

DroneUp Proposed Pricing Plan & Catalog

			Standard	Over Time	Weekend	Holiday				
Line			Hourly	Hourly	Hourly	Hourly	Emergency	Adverse	Outside	Multiple
Item	Labor Rates	Years	Rate (\$)	Rate (\$)	Rate (\$)	Rate (\$)	Hourly	Weather	Zone	Day
Number		Experience	M-F 8:00am - 5:00pm	M-F 5:01pm - 7:59am	S-S 00:00am - 24:00pm	00:00am - 24:00pm	Rate (\$)	Rate (\$)	Surcharge	Discount %
1	Acquisition Consultant	2-10	126.00	157.50	189.00	252.00	157.50	157.50	157.50	5.00
2	Senior Acquisition Consultant	8-17	189.00	236.25	283.50	378.00	236.25	236.25	236.25	5.00
3	Acquisition Specialist	15-20	220.50	275.63	330.75	441.00	275.63	275.63	275.63	5.00
4	Acquisition SME	18+	315.00	393.75	472.50	630.00	393.75	393.75	393.75	5.00
5	Administrative	0+	63.00	78.75	94.50	126.00	78.75	78.75	78.75	5.00
6	Associate Consultant	0-6	126.00	157.50	189.00	252.00	157.50	157.50	157.50	5.00
7	Associate Project Manager	5-10	138.60	173.25	207.90	277.20	173.25	173.25	173.25	5.00
8	Project Manager	8-20	189.00	236.25	283.50	378.00	236.25	236.25	236.25	5.00
9	Program Manager	12+	252.00	315.00	378.00	504.00	315.00	315.00	315.00	5.00
10	Facilitator	0-10	126.00	157.50	189.00	252.00	157.50	157.50	157.50	5.00
11	Senior Facilitator	8-20	277.20	346.50	415.80	554.40	346.50	346.50	346.50	5.00
12	Expert Facilitator	15+	315.00	393.75	472.50	630.00	393.75	393.75	393.75	5.00
13	GIS Analyst	5-10	151.20	189.00	226.80	302.40	189.00	189.00	189.00	5.00
14	Senior GIS Analyst	8-18	214.20	267.75	321.30	428.40	267.75	267.75	267.75	5.00
15	GIS SME	15+	252.00	315.00	378.00	504.00	315.00	315.00	315.00	5.00
16	Graphics Artist	0-10	94.50	118.13	141.75	189.00	118.13	118.13	118.13	5.00
17	Senior Graphics Artist	10+	126.00	157.50	189.00	252.00	157.50	157.50	157.50	5.00
18	Analyst	0-5	81.90	102.38	122.85	163.80	102.38	102.38	102.38	5.00
19	Business Process Analyst	5-15	100.80	126.00	151.20	201.60	126.00	126.00	126.00	5.00
20	Senior Business Process Analyst	12+	176.40	220.50	264.60	352.80	220.50	220.50	220.50	5.00
21	Senior Analyst	3-10	163.80	204.75	245.70	327.60	204.75	204.75	204.75	5.00
22	Senior Process Consultant	15+	315.00	393.75	472.50	630.00	393.75	393.75	393.75	5.00
23	Business Process SME	15+	289.80	362.25	434.70	579.60	362.25	362.25	362.25	5.00
24	Technology SME I	10-12	252.00	315.00	378.00	504.00	315.00	315.00	315.00	5.00
25	Technology SME II	12-20	296.10	370.13	444.15	592.20	370.13	370.13	370.13	5.00
26	Technology SME III	20+	346.50	433.13	519.75	693.00	433.13	433.13	433.13	5.00

