

## Pricing Volume

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**Submitted To:**

Department of Homeland Security (DHS)  
Cybersecurity & Infrastructure Security Agency (CISA)  
T&M-DEVOPS-2403

**Submission Date:**

June 04, 2025

## Executive Cost Summary

### EagleShroud Tech

#### Pricing Volume for RFP: DHS-DEVOPS-2403

#### Department of Homeland Security (DHS)

#### Cybersecurity & Infrastructure Security Agency (CISA)

#### Submission Date June 02, 2025

Eagleshroud Tech is pleased to submit this pricing proposal in response to RFP DHS-DEVOPS-2403 for both the Department of Homeland Security (DHS) and Cybersecurity & Infrastructure Security Agency (CISA). This proposal reflects a comprehensive and cost-effective solution under a Time & Materials (T&M) contract structure, designed to deliver high-quality technical services across all required workstreams. All pricing is submitted in accordance with FAR part 16.601 and includes full traceability to support a DCAA-compliant audit trail.

Our pricing approach is grounded in realistic labor estimates, historical cost data, and industry benchmarks. We have structured this proposal to ensure transparency, auditability, and alignment with the client's expectations, including full traceability between cost elements and supporting documentation.

Key highlights of this proposal include:

- **Fully burdened labor rates** by labor category, including overhead, G&A, and profit.
- **Clear cost breakdown** across a base year and one option year, with all assumptions explicitly stated.
- **CLIN-level pricing** aligned with the Statement of Work (SOW) and mapped to labor categories.
- **Detailed Basis of Estimate (BOE)** supporting labor hours, ODCs, and pricing rationale.
- **Competitive pricing** balances cost efficiency with the delivery of highly qualified personnel.

The total proposed price for the base and option years is **\$6,900,430.44**, which reflects our commitment to cost realism and value while ensuring the program's successful execution.

EagleShroud Tech brings proven experience and capability in delivering complex technical solutions in federal environments. We look forward to the opportunity to support your mission objectives with excellence and integrity.

This cost proposal balances technical excellence with cost control to deliver mission impact at the best value.

DUNS: 184774689

CAGE: 7Z99A

NAICS: 541511 (Custom Computer Programming Services)

## Introduction and Overview

This Pricing Volume supports the offeror's proposed cost for the performance of services under the Time & Materials (T&M) contract in response to **RFP: DHS-DEVOPS-2403**. This document summarizes the total proposed price, describes the methodology used for pricing labor and Other Direct Costs (ODCs), and provides traceability to supporting documentation.

## Pricing Summary

The total proposed contract price is **\$6,900,430.44**, covering a **12-month base period** and one **12-month option period**. The proposed prices include fully burdened labor costs and applicable ODCs, with a profit applied to the ODCs in accordance with the RFP instructions.

Contract Period	Total Price
Base Year	\$3,399,495.04
Option Year	\$3,500,935.39
<b>Total</b>	<b>\$6,900,430.44</b>

These elements have been applied cumulatively to ensure accurate cost buildup in accordance with T&M methodology.

## Labor Pricing Approach

Labor costs were developed based on the labor categories and estimated hours required for contract execution. Each category was priced using a fully burdened hourly rate incorporating:

- Base Hourly Wage
- Fringe Benefits
- Overhead (OH)
- General and Administrative (G&A) expenses
- Fee (Profit)

A total of 9,600 base hours and 9,600 option hours are proposed, distributed across five labor categories. All calculations and mappings to CLINs are detailed in the Pricing Workbook and the Basis of Estimate (BOE) Narrative.

## Labor Cost Summary

The labor cost component of this Time & Materials (T&M) proposal is based on the estimated level of effort required to deliver the EagleShroud Tech Modernization project. Hours were developed based on project scope, historical actuals, and validation with internal technical leads. The labor categories below reflect the required functional areas to deliver the contract scope across the 12-month base period of performance and the 12-month option period.

