



Volume III – Price Proposal

Stealth Solutions, Inc.
Response
to

The Office of the Comptroller of the Currency (OCC)
Enterprise Business Automation and Content Management Services
(EBACMS)

SOLICITATION No: 2031JW24Q00021

February 9, 2024



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1 Introduction

Team Stealth is pleased to provide this Volume 3 Price quote for the OCC EBACMS BPA. We have utilized the pricing worksheet from Attachment 3 to compile all compliant CLIN pricing for both the FFP and T&M items.

The commercial technology we will implement is the Acquia Cloud Platform based CMS which is priced through our CTA with Carahsoft for all technology/software items. The IT services of labor and security are provided by Team Stealth. We are prepared to provide all technology, products, and tools to facilitate a complete solution for BPA Order #1. As an option, OCC can also procure the Acquia Cloud Platform licenses and tools directly from Carahsoft.

Team Stealth labor rates, used for both FFP and T&M, are provided with an OCC BPA discount of .75%.

Each spreadsheet tabbed items are provided in the next section. We have not deviated from the worksheet structure, therefore all that was requested has been provided with no need for a crosswalk. In addition to pricing screenshots, we have also embedded the spreadsheet in Section 2.

Pricing assumptions have been proved in Section 3.

2 Pricing Spreadsheet

Snapshots of the spreadsheet are provided here for ease to view and evaluation. Softcopy of the spreadsheet is provided as an embedded insert at the end of this section and has also been uploaded to eBuy as its own file.

BPA Labor Rates:

GSA Schedule Labor Category	Base Period			Option Period 1			Option Period 2			Option Period 3			Option Period 4		
	GSA Schedule Contractor Rate	Discount	OCC BPA Rate	GSA Schedule Contractor Rate	Discount	OCC BPA Rate	GSA Schedule Contractor Rate	Discount	OCC BPA Rate	GSA Schedule Contractor Rate	Discount	OCC BPA Rate	GSA Schedule Contractor Rate	Discount	OCC BPA Rate
Cloud System Administrator I	\$121.19	0.75%	\$ 120.28	\$124.83	0.75%	\$ 123.89	\$128.57	0.75%	\$ 127.61	\$132.43	0.75%	\$ 131.43	\$136.40	0.75%	\$ 135.38
Cloud Architect I	\$154.42	0.75%	\$ 153.26	\$159.05	0.75%	\$ 157.86	\$163.82	0.75%	\$ 162.60	\$168.74	0.75%	\$ 167.47	\$173.80	0.75%	\$ 172.50
Cloud Developer I	\$92.45	0.75%	\$ 92.15	\$95.64	0.75%	\$ 94.92	\$98.50	0.75%	\$ 97.77	\$101.46	0.75%	\$ 100.70	\$104.50	0.75%	\$ 103.72
Cloud Developer II	\$112.39	0.75%	\$ 111.55	\$115.76	0.75%	\$ 114.89	\$119.23	0.75%	\$ 118.34	\$122.81	0.75%	\$ 121.89	\$126.50	0.75%	\$ 125.55
Cloud Analyst I	\$83.07	0.75%	\$ 82.45	\$85.56	0.75%	\$ 84.92	\$88.13	0.75%	\$ 87.47	\$90.77	0.75%	\$ 90.09	\$93.50	0.75%	\$ 92.79
Cloud Analyst II	\$109.46	0.75%	\$ 108.64	\$112.74	0.75%	\$ 111.90	\$116.13	0.75%	\$ 115.26	\$119.61	0.75%	\$ 118.71	\$123.20	0.75%	\$ 122.27
Cloud Project Manager II	\$142.89	0.75%	\$ 141.62	\$146.97	0.75%	\$ 145.87	\$151.38	0.75%	\$ 150.24	\$155.92	0.75%	\$ 154.75	\$160.60	0.75%	\$ 159.39
Cloud Support Specialist I	\$56.50	0.75%	\$ 56.16	\$58.36	0.75%	\$ 57.93	\$60.11	0.75%	\$ 59.69	\$61.68	0.75%	\$ 61.48	\$63.69	0.75%	\$ 63.33
Application Developer I	\$58.69	0.75%	\$ 58.20	\$60.49	0.75%	\$ 59.95	\$62.21	0.75%	\$ 61.74	\$64.68	0.75%	\$ 64.50	\$66.69	0.75%	\$ 66.50
Cloud Support Specialist II	\$63.53	0.75%	\$ 63.05	\$65.44	0.75%	\$ 64.95	\$67.40	0.75%	\$ 66.89	\$69.42	0.75%	\$ 69.90	\$71.50	0.75%	\$ 70.97
Application Developer III	\$101.16	0.75%	\$ 100.40	\$104.19	0.75%	\$ 103.41	\$107.32	0.75%	\$ 106.52	\$110.54	0.75%	\$ 109.71	\$113.86	0.75%	\$ 113.00
Business Analyst	\$78.19	0.75%	\$ 77.60	\$80.54	0.75%	\$ 79.93	\$82.95	0.75%	\$ 82.33	\$85.44	0.75%	\$ 84.80	\$88.00	0.75%	\$ 87.34
Systems Analyst	\$96.27	0.75%	\$ 95.55	\$99.16	0.75%	\$ 98.41	\$102.13	0.75%	\$ 101.37	\$105.20	0.75%	\$ 104.41	\$108.35	0.75%	\$ 107.54
IT Subject Matter Expert	\$117.28	0.75%	\$ 116.40	\$120.89	0.75%	\$ 119.89	\$124.42	0.75%	\$ 123.49	\$128.16	0.75%	\$ 127.19	\$132.00	0.75%	\$ 131.01
Application Developer II	\$89.59	0.75%	\$ 88.92	\$92.28	0.75%	\$ 91.59	\$95.05	0.75%	\$ 94.33	\$97.90	0.75%	\$ 97.16	\$100.83	0.75%	\$ 100.08
Technical Architect I	\$105.55	0.75%	\$ 104.76	\$108.73	0.75%	\$ 107.90	\$111.98	0.75%	\$ 111.14	\$115.34	0.75%	\$ 114.47	\$118.80	0.75%	\$ 117.91
IT Project Manager	\$154.42	0.75%	\$ 153.26	\$159.05	0.75%	\$ 157.86	\$163.82	0.75%	\$ 162.60	\$168.74	0.75%	\$ 167.47	\$173.80	0.75%	\$ 172.50
Cloud Business Process Expert	\$104.57	0.75%	\$ 103.79	\$107.71	0.75%	\$ 106.90	\$110.94	0.75%	\$ 110.11	\$114.27	0.75%	\$ 113.41	\$117.69	0.75%	\$ 116.81
Cloud Project Manager I	\$104.57	0.75%	\$ 103.79	\$107.71	0.75%	\$ 106.90	\$110.94	0.75%	\$ 110.11	\$114.27	0.75%	\$ 113.41	\$117.69	0.75%	\$ 116.81
Solution Architect I	\$104.57	0.75%	\$ 103.79	\$107.71	0.75%	\$ 106.90	\$110.94	0.75%	\$ 110.11	\$114.27	0.75%	\$ 113.41	\$117.69	0.75%	\$ 116.81



