing business processes and procedures in business / functional areas; identifies problems; and develops solutions that achieve optimum performance and cost effectiveness. Involved in the evaluation, redesign and re-engineering of current business processes to ensure effective and efficient use of business information technology and resources, and improve process performance. Recommends cost-effective solutions to meet management goals and objectives. Documents the business requirements and recommended solution. Analyzes user needs to determine functional and cross-functional requirements. Performs functional allocation to identify required tasks and their interrelationships. Identifies resources required for each task.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field.
Hourly Rate	\$90.68

Labor Code	VC14
Labor Category	Functional/ Business Analyst
Minimum/	Minimum 2 years of related experience 1 of which should be for business case or

General Experience and Years of Experience	functional areas. Excellent communication skills, both written and oral, with the ability to formulate and document proposed system solutions in comprehensive, quantitative and qualitative terms appropriate for comparative analysis.
Functional Responsibility	Analyzes, designs, and develops business processes for large information systems. Analyzes and evaluates existing business processes and procedures in business / functional areas; identifies problems; and develops solutions that achieve optimum performance and cost effectiveness. Involved in the evaluation, redesign and re-engineering of current business processes to ensure effective and efficient use of business information technology and resources, and improve process performance. Recommends cost-effective solutions to meet management goals and objectives. Documents the business requirements and recommended solution. Analyzes user needs to determine functional and cross-functional requirements. Performs functional allocation to identify required tasks and their interrelationships. Identifies resources required for each task.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field.
Hourly Rate	\$81.61

Labor Code	VC15
Labor Category	Quality Analyst
Minimum/General Experience and Years of Experience	Minimum 2 years experience in testing methodologies Responsible for all of the testing activities.
Functional Responsibility	Responsible for executing test cases for particular applications and completing test reports, may have to become involved with the creation of test cases and test plans; works across many systems so the ability to quickly assimilate application information and work many tasks concurrently is essential.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field.
Hourly Rate	\$68.01

Labor Code	VC16
Labor Category	Help Desk Support Specialist
Minimum/General Experience and Years of Experience	Two (2) year experience with computer system maintenance support, including installation, programming, and cabling; knowledge of operating systems and software applications. Ability to provide level 3 support by analyzing code and making recommendation on solutions to development staff.
Functional Responsibility	Provides second-tier support to end-users for PC, server, mainframe applications, and hardware. Handles problems that the first-tier of help desk support is unable to resolve. May interact with network services, software systems engineering, and/or applications development to restore service and/or identify and correct core problem. Simulates or recreates user problems to resolve operating difficulties. Recommends systems modifications to reduce user problems.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field
Hourly Rate	\$58.94

Labor Code	VC17
Labor Category	Configuration Management Specialist
Minimum/General Experience and Years of Experience	2 years of experience in documenting IT Systems configuration changes
Functional Responsibility	Responsible for effectively tracking, logging, categorizing, and maintaining changes made against the accepted baseline(s) standards. Develops, distributes, and tracks all change packages resulting from approved Configuration Control Board action. Provides daily support and direction to staff as to change status requirements, deadlines, and problems.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field
Hourly Rate	\$49.87

Labor Code	VC18
Labor Category	Disaster Recovery Administrator
Minimum/General Experience and Years of Experience	Minimum four (4) years of experience in Disaster planning and recovery
Functional Responsibility	Designs and administers programs to include policies, standards, guidelines, training programs, and a viable quality assurance process for disaster recovery. Oversees and reviews the testing and implementation of software, data systems, and data networks to ensure that the integrity and security of electronic data and data systems are adequately protected. Facilitates the preparation of an organization-wide business resumption plan.
Educational Requirements	A Bachelor's degree in Business, Information Systems, Computer Science, engineering or related field.
Hourly Rate	\$90.68

PRICELIST SERVICES

All Rates are On-Site Prices

The Yearly Escalation will be based on the Bureau of Labor and Statistic Employment Cost Index

Labor Code	Labor Categories	Contract Year 1 GSA Hourly Rates with IFF
VC01	Subject Matter Expert	\$148.10
VC02	Consultant	\$136.01
VC03	Programmer Analyst III	\$110.02
VC04	Programmer Analyst II	\$90.68
VC05	Programmer Analyst	\$72.54
VC07	Database Analyst	\$105.79
VC09	Web Developer	\$84.63
VC10	Systems Administrator	\$86.14
VC11	Project Manager	\$126.95
VC12	Functional /Business Analyst III	\$99.74
VC13	Functional/ Business Analyst II	\$90.68
VC14	Functional/ Business Analyst	\$81.61
VC15	Quality Analyst	\$68.01
VC16	Help Desk Support Specialist	\$58.94
VC17	Configuration Management Specialist	\$49.87
VC18	Disaster Recovery Administrator	\$90.68