Labor Category	Base Rate	Base Hours	Option Year Rate	Option Year Hours	Total Base Cost	Total Option Cost	Fully Burdened Base Cost	Fully Burdened Option Cost
DevOps Engineer	\$160.00	3840	\$164.80	3840	\$614,400.00	\$632,832.00	\$1,254,528.00	\$1,292,163.84
Cloud Infrastructure Engineer	\$150.00	1920	\$154.50	1920	\$288,000.00	\$296,640.00	\$588,060.00	\$605,701.80
Security Automation Specialist	\$170.00	1920	\$175.10	1920	\$326,400.00	\$336,192.00	\$666,468.00	\$686,462.04
Agile Scrum Master	\$175.00	1920	\$180.25	1920	\$336,000.00	\$346,080.00	\$686,070.00	\$706,652.10
Technical Writer	\$95.00	960	\$97.85	960	\$91,200.00	\$93,936.00	\$186,219.00	\$191,805.57
<b>Total</b>					<b>\$1,656,000.00</b>	<b>\$1,705,680.00</b>	<b>\$3,381,345.00</b>	<b>\$3,482,785.35</b>

### Notes:

- The fully burdened cost for both base and option years includes 25% fringe, 35% overhead, 10% G&A, and 10% fee applied cumulatively.
- Fully burdened rate = Base Rate x (1 + Fringe) x (1 + Overhead) x (1 + G&A) x (1 + Fee)
- Option rate includes a 3% Labor Escalation Rate applied to base rates.

### Other Direct Costs (ODCs) Summary

Other Direct Costs (ODCs) are included to support the execution of the EagleShroud Tech Modernization project. These costs are necessary for travel, software licenses, and cloud infrastructure costs. ODC estimates were developed based on expected project needs and historical benchmarks from similar modernization efforts. All ODCs are provided at cost with no indirect burden applied.

ODCs Category	Description	Quantity Base Year	Quantity Option Year	Estimated Base Unit Cost	Estimated Option Unit Cost	Total Base Cost	Total Option Cost	Total ODCs Cost
Travel	Site visits (4 trips per year)	4	4	\$1,500.00	\$1,500.00	\$6,000.00	\$6,000.00	
Software Licenses	Commercial tools for Dev, QA, and Security	5	5	\$500.00	\$500.00	\$2,500.00	\$2,500.00	
Cloud Infrastructure	Hosting, virtual environments, data storage	12	12	\$666.67	\$666.67	\$8,000.04	\$8,000.04	
<b>Total ODCs Without Fee</b>						\$16,000.04	\$16,000.04	<b>\$33,000.08</b>
<b>Total ODCs with 10% Fee</b>						<b>\$18,150.04</b>	<b>\$18,150.04</b>	<b>\$36,300.08</b>

### CLIN – Level Pricing Summary

The proposed costs have been allocated across four CLINs representing the contract's primary functional work areas. CLIN pricing is consistent with the labor mappings and workload distribution in the BOE. CLIN 1 covers both DevOps Engineers, CLIN 2 covers the Cloud Infrastructure Engineer and Security Automation Specialist, CLIN 3 covers the Agile Scrum Master and Technical Writer and CLIN4 covers Other Direct Costs (ODCs).

CLIN	Description	Base year	Option Year	Total
1	DevOps Engineering Support	\$1,254,528.00	\$1,292,163.84	\$2,546,691.84
2	Cloud Infrastructure & Security Administration	\$1,254,528.00	\$1,292,163.84	\$2,546,691.84
3	Agile Support & Documentation	\$872,289.00	\$898,457.67	\$1,770,746.67
4	Other Direct Costs (ODCs)	\$18,150.04	\$18,150.04	\$36,300.08
<b>Total Contract Value</b>		<b>\$3,399,495.04</b>	<b>\$3,500,935.39</b>	<b>\$6,900,430.44</b>

### Assumption & Notes

- One Full-Time Equivalent (FTE) is defined as 1,920 labor hours annually.
- Labor hours are based on project requirements, deliverable schedules, and level-of-effort discussions with functional leads.
- Work will be performed remotely with periodic on-site visits; travel costs for these visits are included under ODCs.
- No surge support, overtime labor, or weekend work is included unless otherwise negotiated.
- All work is performed at the unclassified level.
- Fringe, Overhead, G&A, and Profit rates are fully burdened on base labor costs.
- Indirect rates are based on provisional billing rates in accordance with FAR 42.7 and will be adjusted if a final rate is established.
- All proposed costs are inclusive of labor ODCs, and fee unless otherwise stated.
- Cost estimates have been internally peer-reviewed and validated using historical data and SME input.
- All proposed rates are compliant with the contractor's approved accounting system.
- All travel will be performed in accordance with the Federal Travel Regulation (FTR).

