A group of people standing in front of a city

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**Volume III – Price Proposal**

**Factor 3 – Price**

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**Stealth Solutions, Inc.**

**Response**

**to**

**Department of Justice/Civil Rights Division**

**CRT Case Management**

**Request for Quotation 15JPSS23Q00000081**

**August 18, 2023**

**Submitted By:**

Stealth Solutions, Inc.

**SBA Certified 8(a) Program Participant**

**SAM UEI: RCMZNAHAZ7D9**

**GSA MAS Contract: 47QTCA22D0053**

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# Cover Letter

# Pricing Spreadsheet

The actual Excel based Price Sheet is provided in Section 2.3 as an embedded file for ease of pricing validation. Tab 1 of the price sheet represents the 18F price sheet provided with the RFQ and completed as instructed using the preset line items. Tab 2 provides the specific labor categories, hours, rates, discounts, line-item totals, and contract year totals. Each of these totals is brought forward to Tab 1, 18F price sheet. The Base Year and each of the 4 option years are also presented in the tables below.

A close-up of a price list

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The Base Year, plus all four Options years provide a total cost of $5,150,795.14

## Labor or Task Requirements

The CRT provided 18F Pricing Sheet proposed a potential migration team for the base year using 4 separate labor categories and an estimate of headcount and annual hours for this potential team. Stealth’s team will be comprised of the listed project roles and key personnel assignments. Stealth pricing is based on our MAS contract #47QTCA22D0053. Stealth GSA MAS Schedule can be accessed from the GSA eLibrary at: <https://www.gsaelibrary.gsa.gov/ElibMain/contractorInfo.do?contractNumber=47QTCA22D0053&contractorName=STEALTH+SOLUTIONS+INC.&executeQuery=YES>

The below table provides the CRT project roles with the associated assigned labor category for the MAS contract. All MAS labor category descriptions are also provided following the mapping table.

|  |  |
| --- | --- |
| **Stealth MAS Contract Labor Categories** | **Project Role and Key Assignments** |
| IT Project Manager | Project Manager/ Product Manager (Key) |
| Cloud Architect I | Technical Lead (Key) |
| Cloud Project Manager II | Subject Matter Expert |
| Cloud System Administrator I | Salesforce Developer |
| Systems Analyst | Quality Assurance Specialist |
| Cloud Project Manager II | Data Migration Specialist |

MAS #47QTCA22D0053 labor category descriptions assigned to meet the CRT CMS project roles.

| **Labor Category** | **Labor Category Description** |
| --- | --- |
| IT Project Manager | Oversees all aspects of the project, leading a team on large projects or a significant segment of large and complex projects. Analyzes new and complex project-related problems and creates innovative solutions that normally involve the schedule, technology, methodology, tools, solution components, and financial management of the project. Provides applications systems analysis and long- and short-range plans for application selection, systems development, systems maintenance, and production activities for necessary support resources. Performs day-to-day management of the project, identifies issues, and risks, and recommends possible issue and risk mitigation strategies associated with the project. Ensures that work performed is within scope, consistent with requirements, and delivered on time and on budget. Advanced degree in related field may be substituted for 3 years of experience. |
| Cloud Architect I | Leads Cloud architecture designs, resulting in robust, reliable, and secure Cloud platform solutions. Has a deep understanding of all Cloud-as-a-Service varieties, including Platform as Service (PaaS), Infrastructure as a Service (IaaS), and Software as Service (SaaS). Architects, designs, develops, and implements Cloud solutions on Amazon Web Services (AWS), Salesforce, or Google Cloud. In addition, performs research, and recommends and implements new technologies to strengthen Cloud offerings. Advanced degree in related field may be substituted for 3 years of experience. |
| Cloud Project Manager II | Has a deep understanding of system development in Cloud environments, including Software as Service (SaaS), Platform as Service (PaaS), and Infrastructure as a Service (IaaS). Establishes and implements project management processes and methodologies to ensure projects are delivered on time, within budget and adhere to high-quality standards. Develops and maintains project plans and team assignments, directing and monitoring work efforts, identifying resource needs, performing quality reviews, and escalating functional, quality, timeline issues appropriately. Tracks key project milestones and adjusts project plans and resources to meet customers' needs. Understands administration of Cloud environments, including monitoring, performance tuning, release/deployment, security, reliability, availability, capacity, and latency. Manages cross‐functional projects of medium to high complexity. Advanced degree in related field may be substituted for 2 years of experience. |
| Cloud System Administrator I | Provides administration services to Cloud solutions (e.g., Salesforce, Amazon Web Services, Google Cloud) that include configuring and managing the health of the Cloud systems. Perform analysis, administration, troubleshooting, testing, cloud environment refreshes, and other general systems maintenance on an ongoing basis. Collaborates with staff to manage system integrations between the Cloud and other systems while maintaining the confidentiality, integrity, and security of the Cloud System. Advanced degree in related field may be substituted for 2 years of experience. |
| Systems Analyst | Supports the development of program specifications for application software development. Defines logic, performs the coding, tests, and debugs the programs. Prepares the system and program specifications and documentation that includes designing report formulas, record layouts, and algorithms. Implements modifications to existing systems. Documents program and system logic. Defines and designs data structure, forms, data conversion procedures, data validation/correction, integration, and database definition tables. Provides guidance to daily support and junior staff. Advanced degree in related field may be substituted for 3 years of experience. |