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Order 1 Summary:

BPA Order 1						
In the table below, Quoters shall quote monthly cost for CLIN FFP x001 for Task 4.1. Quoters shall include/link the values from the Order 1 LH Labor, and Order 1 Technology tabs.						
Base Period						
CLIN	Description	CLIN Type	Quantity	Unit of Measure	Unit price	Total
0001	Program & Project Management	FFP	12	Month	\$ 24,521.60	\$ 294,259.20
0002	CMS Implementation	LH		Dollars	\$ 2,087,756.30	\$ 2,087,756.30
0003	Operations & Maintenance	LH		Dollars	\$ 110,658.59	\$ 110,658.59
0004	Technology	T&M		Dollars	\$ 916,770.78	\$ 916,770.78
Total Price						\$ 3,409,444.87
Option Period 1						
CLIN	Description	CLIN Type	Quantity	Unit of Measure	Unit price	Total
1001	Program & Project Management	FFP	12	Month	\$ 25,257.25	\$ 303,086.98
1002	CMS Implementation	LH		Dollars	\$ 2,150,388.99	\$ 2,150,388.99
1003	Operations & Maintenance	LH		Dollars	\$ 426,823.53	\$ 426,823.53
1004	Technology	T&M		Dollars	\$ 721,602.00	\$ 721,602.00
Total Price						\$ 3,601,901.50
Option Period 2						
CLIN	Description	CLIN Type	Quantity	Unit of Measure	Unit price	Total
2001	Program & Project Management	FFP	12	Month	\$ 26,014.97	\$ 312,179.59
2002	CMS Implementation	LH		Dollars	\$ 490,007.78	\$ 490,007.78
2003	Operations & Maintenance	LH		Dollars	\$ 684,632.12	\$ 684,632.12
2004	Technology	T&M		Dollars	\$ 721,602.00	\$ 721,602.00
Total Price						\$ 2,208,421.49
Option Period 3						
CLIN	Description	CLIN Type	Quantity	Unit of Measure	Unit price	Total
3001	Program & Project Management	FFP	12	Month	\$ 26,795.41	\$ 321,544.97
3002	CMS Implementation	LH		Dollars		\$ -
3003	Operations & Maintenance	LH		Dollars	\$ 1,018,578.15	\$ 1,018,578.15
3004	Technology	T&M		Dollars	\$ 721,602.00	\$ 721,602.00
Total Price						\$ 2,061,725.12
Option Period 4						
CLIN	Description	CLIN Type	Quantity	Unit of Measure	Unit price	Total
4001	Program & Project Management	FFP	12	Month	\$ 27,599.28	\$ 331,191.32
4002	CMS Implementation	LH		Dollars		\$ -
4003	Operations & Maintenance	LH		Dollars	\$ 1,049,135.49	\$ 1,049,135.49
4004	Technology	T&M		Dollars	\$ 721,602.00	\$ 721,602.00
Total Price						\$ 2,101,928.81
TOTAL PRICE: (BASE & OPTIONS)						
\$ 13,383,421.79						