## Cost Narrative

This section provides a more detailed explanation of the methodology and assumptions used in the development of the proposed Time & Materials (T&M) pricing for both the Base and Option Years. The pricing is based on fully burdened labor rates and estimated quantities of hours for each labor category, as well as itemized Other Direct Cost (ODCs), in accordance with the solicitation requirements.

## Labor Cost and Other Direct Costs (ODCs) Breakdowns

The total labor cost was derived by multiplying each labor category's fully burdened rate by the estimated number of hours. All rates and hours are traceable to the Labor Pricing and Basis of Estimate tabs within the Pricing Workbook. For the purpose of this estimate, one Full-Time Equivalent (FTE) is defined as 1,920 hours annually (160 hours per month over 12 months). No overtime has been included in this proposal.

Labor category assignments are mapped to each CLIN based on functional alignment with the RFP scope of work (SOW). A summary of the hours and roles allocated to each CLIN provided in the CLIN-Level Pricing Table, the Pricing Workbook, and justified in the BOE Narrative.

ODC estimates are based on historical actuals, market research, and technical lead input, aligned to the project's planned usage profile. These include travel, software licenses, and cloud infrastructure usage. A 10% profit/fee is applied only ODCs in accordance with standard T&M pricing guidance and consistent with the assumptions provided in the Pricing Workbook.

All labor estimates were developed using a bottom-up approach and reviewed for risk. EagleShroud Tech maintains internal cost control procedures, contingency tracking, and schedule monitoring tools to mitigate risk of cost overrun.

## Escalation & Option Year Planning

All rates and ODCs in the Option Year assume a modest escalation from Base Year values, consistent with market trends and internal rate forecasts. Hours per labor category are held consistently across years unless stated otherwise in the BOE.

## Compliance Addendum

This section confirms that the pricing approach, assumptions, and deliverables provided in this proposal are fully compliant with the requirements and instructions outlined in the solicitation.

### 1. Compliance with RFP Requirements

- The pricing workbook and narrative have been developed in accordance with the pricing instructions provided in the RFP.
- The proposal includes pricing for all Contract Line-Item Numbers (CLINs), including both the Base Year and Option Year.
- All required formats and data points have been included as requested, and the pricing structure aligns with the specified contract type: **Time & Materials (T&M)**

### 2. Basis of Estimate (BOE) Alignment

- A complete Basis of Estimate (BOE) narrative and supporting tab have been included to justify labor hours and ODCs by labor category and CLIN.
- BOE calculations align with the assumptions outlined in the Pricing Workbook and reflect realistic, auditable cost projections.

### 3. Traceability and Audit Readiness

- All cost elements are fully traceable across supporting documents.
  - Labor rates and hours map directly to the Labor Pricing and CLIN Pricing tabs.
  - ODCs are itemized in both the BOE tab and Total & Pricing summary.
  - Assumptions, escalation, and indirect rates are clearly documented in the Inputs and Assumptions tabs.
- No costs are hidden or embedded in summary totals; each element is discretely documented for transparency and audit readiness.

### 4. Government Cost Principles

- All costs have been developed in accordance with applicable cost principles and pricing best practices under FAR Par 31.
- No unallowable costs are included in the proposed rates or ODCs.
- Profit/Fee has been applied only where appropriate, consistent with the RFP and standard T&M practices.

**5. Certification**

- This proposal is submitted in good faith and to the best of our knowledge is accurate, complete, and fully responsive to the solicitation requirements.
- All pricing assumptions and methodologies have been disclosed transparently to facilitate fair evaluation.

**Supporting Documentation Includes:**

The following documents and materials are provided in support of this pricing volume. Together, they demonstrate a complete, transparent, and traceable basis for all proposed costs and assumptions, and align with the solicitation's pricing instructions and evaluation criteria.

The supporting documentation for this T&M proposal includes:

- Pricing Workbook (Excel)
- CLIN-Level Pricing Table
- Total Cost Summary
- Assumptions (located in BOE tab)
- RFP Requirements Matrix