



*Proposal for Consulting Services*  
*for*  
***Security Assessment & Design Services***  
***(RFB0920005016)***  
**Cost Proposal**

April 29, 2020

**Prepared for:**  
Iowa Department of Administrative Services (DAS)

**Prepared by:**  
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## Cost Structure

### Attachment #4

#### Pricing Matrix

	Regular Hours Monday thru Friday (7am to 5 pm)	After Hours Monday thru Friday (5:01 pm to 6:59 am, Weekends & holidays)
Evaluation Consultant (Hourly Rate)	Principal - \$185/HR Sr. Security Consultant - \$175/HR Security Consultant - \$165/HR	Principal - \$185/HR Sr. Security Consultant - \$175/HR Security Consultant - \$165/HR
Equipment Rental (Percentage mark-up of actual cost)	Not Applicable	Not Applicable
Others	See Below	See Below
Design Consultant (Hourly Rate)	Principal - \$185/HR Sr. Design Consultant - \$175/HR Security Consultant - \$165/HR	Principal - \$185/HR Sr. Design Consultant - \$175/HR Security Consultant - \$165/HR
Equipment Rental (Percentage mark-up of actual cost)	Not Applicable	Not Applicable
Others	See Below	See Below

Any other Associated Costs: Expenses based on the established State of Iowa rules for limitations on reimbursement expenses referenced at the Department of Administrative Services – State Accounting Enterprise Procedures 210.130 and 210.245 for limits on travel expenses.

Each project will include site visits, interviews, and kick-off meetings (can be conducted via video or phone conference).

#### Optional Services:

#### Training Sessions

Task	Max # of Participants	Hours	Session Cost
1 Day – 8-hour Training Session	Unlimited	8 hours	\$6,500*
3 Day –Training Sessions	20	3 days	\$15,000**
5 Day –Training Sessions	20	5 days	\$25,000**

\*Includes travel expenses. If multiple training sessions occur on the same or subsequent days, the cost per session will decrease significantly.

\*\*Session costs will decrease significantly if employees attend group training sessions in Minneapolis, MN.