



## Volume II-Price (Factor 3)

Stealth Solutions, Inc.  
Response  
to  
The U.S. Fish and Wildlife Service (USFWS)  
Drupal Development

**REQUEST NO: 140F1S24Q0055**

**July 10, 2024**



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## 1. Volume II - Factor 3 - Price

### 1.1 Introduction

Team Stealth is pleased to provide our pricing matrix and details for the initial one-year FWS.gov Apps Modernization Project and the 6-month optional project for CarpDAT.

We have designed this price proposal to address the stated RFQ requirements by task and any affected considerations from the FWS answer document to the vendor questions. We believe we have provided an advantageous price proposal that conforms to the RFQ and provides the best value to the government. Naturally any changes to the FWS requirements or stated deliverables may result in a modification to this proposed pricing volume.

This pricing proposal is based on the requested firm fixed price using our MAS schedule labor category rates and is valid for 60 days from the date of the proposal submission.

### 1.2 Timeline

As explained in Volume 1 we have provided the below high-level task-based roadmap with the associated timeline.

FWS Apps Modernization Roadmap																	
Task	Aug-24	Sep-24	Oct-24	Nov-24	Dec-24	Jan-25	Feb-25	Mar-25	Apr-25	May-25	Jun-25	Jul-25	Aug-25	Sep-25	Oct-25	Nov-25	Dec-25
2.1: Audit Drupal Configuration on Acquia	Execute																
2.2: Search Engine Evaluation		Execute															
2.3: Reusable Application Framework (RAF)	Plan	Develop	Deploy														
2.4 - a. Task: Development Environment set-up and Configuration	Plan	Develop/Deploy															
2.4 - b. Task: Setup a separate Drupal/Acquia Production System for Applications	Plan	Develop/Deploy															
2.4 - c. Harvest Survey	Plan	Plan	Develop	Develop	Deploy												
2.4 - d. Resident Canadian Goose Application	Plan	Plan	Develop	Develop	Deploy												
2.4 - e. Eastern Population Sandhill Crane Monitoring/Reporting	Plan	Plan	Develop	Deploy													
2.4 - f. Falconry Ownership, Transfers, and Reporting	Plan	Plan	Develop	Deploy													
2.4 - g. Aerial Observer (Waterfowl)	Plan	Plan	Develop	Deploy													
2.4 - h. Captive Manatee Modernization	Plan	Plan	Develop	Deploy													
2.4 - i. Contact Us Modernization	Plan				Develop	Deploy											
2.4 - j. Optional Task: CarpDAT Invasive Carp Data Monitoring and Reporting					Plan	Develop	Deploy										

### 1.3 Task Based Cost With Resource Allocation

The below chart provides the resource allocation and cost details by task with a running total at the end. At the bottom of the chart is the six-month option pricing for the CarpDAT project. All of the identified RFQ tasks for the first year have a total FFP quoted price of \$1,961,030.50. The CarpDAT cost will be \$698,054.60.



