

★ 25% BELOW MARKET RATES ★

Example: Senior Developer at 109 per hour vs. market 145 per hour = 36 per hour savings

Why Choose PMCS

- 25% below government contract market rates
- 2% HGACBuy admin fee already built in - no hidden costs
- No minimum engagement - from 8 hours to multi-year programs
- Rates locked for 4 years - no escalation
- Additional volume discounts: up to 30% total savings
- Offshore options starting at just 38 per hour for maximum budget stretch

CONSULTING & ADVISORY SERVICES

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Executive Consultant	20+ years, C-level advisory	275	206	69
Principal Consultant	15-20 years, strategic leadership	225	169	56
Senior Consultant	10-15 years, subject matter expert	175	131	44
Consultant	5-10 years, implementation lead	140	105	35
Associate Consultant	2-5 years, project support	110	83	27

SOLUTION ARCHITECTURE & TECHNICAL DESIGN

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Enterprise Architect	15+ years, enterprise-wide design	225	169	56
Principal Architect	12-15 years, complex solutions	195	146	49
Senior Solutions Architect	8-12 years, multi-platform	165	124	41
Solutions Architect	5-8 years, platform-specific	140	105	35
Technical Architect	3-5 years, component design	120	90	30

ARTIFICIAL INTELLIGENCE & MACHINE LEARNING

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Principal Data Scientist	12+ years, research & innovation	210	158	52
Senior Data Scientist	7-12 years, advanced ML	175	131	44
Data Scientist	4-7 years, model development	145	109	36
ML Engineer	5-8 years, MLOps & deployment	155	116	39
Junior Data Scientist	1-4 years, analytics & modeling	105	79	26

DATA ENGINEERING & PLATFORM ADMINISTRATION

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Principal Data Engineer	12+ years, platform leadership	185	139	46
Senior Data Engineer	7-12 years, complex pipelines	155	116	39
Data Engineer	4-7 years, ETL/ELT development	125	94	31
Platform Administrator	3-6 years, system management	105	79	26
Junior Data Engineer	1-4 years, pipeline support	85	64	21

BUSINESS INTELLIGENCE & ANALYTICS

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
BI Architect	10+ years, enterprise BI	175	131	44
Senior BI Developer	6-10 years, advanced development	145	109	36
BI Developer	3-6 years, report/dashboard creation	115	86	29
Analytics Consultant	3-6 years, data analysis	105	79	26
Junior BI Developer	1-3 years, development support	80	60	20

SOFTWARE DEVELOPMENT & INTEGRATION

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Lead Developer	10+ years, technical leadership	175	131	44
Senior Developer	6-10 years, full-stack	145	109	36
Developer	3-6 years, application development	115	86	29
Integration Specialist	4-7 years, APIs & middleware	125	94	31
Junior Developer	1-3 years, coding & testing	80	60	20

PROJECT & PROGRAM MANAGEMENT

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Program Manager	10+ years, multi-project oversight	175	131	44
Senior Project Manager	7-10 years, PMP certified	145	109	36
Project Manager	4-7 years, project delivery	115	86	29
Scrum Master	3-6 years, agile facilitation	105	79	26
Project Coordinator	1-3 years, administrative support	75	56	19

TRAINING & KNOWLEDGE TRANSFER

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (25% Off) per hour (\$)	Savings per hour (\$)
Lead Instructor	10+ years, curriculum development	155	116	39
Senior Instructor	6-10 years, certified trainer	125	94	31
Instructor	3-6 years, technical training	100	75	25
Training Coordinator	2-4 years, logistics & materials	75	56	19

OFFSHORE DEVELOPMENT SERVICES (Maximum Value)

Role Level	Typical Experience	Market Rate* per hour (\$)	Your Rate (35% Off) per hour (\$)	Savings per hour (\$)
Offshore Architect	Outside US	100	65	35
Offshore Senior Developer	Outside US	65	42	23
Offshore Developer	Outside US	55	36	19
Offshore QA Engineer	Outside US	52	36	16
Offshore Technical Writer	Outside US	51	34	17

Administrative Fee

2% HGACBuy administrative fee is built into all rates shown. No separate line item.

Travel Expenses

- 95% of services delivered remotely at standard rates
- On-site: travel at GSA per diem rates (no markup)
- Travel time: 50% of consultant's hourly rate

Volume Discounts (Stackable)

- 500-1,000 hours/year: Additional 2% (27% total below market)
- 1,000-2,500 hours/year: Additional 4% (29% total below market)
- 2,500+ hours/year: Additional 5% (30% total below market)

Premium Rates

- After-hours (outside 7am-7pm): 1.5x standard rate
- Emergency/Holiday: 2x standard rate

Contract Terms

- Payment: Net 30 days
- Warranty: 90 days on all deliverables
- Rate lock: 2 years

Sample Cost Comparison

Typical Project	Market Cost (\$)	PMCS Cost (\$)	You Save (\$)
BI Dashboard (approx. 156 hours)	23,200	17,440	5,760
AI/ML Pilot (approx. 324 hours)	56,000	41,920	14,080
Data Platform (approx. 942 hours)	155,000	116,000	39,000

Contact Information

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