

HGACBuy Pricing Framework Overview

GenSigma LLC proposes a transparent, auditable, and scalable pricing framework designed to support the diverse needs of HGACBuy member agencies. The pricing structure aligns with cooperative purchasing best practices and Texas public-sector procurement requirements, providing flexibility for agencies while maintaining pricing discipline, contractual clarity, and compliance with HGACBuy administrative fee and discount policies.

GenSigma's pricing model consists of a standardized professional services rate card, clearly defined managed consulting and support services, optional fixed-price offerings, and cooperative purchasing incentives. This structure enables member agencies to engage services through time-and-materials, monthly FTE, managed services, or fixed-price task orders under a single HGACBuy contract vehicle.

GenSigma LLC serves as the Prime Contractor under this HGACBuy contract and retains full responsibility for pricing, discount application, invoicing, and contractual compliance. Subcontractor pricing, where applicable, is incorporated into GenSigma's rate structure and governed under GenSigma's pricing and delivery controls.

A. GenSigma AI Consulting Services Standard Rate card

GenSigma maintains a **standard AI Consulting Services rate card** consisting of published hourly professional service rates. These rates are used across AI, data engineering, analytics, cloud platform, governance, and program management engagements and form the basis of the **Standard/List Price Book** referenced in the HGACBuy Response Pricing Form.

Hourly professional services are appropriate for advisory services, implementation support, system enhancements, integration activities, and staff augmentation where scope and duration may vary by agency or project. Services are delivered by qualified professionals aligned to defined service categories, ensuring consistency and auditability across task orders.

All hourly services procured from the standard rate card are subject to the **baseline HGACBuy discount** identified in the Response Pricing Form and applied at the point of purchase.

Service Category	Labor Role	Onshore Hourly Rate (USD)	Offshore Hourly Rate (USD)
AI / ML Engineering Services	Engagement Director / Program Manager	\$195	\$87.5
AI / ML Engineering Services	Technical Delivery Manager/ Solution Architect	\$185	\$90
AI / ML Engineering Services	Lead Data Scientist / AI Architect	\$195	\$90

AI / ML Engineering Services	Data Scientist / ML Engineer	\$165	\$81.25
Data Engineering Services	Lead Data Engineer / Platform Architect	\$170	\$80
Data Engineering Services	Data Engineer	\$145	\$77.5
Business Intelligence & Analytics Services	BI Lead / Senior Analytics Consultant	\$155	\$93.75
Business Intelligence & Analytics Services	BI Developer / Analyst	\$125	\$90
Cloud Platform & AI Infrastructure Services	Cloud / Platform Administrator	\$140	\$77.5
Governance & Compliance Services	Governance & Compliance Analyst	\$120	\$75
Quality Assurance Services	QA Lead / Test Automation Engineer	\$135	\$72.5
Support Services	Tier-2 Technical Support Specialist	\$110	\$65
Support Services	Tier-1 Support Analyst	\$85	\$60

B. Monthly / FTE Standard Price Book

For agencies requiring predictable resourcing and long-term support, GenSigma offers **monthly full-time equivalent (FTE) professional services**. Monthly FTE pricing represents one dedicated resource, typically assumed to be approximately 160 hours per month, assigned to support agency initiatives such as program management, data engineering, analytics development, cloud administration, or operational support.

Monthly FTE services provide cost predictability and continuity while remaining flexible to agency requirements. Monthly FTE pricing is considered **non-standard pricing** and is addressed within the “Other Pricing” section of the HGACBuy Response Pricing Form, with applicable discounts applied at the point of purchase.

Role	Onshore Standard Monthly Rate (USD)
Senior Architect / Program Manager	\$28,000
Data Scientist / ML Engineer	\$24,000
BI Lead / Senior Developer	\$22,000
Data Engineer	\$21,000
Cloud Administrator	\$19,000
Support Analyst (Tier 1–2)	\$15,000

C. Managed AI and Data Consulting Services Pricing

GenSigma offers **Managed AI and Data Consulting Services** delivered under a recurring services model designed to support ongoing operational, analytical, and governance needs across one or multiple agencies. Managed services provide structured support, monitoring, administration, and reporting aligned to defined service levels.

Managed consulting and support services may include, but are not limited to:

- SLA-based Tier 1, Tier 2, and Tier 3 support
- Platform monitoring and health checks
- Cloud and data platform administration
- Incident response and issue management
- Governance, compliance, and operational reporting

Managed services are offered in tiered service levels to align with agency support requirements and operational maturity. These services are classified as **non-standard pricing** and are reflected in the “Other Pricing” section of the HGACBuy Response Pricing Form.