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FWS Apps Modernization Effort						
Task	Resource Name	Resource Type	Total Hours	Hourly cost	Cost	
<b>2.1: Audit Drupal Configuration on Acquia</b>	Ayaskant Sahu	Architect	80	\$ 154.42	\$ 12,353.60	
	Sirish Ayyagiri	Architect / Acquia SME	40	\$ 154.42	\$ 6,176.80	
	Lalitha Janamanchi	Project Manager	80	\$ 154.42	\$ 12,353.60	
<b>2.2: Search Engine Evaluation</b>	Ayaskant Sahu	Architect	40	\$ 154.42	\$ 6,176.80	<b>43,668</b>
	Sirish Ayyagiri	Architect / Acquia SME	100	\$ 154.42	\$ 15,442.00	
	Lalitha Janamanchi	Project Manager	80	\$ 154.42	\$ 12,353.60	
	Pramod Adhikary	Business Analyst	80	\$ 121.19	\$ 9,695.20	
<b>2.3: Reusable Application Framework (RAF)</b>	Ayaskant Sahu	Architect	120	\$ 154.42	\$ 18,530.40	
	Uma Rani Muthyalu	Sr. Developer	400	\$ 142.69	\$ 57,076.00	
	Jyothsna Mulinti	Sr. Developer	400	\$ 142.69	\$ 57,076.00	
	Maruthi Pentela	Sr. Front End Developer	250	\$ 121.19	\$ 30,297.50	
	Sirish Ayyagiri	Architect / Acquia SME	160	\$ 154.42	\$ 24,707.20	
	Pramod Adhikary	Business Analyst	200	\$ 121.19	\$ 24,238.00	
	Suresh Ramakrishnan	Quality Assurance	320	\$ 96.27	\$ 30,806.40	
	Lalitha Janamanchi	Project Manager	176	\$ 154.42	\$ 27,177.92	
<b>2.4 - a. Task: Development Environment set-up and Configuration</b>			65			<b>9,450.80</b>
	Jyothsna Mulinti	Sr. Developer	50	\$ 142.69	\$ 7,134.50	
	Sirish Ayyagiri	Architect / Acquia SME	15	\$ 154.42	\$ 2,316.30	
<b>2.4 - b. Task: Setup a separate Drupal/Acquia Production System for Applications</b>	Jyothsna Mulinti	Sr. Developer	100	\$ 142.69	\$ 14,269.00	<b>17,357.40</b>
	Sirish Ayyagiri	Architect / Acquia SME	20	\$ 154.42	\$ 3,088.40	
<b>2.4 - c. Harvest Survey</b>	Ayaskant Sahu	Architect	40	\$ 154.42	\$ 6,176.80	
	Uma Rani Muthyalu	Sr. Developer	176	\$ 142.69	\$ 25,113.44	
	Kalid Adem	Developer	176	\$ 121.19	\$ 21,329.44	
	Jyothsna Mulinti	Sr. Developer	176	\$ 142.69	\$ 25,113.44	
	Maruthi Pentela	Sr. Front End Developer	160	\$ 121.19	\$ 19,390.40	
	Sirish Ayyagiri	Architect / Acquia SME	160	\$ 154.42	\$ 24,707.20	
	Pramod Adhikary	Business Analyst	176	\$ 121.19	\$ 21,329.44	
	Suresh Ramakrishnan	Quality Assurance	176	\$ 96.27	\$ 16,943.52	
	Lalitha Janamanchi	Project Manager	160	\$ 154.42	\$ 24,707.20	
<b>2.4 - d. Resident Canadian Goose Application</b>			1230			<b>160,622.20</b>
	Ayaskant Sahu	Architect	40	\$ 154.42	\$ 6,176.80	
	Uma Rani Muthyalu	Sr. Developer	176	\$ 142.69	\$ 25,113.44	
	Kalid Adem	Developer	176	\$ 121.19	\$ 21,329.44	
	Jyothsna Mulinti	Sr. Developer	0	\$ 142.69	\$ -	
	Maruthi Pentela	Sr. Front End Developer	160	\$ 121.19	\$ 19,390.40	
	Sirish Ayyagiri	Architect / Acquia SME	150	\$ 154.42	\$ 23,163.00	
	Pramod Adhikary	Business Analyst	176	\$ 121.19	\$ 21,329.44	
	Suresh Ramakrishnan	Quality Assurance	176	\$ 96.27	\$ 16,943.52	
	Lalitha Janamanchi	Project Manager	160	\$ 154.42	\$ 24,707.20	
<b>2.4 - e. Eastern Population Sandhill Crane Monitoring/Reporting</b>			2440			<b>324,053.55</b>
	Ayaskant Sahu	Architect	140	\$ 154.42	\$ 21,618.80	
	Uma Rani Muthyalu	Sr. Developer	300	\$ 142.69	\$ 42,807.00	
	Kalid Adem	Developer	300	\$ 121.19	\$ 36,357.00	
	Jyothsna Mulinti	Sr. Developer	300	\$ 142.69	\$ 42,807.00	
	Maruthi Pentela	Sr. Front End Developer	250	\$ 121.19	\$ 30,297.50	
	Sirish Ayyagiri	Architect / Acquia SME	275	\$ 154.42	\$ 42,465.50	
	Pramod Adhikary	Business Analyst	300	\$ 121.19	\$ 36,357.00	
	Suresh Ramakrishnan	Quality Assurance	300	\$ 96.27	\$ 28,881.00	
	Lalitha Janamanchi	Project Manager	275	\$ 154.42	\$ 42,465.50	
<b>2.4 - f. Falconry Ownership, Transfers, and Reporting</b>			2465			<b>327,086.05</b>
	Ayaskant Sahu	Architect	140	\$ 154.42	\$ 21,618.80	