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Order 1 LH Labor:

Quoters shall provide the labor category proposed for LH CLINs below, OCC BPA rate, and if applicable, any further discounts to the OCC BPA rate. Quoters may add rows as necessary.

CLIN 2 includes tasks 4.2 through 4.9.

CLIN 3 includes 4.10 task.

CLIN	Base Period	Dates TBD (12 Mo)					
	Labor Category	OCC BPA Rate	Discount	OCC BPA Discounted Rate	Hours	Total	
0002	Cloud Architect I	\$154.42	0.75%	\$153.26	3,840	\$ 588,525.50	
	Cloud System Administrator I	\$121.19	0.75%	\$120.28	3,840	\$ 461,879.33	
	IT Subject Matter Expert	\$117.28	0.75%	\$116.40	5,760	\$ 670,466.30	
	Cloud Analyst II	\$109.46	0.75%	\$108.64	1,920	\$ 208,586.98	
	Cloud Analyst I	\$83.07	0.75%	\$82.45	1,920	\$ 158,298.19	
						\$ -	
						\$ -	
CLIN 0002 Total					17,280	\$ 2,087,756.30	
0003	Cloud System Administrator I	\$121.19	0.75%	\$120.28	920	\$ 110,658.59	
						\$ -	
CLIN 0003 Total						\$ 110,658.59	
Base Period TOTAL						\$ 2,198,414.89	
CLIN	Option Period 1	Dates TBD (12 Mo)					
	Labor Category	OCC BPA Rate	Discount	OCC BPA Discounted Rate	Hours	Total	
1002	Cloud Architect I	\$159.05	0.75%	\$157.86	3,840	\$ 606,181.27	
	Cloud System Administrator I	\$124.83	0.75%	\$123.89	3,840	\$ 475,735.71	
	IT Subject Matter Expert	\$120.80	0.75%	\$119.89	5,760	\$ 690,580.29	
	Cloud Analyst II	\$112.74	0.75%	\$111.90	1,920	\$ 214,844.59	
	Cloud Analyst I	\$85.56	0.75%	\$84.92	1,920	\$ 163,047.14	
						\$ -	
CLIN 1002 Total						\$ 2,150,388.99	
1003	Cloud System Administrator I	\$124.83	0.75%	\$123.89	1,920	\$ 237,867.85	
	Systems Analyst	\$99.16	0.75%	\$98.41	1,920	\$ 188,955.68	
						\$ -	
CLIN 1003 Total						\$ 426,823.53	
Option Period 1 TOTAL						\$ 2,577,212.52	
CLIN	Option Period 2	Dates TBD (12 Mo)					
	Labor Category	OCC BPA Rate	Discount	OCC BPA Discounted Rate	Hours	Total	
2002	Cloud Architect I	\$163.82	0.75%	\$162.60	1,920	\$ 245,003.89	
	Cloud System Administrator I	\$128.57	0.75%	\$127.61	1,920	\$ 245,003.89	
						\$ -	
CLIN 2002 Total						\$ 490,007.78	
2003	Cloud System Administrator I	\$128.57	0.75%	\$127.61	3,840	\$ 490,007.78	
	Systems Analyst	\$102.13	0.75%	\$101.37	1,920	\$ 194,624.35	
						\$ -	
CLIN 2003 Total						\$ 684,632.12	
Option Period 2 TOTAL						\$ 1,174,639.90	
CLIN	Option Period 3	Dates TBD (12 Mo)					
	Labor Category	OCC BPA Rate	Discount	OCC BPA Discounted Rate	Hours	Total	
3002						\$ -	
						\$ -	
CLIN 3002 Total						\$ -	
3003	Cloud Architect I	\$168.74	0.75%	\$167.47	1,920	\$ 321,548.85	
	Cloud System Administrator I	\$132.43	0.75%	\$131.43	1,920	\$ 252,354.01	
	IT Subject Matter Expert	\$128.16	0.75%	\$127.19	1,920	\$ 244,212.21	
	Systems Analyst	\$105.20	0.75%	\$104.41	1,920	\$ 200,463.08	
						\$ -	
CLIN 3003 Total						\$ 1,018,578.15	
Option Period 3 TOTAL						\$ 1,018,578.15	
CLIN	Option Period 4	Dates TBD (12 Mo)					
	Labor Category	OCC BPA Rate	Discount	OCC BPA Discounted Rate	Hours	Total	
4002						\$ -	
						\$ -	
CLIN 4002 Total						\$ -	
4003	Cloud Architect I	\$173.80	0.75%	\$172.50	1,920	\$ 331,195.32	
	Cloud System Administrator I	\$136.40	0.75%	\$135.38	1,920	\$ 259,924.63	
	IT Subject Matter Expert	\$132.00	0.75%	\$131.01	1,920	\$ 251,538.58	
	Systems Analyst	\$108.35	0.75%	\$107.54	1,920	\$ 206,476.97	
						\$ -	
CLIN 4003 Total						\$ 1,049,135.49	
Option Period 4 TOTAL						\$ 1,049,135.49	