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27	Public Safety SME I	10-12	252.00	315.00	378.00	504.00	315.00	315.00	315.00	5.00
28	Public Safety SME II	12-20	296.10	370.13	444.15	592.20	370.13	370.13	370.13	5.00
29	Public Safety SME III	20+	346.50	433.13	519.75	693.00	433.13	433.13	433.13	5.00
30	Emergency Management SME I	10-12	252.00	315.00	378.00	504.00	315.00	315.00	315.00	5.00
31	Emergency Management SME II	12-20	296.10	370.13	444.15	592.20	370.13	370.13	370.13	5.00
32	Emergency Management SME III	20+	346.50	433.13	519.75	693.00	433.13	433.13	433.13	5.00
33	Law Enforcement SME I	10-12	252.00	315.00	378.00	504.00	315.00	315.00	315.00	5.00
34	Law Enforcement SME II	12-20	296.10	370.13	444.15	592.20	370.13	370.13	370.13	5.00
35	Law Enforcement SME III	20+	346.50	433.13	519.75	693.00	433.13	433.13	433.13	5.00
36	UAS Pilot I	0-2	157.50	196.88	236.25	315.00	196.88	196.88	196.88	5.00
37	UAS Pilot II	3-4	189.00	236.25	283.50	378.00	236.25	236.25	236.25	5.00
38	UAS Pilot III	5+	220.50	275.63	330.75	441.00	275.63	275.63	275.63	5.00
39	Visual Observer I	0-2	87.49	109.37	131.24	174.99	109.37	109.37	109.37	5.00
40	Visual Observer II	3-4	109.49	136.87	164.24	218.99	136.87	136.87	136.87	5.00
41	UAS Trainer I	0-2	157.50	196.88	236.25	315.00	196.88	196.88	196.88	5.00
42	UAS Trainer II	3+	189.00	236.25	283.50	378.00	236.25	236.25	236.25	5.00
43	Mission Coordinator	0-Jan	126.00	157.50	189.00	252.00	157.50	157.50	157.50	5.00
44	Dispatcher	0-Jan	88.20	110.25	132.30	176.40	110.25	110.25	110.25	5.00
45	Media Collector	0-Jan	69.30	86.63	103.95	138.60	86.63	86.63	86.63	5.00
46	Imagery Post Editor	0-Jan	157.50	196.88	236.25	315.00	196.88	196.88	196.88	5.00
	<b>Emergency Management Training</b>									
47	Director		186.62	186.62	186.62	186.62	186.62	186.62	186.62	148.11
48	Associate Director		136.85	136.85	136.85	136.85	136.85	136.85	136.85	108.61
49	Project Coordinator		68.43	68.43	68.43	68.43	68.43	68.43	68.43	54.31
50	Project Support Specialist		59.72	59.72	59.72	59.72	59.72	59.72	59.72	47.40
51	Instructor (5+ years of experience)		70.62	105.94	70.62	70.62	70.62	70.62	70.62	56.05
	Equipment Rates									
52	Pulse Vapor 55 UAS		178.97	0.00	0.00	0.00	0.00	0.00	0.00	5.00
53	<b>Phoenix</b> Ranger LiDAR Sensor		803.02	0.00	0.00	0.00	0.00	0.00	0.00	5.00
54	Trillium Orion HD50 EO/MWIR Sensor		183.42	0.00	0.00	0.00	0.00	0.00	0.00	5.00
55	Sony A6000 24MP Camera		32.56	0.00	0.00	0.00	0.00	0.00	0.00	5.00

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56	Base UAS (4k Camera included in UAS Pilot Rates)		151.20	756.00	907.20	907.20	982.80	1058.40	907.20	5.00
57	Heavy/Fast/Long Flight Time UAS		1260.00	1512.00	1512.00	1638.00	1764.00	1512.00	25.20	0.00
58	Thermal Sensor		945.00	1134.00	1134.00	1228.50	1323.00	1134.00	25.20	0.00
59	Boreal GasFinder 2 Detector		151.20	0.00	0.00	0.00	0.00	0.00	0.00	5.00
60	Truck associated equipment per job		606.65	0.00	0.00	0.00	0.00	0.00	0.00	5.00
	Hardware/Software									
61	Thumb Drive 32GB		81.90	0.00	0.00	0.00	0.00	0.00	0.00	0.00
62	<b>Printed Reports</b> \$5 per 100 pages		0.00	0.00	0.00	0.00	0.00	0.00	0.00	0.00
	Other Related Services									
63	Staff Criminal Background Check		56.70	0.00	0.00	0.00	0.00	0.00	0.00	0.00
64	Mission Liability Insurance		30.00	30.00	30.00	30.00	30.00	30.00	30.00	0.00
65	Icaros OneButton Cloud Processing Default price is per GigaPxel		4.73	0.00	0.00	0.00	0.00	0.00	0.00	0.00
66	Icaros OneButton Cloud Processing Fast price is per GigaPxel		9.45	0.00	0.00	0.00	0.00	0.00	0.00	0.00
67	Icaros/Bentley 3D Textured Photo Mesh price is per GigaPxel		14.18	0.00	0.00	0.00	0.00	0.00	0.00	0.00
68	Architect 1		119.70	179.55	179.55	199.90	199.90	119.70	0.00	5.00
69	<b>Architect 2</b>		141.12	211.68	211.68	235.67	235.67	141.12	0.00	5.00
70	Architect 3		161.28	241.92	241.92	269.34	269.34	161.28	0.00	5.00
71	Architect 4		182.70	274.05	274.05	305.11	305.11	182.70	0.00	5.00
72	Architect 5		204.12	306.18	306.18	340.88	340.88	204.12	0.00	5.00
73	Architect 6		231.84	347.76	347.76	387.17	387.17	231.84	0.00	5.00
74	Engineer 1		141.12	211.68	211.68	235.67	235.67	141.12	0.00	5.00
75	<b>Engineer 2</b>		154.98	232.47	232.47	258.82	258.82	154.98	0.00	5.00
76	Engineer 3		175.14	262.71	262.71	292.48	292.48	175.14	0.00	5.00
77	Engineer 4		196.56	294.84	294.84	328.26	328.26	196.56	0.00	5.00
78	Engineer 5		224.28	336.42	336.42	374.55	374.55	224.28	0.00	5.00
79	Engineer 6		245.70	368.55	368.55	410.32	410.32	245.70	0.00	5.00
80	Engineer 7		267.12	400.68	400.68	446.09	446.09	267.12	0.00	5.00
81	Engineer 8		287.28	430.92	430.92	479.76	479.76	287.28	0.00	5.00
82	Engineer 9		315.00	472.50	472.50	526.05	526.05	315.00	0.00	5.00
83	Other Professional 1		133.56	200.34	200.34	223.05	223.05	133.56	0.00	5.00