	Uma Rani Muthyalu	Sr. Developer	300	\$ 142.69	\$ 42,807.00	
	Kalid Adem	Developer	300	\$ 121.19	\$ 36,357.00	
	Jyothsna Mulinti	Sr. Developer	300	\$ 142.69	\$ 42,807.00	
	Maruthi Pentela	Sr. Front End Developer	250	\$ 121.19	\$ 30,297.50	
	Sirish Ayyagiri	Architect / Acquia SME	275	\$ 154.42	\$ 42,465.50	
	Pramod Adhikary	Business Analyst	300	\$ 121.19	\$ 36,357.00	
	Suresh Ramakrishnan	Quality Assurance	300	\$ 96.27	\$ 28,881.00	
	Lalitha Janamanchi	Project Manager	275	\$ 154.42	\$ 42,465.50	
<b>2.4 - g. Aerial Observer (Waterfowl)</b>			1845			<b>245,773.90</b>
	Ayaskant Sahu	Architect	120	\$ 154.42	\$ 18,530.40	
	Uma Rani Muthyalu	Sr. Developer	225	\$ 142.69	\$ 32,105.25	
	Kalid Adem	Developer	225	\$ 121.19	\$ 27,267.75	
	Jyothsna Mulinti	Sr. Developer	225	\$ 142.69	\$ 32,105.25	
	Maruthi Pentela	Sr. Front End Developer	175	\$ 121.19	\$ 21,208.25	
	Sirish Ayyagiri	Architect / Acquia SME	200	\$ 154.42	\$ 30,884.00	
	Pramod Adhikary	Business Analyst	225	\$ 121.19	\$ 27,267.75	
	Suresh Ramakrishnan	Quality Assurance	225	\$ 96.27	\$ 21,660.75	
	Lalitha Janamanchi	Project Manager	225	\$ 154.42	\$ 34,744.50	
<b>2.4 - h. Captive Manatee Modernization</b>			2440			<b>324,056.30</b>
	Ayaskant Sahu	Architect	140	\$ 154.42	\$ 21,618.80	
	Uma Rani Muthyalu	Sr. Developer	300	\$ 142.69	\$ 42,807.00	
	Kalid Adem	Developer	300	\$ 121.19	\$ 36,357.00	
	Jyothsna Mulinti	Sr. Developer	300	\$ 142.69	\$ 42,807.00	
	Maruthi Pentela	Sr. Front End Developer	250	\$ 121.19	\$ 30,297.50	
	Sirish Ayyagiri	Architect / Acquia SME	275	\$ 154.42	\$ 42,465.50	
	Pramod Adhikary	Business Analyst	300	\$ 121.19	\$ 36,357.00	
	Suresh Ramakrishnan	Quality Assurance	300	\$ 96.27	\$ 28,881.00	
	Lalitha Janamanchi	Project Manager	275	\$ 154.42	\$ 42,465.50	
<b>2.4 - i. Contact Us Modernization</b>			190			<b>23,358.40</b>
	Kalid Adem	Developer	160	\$ 121.19	\$ 19,390.40	
	Maruthi Pentela	Sr. Front End Developer	20	\$ 121.19	\$ 2,423.80	
	Sirish Ayyagiri	Architect / Acquia SME	10	\$ 154.42	\$ 1,544.20	
	<b>Total for Required Tasks</b>		<b>14,721.00</b>			<b>1,961,030.50</b>
<b>2.4 - j. Optional Task: CarpDAT Invasive Carp Data Monitoring and Reporting</b>			5180			<b>698,054.60</b>
	Ayaskant Sahu	Architect	80	\$ 154.42	\$ 12,353.60	
	Uma Rani Muthyalu	Sr. Developer	800	\$ 142.69	\$ 114,152.00	
	Jyothsna Mulinti	Sr. Developer	800	\$ 142.69	\$ 114,152.00	
	Maruthi Pentela	Sr. Front End Developer	300	\$ 121.19	\$ 36,357.00	
	Sirish Ayyagiri	Architect / Acquia SME	800	\$ 154.42	\$ 123,536.00	
	Pramod Adhikary	Business Analyst	800	\$ 121.19	\$ 96,952.00	
	Suresh Ramakrishnan	Quality Assurance	800	\$ 96.27	\$ 77,016.00	
	Lalitha Janamanchi	Project Manager	800	\$ 154.42	\$ 123,536.00	
	<b>Total for Optional Task</b>		<b>5,180.00</b>			<b>698,054.60</b>



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## 1.4 Team Stealth MAS LCATs to Resource Assignments

The last item located within our pricing spreadsheet is our MAS LCATs mapping to our proposed key personnel as follows:

Resource	Labor Category	Resource plus LC
Ayaskant Sahu	Architect	Ayaskant Sahu - Architect
Uma Rani Muthyalu	Sr. Developer	Uma Rani Muthyalu - Sr. Developer
Kalid Adem	Developer	Kalid Adem - Developer
Jyothsna Mulinti	Sr. Developer	Jyothsna Mulinti - Sr. Developer
Maruthi Pentela	Sr. Front End Developer	Maruthi Pentela - Sr. Front End Developer
Sirish Ayyagiri	Architect / Acquia SME	Sirish Ayyagiri - Architect / Acquia SME
Pramod Adhikary	Business Analyst	Pramod Adhikary - Business Analyst
Suresh Ramakrishnan	Quality Assurance	Suresh Ramakrishnan - Quality Assurance
Lalitha Janamanchi	Project Manager	Lalitha Janamanchi - Project Manager