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Order 1 Technology:

Item No	Description	Base Period			Option Period 1		Option Period 2		
		Quantity	Unit Price	Total Price	Unit Price	Total Price	Unit Price	Total Price	
1	Acquia Edge CDN + Acquia Edge Security Bundle - Up to 5 Domain (25 TB per month) Acquia - S.HS.EDGE.GSA.5	2	\$ 86,901.76	\$ 173,803.52	\$ 86,901.76	\$ 173,803.52	\$ 86,901.76	\$ 173,803.52	
2	ACSF Site Large Elite Annual Subscription Acquia - SB.SF.ELI.LRG	1	\$ 450,639.80	\$ 450,639.80	\$ 450,639.80	\$ 450,639.80	\$ 450,639.80	\$ 450,639.80	
3	Acquia Site Studio - 10 Site Acquia - SB.H.Cohesion.10	1	\$ 24,289.67	\$ 24,289.67	\$ 24,289.67	\$ 24,289.67	\$ 24,289.67	\$ 24,289.67	
4	FedRAMP security features *This line is Open Market* Acquia - SB.H.HA.FedRAMPsec-2	1	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5	\$ 5	
5	Shield Acquia - SB.V.PC.2018.001.V1	1	\$ 72,869.01	\$ 72,869.01	\$ 72,869.01	\$ 72,869.01	\$ 72,869.01	\$ 72,869.01	
Customer may purchase an Acquia Edge Implementation and Enablement for Akamai for each Order that includes Acquia Edge powered by Akamai services. The services are 10 hours and performed remotely over a period of up to five days. Acquia - ACQ.E.S.ENG.QUICK.EAKM									
6	Acquia Site Factory Help and Advice (formerly Acquia Cloud Site Factory) Acquia - PS.P.2018.005	1	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	
7	Acquia Site Factory Quick Start (formerly Acquia Cloud Site Factory) Acquia - PS.P.SU.ACFSQS	1	\$ 173,727.98	\$ 173,727.98	\$ 173,727.98	\$ 173,727.98	\$ 173,727.98	\$ 173,727.98	
8	Acquia Cloud Platform Quick Start (formerly Acquia Cloud) Acquia - PS.P.SU.ACQS	1	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	
9	Acquia Site Studio Quick Start (formerly Acquia Cohesion) Acquia - PS.P.SU.QOS	1	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	
10	Acquia Site Studio Quick Start (formerly Acquia Cohesion) Acquia - PS.P.SU.QOS	1	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	\$ 5,360.20	
		Base Period Total		\$ 916,707.78	Option Period 1 Total		\$ 721,602.00	Option Period 2 Total	