Base Subscription Fee – Covers:

- SLA-based support (Tier 1, 2, 3)
- Monitoring & health checks
- Platform administration
- Monthly reporting & governance

Service Level Tiered Pricing

Tier	Description	Monthly Cost (USD)
Essential	8×5 support, Basic health checks, Monitoring and Reporting	\$18,500
Business	12×5 support, enhanced monitoring	\$24,000
Enterprise	24×7 support, full SLA coverage – Support & Governance	\$38,000

Annual Support Renewal Includes system performance review and SLA adjustment.

D. Optional Services Pricing

In addition to hourly and managed services, GenSigma offers a selection of **fixed-price, outcome-based services** to support agencies seeking defined deliverables and clear cost structures. Fixed-price offerings may include strategy workshops, assessments, framework implementations, onboarding services, or other scoped engagements.

Fixed-price services are priced per engagement or per deliverable and are clearly defined to ensure transparency and ease of procurement. These offerings are included under **Other Pricing** in the HGACBuy Response Pricing Form and may be procured independently or in conjunction with other services.

Service	Description	Standard Price (USD)
AI Strategy & Roadmap Workshop	Readiness assessment, use-case prioritization, roadmap	\$12,000 per workshop
End-to-End Dashboard Package	Design, build, deploy production dashboard	\$10,000 per Dashboard
Data Quality & Lineage Framework Setup	One-time implementation & documentation	\$45,000 (one time)
Cloud Cost Optimization Audit	Usage review and optimization plan	\$25,000
New Agency Onboarding	Environment setup & data integration	\$65,000

D. Detailed Discount Schedule

The HGACBuy Response Pricing Form reflects GenSigma's **baseline, guaranteed discount** applicable to purchases made under this contract. This discount represents the minimum reduction applied to GenSigma's Standard/List Prices or non-standard pricing, as applicable, at the point of purchase.

In addition to the baseline HGACBuy discount, GenSigma **may offer additional discounts** at the task-order or purchase-order level based on factors such as:

- Volume of hours or duration of engagement
- Participation by multiple agencies
- Multi-year commitments
- Prepaid or block purchase arrangements

Any additional discounts beyond the baseline HGACBuy discount are **discretionary**, evaluated on a case-by-case basis, and documented at the task-order level. Such discounts are not guaranteed under the HGACBuy contract and do not modify the baseline discount reflected in the Response Pricing Form.

Volume Discounts for Member Agencies

To support cost efficiency and encourage shared participation across the HGACBuy cooperative purchasing community, GenSigma may offer additional discounts at the task-order or purchase-order level based on engagement size, duration, and multi-agency participation. These discounts are applied at GenSigma's discretion and are documented as part of the applicable task order.

Hourly Professional Services – Volume Discounts

For engagements utilizing hourly professional services, the following volume-based discount thresholds may be considered based on total annual hours committed under a task order or group of coordinated task orders:

Hourly Rate Discounts Annual Hours	Discount
500+ hours	3%
1,000+ hours	5%
3,000+ hours	8%
5,000+ hours	10%

Managed Services Subscription Discounts

For managed consulting and support services involving participation by multiple HGACBuy member agencies, additional cooperative purchasing discounts may be applied based on the number of participating agencies:

Number of Participating Agencies	Discount
2–4 agencies	5%
5–10 agencies	8%
10+ agencies	12%

Prepayment and Commitment-Based Discounts

GenSigma may also offer additional discounts for prepaid services or extended commitments, subject to scope and contractual terms:

- Prepaid professional services blocks (100–200 hours): Up to 5% discount
- Annual prepaid managed services or support engagements: Up to 7% discount
- Multi-year commitments (two years or longer): Up to 12% discount

Discount Application NoticeD

All volume-based, multi-agency, prepaid, or multi-year discounts described above are discretionary, evaluated on a case-by-case basis, and applied at the task-order level. These incentives are offered in addition to the baseline HGACBuy discount reflected in the Response Pricing Form and are not guaranteed under the HGACBuy contract.

Pricing Administration and Compliance

All pricing offered under this contract includes the HGACBuy administrative fee and complies with HGACBuy reporting, invoicing, and audit requirements. Discounts are applied at the point of purchase, and invoicing reflects the applicable discounted rates in accordance with HGACBuy contract terms.

GenSigma’s pricing framework is designed to provide HGACBuy members with competitive pricing, procurement flexibility, and confidence in contract compliance while enabling efficient execution of AI, BI, and data initiatives across agencies.