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84	Other Professional 2		154.98	232.47	232.47	258.82	258.82	154.98	0.00	5.00
85	Other Professional 3		168.84	253.26	253.26	281.96	281.96	168.84	0.00	5.00
86	Other Professional 4		189.00	283.50	283.50	315.63	315.63	189.00	0.00	5.00
87	Other Professional 5		217.98	326.97	326.97	364.03	364.03	217.98	0.00	5.00
88	Other Professional 6		231.84	347.76	347.76	387.17	387.17	231.84	0.00	5.00
89	Other Professional 7		267.12	400.68	400.68	446.09	446.09	267.12	0.00	5.00
90	Other Professional 8		287.28	430.92	430.92	479.76	479.76	287.28	0.00	5.00
91	Other Professional 9		315.00	472.50	472.50	526.05	526.05	315.00	0.00	5.00
92	Geographer/GIS 1		119.70	179.55	179.55	199.90	199.90	119.70	0.00	5.00
93	Geographer/GIS 2		133.56	200.34	200.34	223.05	223.05	133.56	0.00	5.00
94	Geographer/GIS 3		147.42	221.13	221.13	246.19	246.19	147.42	0.00	5.00
95	Geographer/GIS 4		161.28	241.92	241.92	269.34	269.34	161.28	0.00	5.00
96	Geographer/GIS 5		189.00	283.50	283.50	315.63	315.63	189.00	0.00	5.00
97	Geographer/GIS 6		210.42	315.63	315.63	351.40	351.40	210.42	0.00	5.00
98	Geographer/GIS 7		252.00	378.00	378.00	420.84	420.84	252.00	0.00	5.00
99	Geographer/GIS 8		280.98	421.47	421.47	469.24	469.24	280.98	0.00	5.00
100	Geographer/GIS 9		308.70	463.05	463.05	515.53	515.53	308.70	0.00	5.00
101	Designer 1		141.12	211.68	211.68	235.67	235.67	141.12	0.00	5.00
102	Designer 2		161.28	241.92	241.92	269.34	269.34	161.28	0.00	5.00
103	Designer 3		189.00	283.50	283.50	315.63	315.63	189.00	0.00	5.00
104	Designer 4		210.42	315.63	315.63	351.40	351.40	210.42	0.00	5.00
105	Designer 5		245.70	368.55	368.55	410.32	410.32	245.70	0.00	5.00
106	Designer 6		273.42	410.13	410.13	456.61	456.61	273.42	0.00	5.00
107	Designer 7		287.28	430.92	430.92	479.76	479.76	287.28	0.00	5.00
108	CADD Technician 1		98.28	147.42	147.42	164.13	164.13	98.28	0.00	5.00
109	CADD Technician 2		119.70	179.55	179.55	199.90	199.90	119.70	0.00	5.00
110	CADD Technician 3		133.56	200.34	200.34	223.05	223.05	133.56	0.00	5.00
111	CADD Technician 4		161.28	241.92	241.92	269.34	269.34	161.28	0.00	5.00
112	Surveyor 1		84.42	126.63	126.63	140.98	140.98	84.42	0.00	5.00
113	Surveyor 2		98.28	147.42	147.42	164.13	164.13	98.28	0.00	5.00
114	Surveyor 3		112.14	168.21	168.21	187.27	187.27	112.14	0.00	5.00
115	Surveyor 4		141.12	211.68	211.68	235.67	235.67	141.12	0.00	5.00
116	Surveyor 5		147.42	221.13	221.13	246.19	246.19	147.42	0.00	5.00
117	Surveyor 6		168.84	253.26	253.26	281.96	281.96	168.84	0.00	5.00
118	Surveyor 7		196.56	294.84	294.84	328.26	328.26	196.56	0.00	5.00
119	Surveyor 8		231.84	347.76	347.76	387.17	387.17	231.84	0.00	5.00