## Other Direct Costs & Travel

The other costs that have been incorporated into our price proposal are the Salesforce GovCloud+, Case Management, and ReconELM software licenses. These annual-based license costs will provide the CRT-requested COTS-based case management services as outlined in the RFQ/SOO. Additionally, we configured the Salesforce license types to meet the CRT-specified role types. Licenses are purchased on an annual basis; whereby additional licenses can be added throughout the year on a monthly pro-rated based and annual license quantity can be reduced annually. The list of license types includes the Salesforce GovCloud+ platform, Salesforce Shield, Salesforce Service Cloud, Salesforce Lightning Platform Plus, Salesforce Partner Community Cloud, and ReconELM.

The single line-item cost for the Base Year and each of the four Option Years are provided in above Section 2. The total user licenses for the base year are quoted at 600 users while each of the option years are quoted at 1,000 users.

## Pricing Sheet 18F Case MGT System.1691665115071

The RFQ pricing sheet has been embedded here and is accessible by clicking the icon below.



This is based on the RFQ 18F price sheet with an additional tab. Tab 1: SSI Pricing Sheet, is the full costing price sheet with totals by Base Year and the four options years with a total of all years at the bottom. Tab 2: Estimation Buildup, provides the details of the labor categories used along with the assigned hours per year. This buildup is then auto populated into the proper cell in Tab 1. This provides DOJ with the ease to review and validate the MAS labor category rates and assigned T&M hours for all deliverable types across the five years proposed.

## Pricing Assumptions

The pricing assumptions are noted on the 18F spreadsheet and are provided here for ease of reference.

|  |  |  |  |
| --- | --- | --- | --- |
| 1. DOJ CRT has requested the Base Year T&M be configured based upon a team of 7.5 FTE | | | |
| 1. Stealth FTEs are based upon 1,880 hours per year | | | |
| 1. Prices are quoted per our GSA MAS Schedule with an additional discount. Roles in the project are mapped to GSA MAS Labor Categories | | | |
| 1. There is a labor escalation of 2.5% per year on Labor Rates. |  |  |  |
| 1. Pricing is valid for 90 days from the proposal submission. | |  |  |
| 1. Base Year Licenses (FFP) are 600 total as follows: | |  |  |
| 1. GovCloud+ Platform with Shield |  |  |  |
| 1. 550 Partner Community – Unlimited |  |  |  |
| 1. 45 Lightning Platform Plus – Unlimited |  |  |  |
| 1. 5 Service Cloud – Unlimited |  |  |  |
| 1. ReconELM |  |  |  |
| 1. Option Years 1 - 4 (FFP) are provided as 1,000 total as follows: | |  |  |
| 1. GovCloud+ Platform with Shield |  |  |  |
| 1. 900 Partner Community - Unlimited |  |  |  |
| 1. 90 Lightning Platform Plus - Unlimited |  |  |  |
| 1. 10 Service Cloud – Unlimited |  |  |  |
| 1. ReconELM |  |  |  |

1. If DOJ requires additional training above the estimate, then the hours could be modified as required.