Item No	Description	Quantity	Option Period 3		Option Period 4	
			Unit Price	Total Price	Unit Price	Total Price
1	Acquia Edge CDN + Acquia Edge Security Bundle - Up to 5 Domain (25 TB per month) Acquia - S.HS.EDGE.GSA.5	2	\$ 86,901.76	\$ 173,803.52	\$ 86,901.76	\$ 173,803.52
2	ACSF Site Large Elite. Annual Subscription Acquia - SB.SF.ELI.LRG	1	\$ 450,639.80	\$ 450,639.80	\$ 450,639.80	\$ 450,639.80
3	Acquia Site Studio - 10 Sites Acquia - SB.H.Cohesion.10	1	\$ 24,289.67	\$ 24,289.67	\$ 24,289.67	\$ 24,289.67
4	FedRAMP security features "This line is Open Market" Acquia - SB.H.HA.FedRAMPSEC-2	1	\$ -	\$ -	\$ -	\$ -
5	Shield Acquia - SB.S.VPC.2018.001.V1	1	\$ 72,869.01	\$ 72,869.01	\$ 72,869.01	\$ 72,869.01
6	Customer may purchase an Acquia Edge Implementation and Enablement for Akamai for each Order that includes Acquia Edge powered by Akamai services. The services are 10 hours and performed remotely over a period of up to five days. Acquia - ACQ.E.S.ENG.QUICK.EAKM	1				
7	Acquia Site Factory Help and Advice (formerly Acquia Cloud Site Factory) Acquia - PS.P.2018.005	1				
8	Acquia Site Factory Quick Start (formerly Acquia Cloud Site Factory) Acquia - PS.P.SU.ACFSQS	1				
9	Acquia Cloud Platform Quick Start (formerly Acquia Cloud) Acquia - PS.P.SU.ACOS	1				
10	Acquia Site Studio Quick Start (formerly Acquia Cohesion) Acquia - PS.P.SU.CQS	1				
			Option Period 3 Total	\$ 721,602.00	Option Period 4 Total	\$ 721,602.00

Technology Assumption: While Line 1 typically entitles a user to 25TB of Bandwidth, the price has been discounted to reflect the 10TB of total bandwidth required.

"Instructions for Order 1 Technology"

Stealth followed the instructions as defined. The Quoters must propose any technology-related prices that will be needed to implement their proposed solution. This may include, but is not limited to, technology platform, licenses, license support and maintenance, and/or other COTS tools. The Contractor must ensure their quote is comprehensive and does not leave out necessary items. Quoters must price technology on an annual basis, i.e. do not assume that the Government will commit to a license or product for more than 1 year at a time. Contractor shall base their quantities on the requirements provided in the solicitation.

All items on this tab are for CLIN x004 and considered optional to buy. The Quoter must be prepared to provide all technology, products, and tools to facilitate a complete solution. The OCC reserves the right to procure any necessary platforms, licenses, or tools independently, or through the Quoter.

Technology prices should be fixed price to the extent possible. Quoters can add additional rows if needed.

“T&M”

Embedded Spreadsheet is below:



A4_BPA Attachment
3 - Pricing Table_Ame

3 Assumptions

- The calculation of hours is based on 1,920 hours per Full-Time Equivalent (FTE) per year.
- The majority of work will be conducted remotely, with the Project Manager available for on-site attendance at crucial meetings or discussions as needed.
- Prices are provided per our GSA MAS Schedule, with an added discount. Roles within the project correspond to GSA MAS Labor Categories.
- Labor Rates undergo a yearly escalation of 3.0%.
- There is no escalation on Acquia PaaS licenses. The price includes specific optional components to be obtained at the discretion of the OCC.
- The cost of Acquia PaaS licenses decreases after the base year, and certain SKUs are not applicable after the base year.
- CMS implementation costs are calculated assuming completion of most implementation tasks by option year 1. By option year 2, the CMS implementation team will reduce its activities, resulting in significantly lower implementation costs, primarily focused on finalizing the implementation and transitioning to the O&M team.
- The implementation team will be disbanded after option year 2, with all subsequent activities performed by the Operations & Maintenance (O&M) team. There are no implementation costs accounted for in option years 3 and 4.
- O&M costs will commence in the Base Year after the launch of site 1 and will gradually increase thereafter.
- There is a period of overlap between the implementation team and the O&M team during option period 2, where both teams support activities. If the implementation team is dissolved earlier, it may necessitate additional resources being added to the O&M team.
- O&M costs for options 3 and 4 are estimated based on our current understanding and are projected to be supported by 4 FTE. The composition may need to be adjusted based on actual workload.

4 Statement of Validity

Team Stealth pricing is valid for 180 days from proposal submission date of February 9, 2024.