

## HGACBuy Cooperative Pricing Schedule

### Artificial Intelligence Solutions and Services

AMSYS provides market-competitive, procurement-ready AI services for public sector Members.

#### Fixed-Price AI Strategy & Planning

Service	Deliverables	HGACBuy Contract Price
AI Readiness Assessment	Current state analysis, data maturity review, findings report	\$22,000 – \$32,000
AI Use-Case Discovery Workshop (1 Day)	Facilitated session, prioritized use cases, summary memo	\$10,500 – \$15,500
AI Roadmap Development	Use-case sequencing, timeline, risks, cost estimates	\$28,000 – \$48,000
Executive AI Briefing	Leadership session, briefing deck	\$6,500 – \$10,500
2-Day AI Strategy-to-Action Workshop	Interactive workshops, action plan, executive summary	\$24,000 – \$36,000

*Pricing reflects senior-led delivery. Final pricing may vary based on number of stakeholders, data complexity, and integration scope.*

#### Fixed-Price AI Solution Development

All solutions are scoped and approved via Member Purchase Order and Statement of Work. Pricing includes development, testing, and knowledge transfer.

Solution Type	Description	HGACBuy Contract Price
Predictive Analytics Model	Single use-case model with deployment	\$35,000 – \$65,000
NLP Document Processing	Classification, extraction, or summarization	\$50,000 – \$85,000
Chatbot / Virtual Assistant	Internal or public-facing chatbot	\$45,000 – \$75,000
Computer Vision Solution	Image or video analytics	\$65,000 – \$95,000
Generative AI Integration	LLM integration into workflows	\$55,000 – \$85,000



*Lower-range pricing applies to well-defined use cases with limited integrations and data sources*

### Hourly Not-to-Exceed Labor Rates

Role	Hourly Rate
AI Strategist	\$250/hr
AI Architect	\$275/hr
Data Scientist	\$250/hr
Machine Learning Engineer	\$245/hr
Data Engineer	\$225/hr
Cybersecurity AI Specialist	\$260/hr
Project Manager (AI)	\$225/hr
AI Trainer / Change Specialist	\$235/hr

*Hourly rates represent maximum not-to-exceed pricing. Discounted blended rates may be applied based on engagement duration or scope.*

### Managed AI Services (Monthly)

Designed for Members seeking ongoing support without staffing increases.

Service	Description	HGACBuy Contract Rate (Starting From)
AI Model Monitoring	Performance tracking, issue alerts	\$10,000
Model Retraining & Optimization	Periodic retraining, tuning	\$15,000
AI Help Desk Support	Technical and user support	\$10,000
AI-Enabled Security Monitoring	Threat detection and response	\$18,000
Full Managed AI Services Bundle	Combined services	\$28,000

*Service tiers and scope may be adjusted based on number of models, environments, and support hours required*

### Training & Adoption Services

Service	Deliverables	HGACBuy Contract Price
End-User AI Training (Half Day)	Instructor-led session, training materials	\$10,500 – \$12,000
Technical AI Training (Half Day)	Advanced, role-based training for IT staff	\$12,000 – \$15,500
Custom AI Playbooks	Agency-specific AI policies, workflows, and documentation	\$10,000 – \$15,000
Change Management Support	AI adoption planning, stakeholder engagement, and rollout support	\$225 per hour

*Training pricing may be bundled with strategy or solution engagements for cost efficiency*

## AMSYS Enterprise Network & Cybersecurity Services Catalog Snapshot

Service Domain	AMSYS Networking Services Snapshot
<b>Networking &amp; Security Services</b>	End-to-end network and security services spanning architecture and design, deployment, managed operations, and lifecycle optimization. Capabilities include campus, data center, wireless, SD-WAN and SASE architectures; firewall and Zero Trust security; hybrid and cloud networking (Azure/AWS); unified communications (Cisco Webex, Microsoft Teams); 24/7 managed network services with SLA-driven support; and licensing, asset, and roadmap planning—delivered by senior engineers with strategic partnerships across Cisco, Palo Alto Networks, Fortinet, and Microsoft.
<b>Category</b>	<b>Services &amp; Capabilities</b>
<b>Overview</b>	End-to-end network and security services are designed to enhance performance, strengthen security, and support scalable growth across SLED, commercial, and enterprise environments. Delivered by senior engineers with deep expertise and strategic partnerships across Cisco, Palo Alto Networks, Fortinet, and Microsoft.
<b>Network Architecture &amp; Design</b>	Campus, data center, and cloud network design; wireless architecture, site surveys, and optimization; SD-WAN and SASE design frameworks; high-availability and redundancy planning.
<b>Network Deployment &amp; Implementation</b>	Router, switch, and wireless infrastructure deployment; firewall installation and policy configuration; cloud networking (Azure, AWS); migration support from legacy to next-generation platforms.
<b>Managed Network Services</b>	24/7 monitoring and incident response; proactive health checks and performance tuning; managed firewall, SD-WAN, and wireless services; SLA-driven support with monthly reporting.
<b>Security Services</b>	Next-generation firewall deployments (Palo Alto, Fortinet, Cisco); Zero Trust and SASE enablement; Identity & Access Management (IAM); vulnerability assessments and security posture reviews.
<b>Cyber Security</b>	Cyber Threat Intelligence, External Attack Surface, Internal Threat Exposure, Control Validation, Human Element

### AI Engagement Models

This appendix provides optional engagement tiers for Members seeking phased adoption. All pricing maps back to the HGACBuy master pricing schedule.

Tier	Best For	Included Scope	Typical Investment
Starter	Small agencies / first AI initiative	AI Readiness Assessment, 1 Use Case, Executive Briefing	\$25K – \$50K
Core	Departments launching production AI	Roadmap, 1–2 AI solutions, training, light MLOps	\$75K – \$120K
Advanced	Enterprise / multi-department rollout	Multiple AI solutions, governance, managed services	\$150K+

### HGACBuy Volume & Cooperative Discounts

Annual Spend Threshold	Discount
\$100,001 – \$250,000	3%
\$250,001 – \$500,000	5%
\$500,001+	8%

Multi-year agreements (2+ years) may qualify for an additional 3–5% discount.

### Contract Pricing Terms (HGACBuy Standard)

- No minimum order requirements
- Member issues Purchase Orders directly
- Payment made directly by Member to Contractor
- All prices firm for initial contract term
- Most Favored Customer clause applies to cooperative contracts only
- Custom Statements of Work allowed under this contract
- Pricing reflects enterprise-grade delivery; AMSYS will work with Members to align scope and phasing to available budgets while maintaining compliance and security requirements.

### Notes

- All pricing includes HGAC 2% administrative fee.
- Travel billed separately per GSA limits.
- Discounts off list pricing available for volume or multi-year engagements.
- Final pricing determined per Member scope and Purchase Order.