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120	Surveyor 9		259.56	389.34	389.34	433.47	433.47	259.56	0.00	5.00
121	Other Technical 1		84.42	126.63	126.63	140.98	140.98	84.42	0.00	5.00
122	Other Technical 2		112.14	168.21	168.21	187.27	187.27	112.14	0.00	5.00
123	Other Technical 3		141.12	211.68	211.68	235.67	235.67	141.12	0.00	5.00
124	Other Technical 4		161.28	241.92	241.92	269.34	269.34	161.28	0.00	5.00
125	Other Technical 5		182.70	274.05	274.05	305.11	305.11	182.70	0.00	5.00
126	Other Technical 6		210.42	315.63	315.63	351.40	351.40	210.42	0.00	5.00
127	Construction Professional 1		168.84	253.26	253.26	281.96	281.96	168.84	0.00	5.00
128	Construction Professional 2		189.00	283.50	283.50	315.63	315.63	189.00	0.00	5.00
129	Construction Professional 3		217.98	326.97	326.97	364.03	364.03	217.98	0.00	5.00
130	Construction Professional 4		252.00	378.00	378.00	420.84	420.84	252.00	0.00	5.00
131	Construction Professional 5		280.98	421.47	421.47	469.24	469.24	280.98	0.00	5.00
132	Construction Professional 6		301.14	451.71	451.71	502.90	502.90	301.14	0.00	5.00
133	Inspector 1		112.14	168.21	168.21	187.27	187.27	112.14	0.00	5.00
134	Inspector 2		133.56	200.34	200.34	223.05	223.05	133.56	0.00	5.00
135	Inspector 3		154.98	232.47	232.47	258.82	258.82	154.98	0.00	5.00
136	Inspector 4		182.70	274.05	274.05	305.11	305.11	182.70	0.00	5.00
137	Inspector 5		196.56	294.84	294.84	328.26	328.26	196.56	0.00	5.00
138	Inspector 6		217.98	326.97	326.97	364.03	364.03	217.98	0.00	5.00
139	Admin Professional 1		91.98	137.97	137.97	153.61	153.61	91.98	0.00	5.00
140	Admin Professional 2		119.70	179.55	179.55	199.90	199.90	119.70	0.00	5.00
141	Admin Professional 3		141.12	211.68	211.68	235.67	235.67	141.12	0.00	5.00
142	Admin Professional 4		154.98	232.47	232.47	258.82	258.82	154.98	0.00	5.00
143	Survey Field 1 Person		168.84	253.26	253.26	281.96	281.96	168.84	0.00	5.00
144	Survey Field 2 Person Team (Rate Per Person)		210.42	315.63	315.63	351.40	351.40	210.42	0.00	5.00
145	Survey Field 3 Person Team (Rate Per Person)		252.00	378.00	378.00	420.84	420.84	252.00	0.00	5.00
146	Survey Field 4 Person Team (Rate Per Person)		294.84	442.26	442.26	492.38	492.38	294.84	0.00	5.00
147	Survey Field w/Laser Scanner 1 Person		238.14	357.21	357.21	397.69	397.69	238.14	0.00	5.00
148	Survey Field w/Laser Scanner 2 Person (Per Person)		280.98	421.47	421.47	469.24	469.24	280.98	0.00	5.00
149	Training Voucher (sold by each)		20.00	20.00	20.00	20.00	20.00	20.00	20.00	
150	Autonomous Mission Software (sold by each)		30.00	30.00	30.00	30.00	30.00	30.00	30.00	
151	Mobile Developer 1		157.50	157.50	157.50	157.50	157.50	157.50	157.50	
152	Mobile Developer 2		176.40	176.40	176.40	176.40	176.40	176.40	176.40	
153	Mobile Developer 3		189.00	189.00	189.00	189.00	189.00	189.00	189.00	
154	Web Developer 1		157.50	157.50	157.50	157.50	157.50	157.50	157.50	
155	Web Developer 2		163.80	163.80	163.80	163.80	163.80	163.80	163.80	

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156	Web Developer 3		176.40	176.40	176.40	176.40	176.40	176.40	176.40	
157	Software Developer 1		157.50	157.50	157.50	157.50	157.50	157.50	157.50	
158	Software Developer 2		170.10	170.10	170.10	170.10	170.10	170.10	170.10	
159	Software Developer 3		189.00	189.00	189.00	189.00	189.00	189.00	189.00	
160	AirMap Drone Awareness (per event)		1,260.00	1,260.00	1,260.00	1,260.00	1,260.00	1,260.00	1,260.00	
161	AirMap Drone Management (per event)		12,600.00	12,600.00	12,600.00	12,600.00	12,600.00	12,600.00	12,600.00	
162	AirMap Custom UTM/AMD Development (per hour)		226.80	226.80	226.80	226.80	226.80	226.80	226.80	