

# HGACBuy AI02-26 Response Pricing Form - Completion Summary

## VeAssis LLC

**Date Completed:** December 17, 2025

**Form Version:** AI02-26\_HGAC\_Response\_Pricing\_Form\_10-29-25

**Prepared By:** VeAssis LLC Proposal Team

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## EXECUTIVE SUMMARY

VeAssis LLC has completed the HGACBuy Solicitation AI02-26 Response Pricing Form with a comprehensive service catalog covering all aspects of AI consulting, business intelligence, data engineering, and managed services required by this RFP. Our pricing strategy balances competitive government contract rates with sustainable profitability while leveraging our DBE/HUB/WBE certifications to provide maximum value to H-GAC and member agencies.

### Key Pricing Highlights:

- **Main Services Discount:** 12% off standard commercial rates (15% for managed services)
  - **DBE Community Services:** Up to 20% discount on compliance support services
  - **Emergency Support:** Premium 1.5x rate for after-hours critical support
  - **Volume Commitment:** Additional 5% discount available for multi-year contracts
  - **Payment Terms:** 2% early payment discount (within 15 days)
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## SECTION 1: MAIN SERVICES PRICE BOOK

### Service Category 1: AI & Business Intelligence Consulting Services

**Standard Pricing Reference:** VeAssis Standard Professional Services Rate Schedule 2025-2026

**Point of Purchase Discount:** 12%

**Description:**

Professional consulting services for AI implementation strategy, BI platform design, data analytics roadmapping, and digital transformation planning. Our consulting team brings 35+ years of high-tech experience with proven frameworks including McKinsey OCAT, PMI OPM3, and federal compliance standards (2 CFR 200).

**Standard Rate Range:** \$95-\$160/hour (varies by role complexity and seniority)

- Compliance Coordinator: \$95/hour

- BI Developer: \$120/hour
- Security/Compliance Lead: \$145/hour
- Project Manager: \$150/hour
- Azure Solutions Architect: \$160/hour

**After Discount:** \$83.60 - \$140.80/hour

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## Service Category 2: Data Engineering & Pipeline Development

**Standard Pricing Reference:** VeAssis Technical Services Rate Card 2025

**Point of Purchase Discount:** 12%

**Description:**

Complete data engineering lifecycle services including ETL/ELT pipeline design, cloud data architecture, database optimization, data quality management, and DataOps automation. Demonstrated expertise with Grants.gov integration (15,000+ opportunities processed daily), SAM.gov APIs, and real-time data synchronization.

**Standard Rate Range:** \$120-\$160/hour

- Data Engineer (Mid-Senior): \$150/hour
- DevOps/IaC Engineer: \$155/hour
- Azure Solutions Architect: \$160/hour

**After Discount:** \$105.60 - \$140.80/hour

**Value Proposition:** Proven track record of 18-29% cost savings and 20-25% efficiency improvements across government and enterprise clients.

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## Service Category 3: Dashboard Development & BI Visualization

**Standard Pricing Reference:** VeAssis BI Development Price List 2025

**Point of Purchase Discount:** 12%

**Description:**

Custom dashboard creation, Power BI report development, Tableau visualization design, data storytelling, and user experience optimization. Our team specializes in government-compliant dashboards with role-based access controls, audit trails, and accessibility standards (Section 508).

**Standard Rate Range:** \$120-\$155/hour

- BI Developer: \$120/hour
- BI Lead: \$155/hour

**After Discount:** \$105.60 - \$136.40/hour

**Deliverables Include:** Interactive dashboards, automated reporting, KPI tracking, drill-down analytics, and mobile-responsive designs.

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## Service Category 4: Platform Administration & Support

**Standard Pricing Reference:** VeAssis Managed Services Rate Schedule 2025

**Point of Purchase Discount:** 12%

### Description:

Comprehensive platform management for Azure, AWS, on-premises databases, and hybrid cloud environments. Services include system monitoring, performance tuning, security patching, backup management, disaster recovery planning, and 24/7 incident response.

**Standard Rate Range:** \$95-\$155/hour

- Compliance Coordinator: \$95/hour
- Data Engineer: \$150/hour
- DevOps/IaC Engineer: \$155/hour

**After Discount:** \$83.60 - \$136.40/hour

### Support Tiers Available:

- Business Hours (8am-5pm CT): Standard rates
- Extended Hours (5pm-10pm CT): 1.25x standard rate
- Emergency After-Hours (10pm-8am CT): 1.5x standard rate

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## Service Category 5: Managed Services with SLA

**Standard Pricing Reference:** VeAssis Managed Services Catalog 2025-2026

**Point of Purchase Discount:** 15% (enhanced discount for predictable revenue commitment)

### Description:

Ongoing monthly managed services providing predictable costs with defined Service Level Agreements. Includes system health monitoring, proactive maintenance, quarterly optimization reviews, security patch management, bug fixes, minor enhancements, and priority support with 4-hour response time.

### Standard Annual Package Pricing:

- **Basic Tier:** \$144,000/year (monthly retainer: \$12,000)
  - 80 hours/year development support
  - Monthly health checks
  - Quarterly optimization reviews
  - Business hours email/phone support (4-hour response)
- **Professional Tier:** \$216,000/year (monthly retainer: \$18,000)
  - 160 hours/year development support
  - Bi-weekly health checks
  - Monthly optimization sessions
  - Extended hours support (2-hour response)
- **Enterprise Tier:** \$324,000/year (monthly retainer: \$27,000)
  - 320 hours/year development support

- Weekly health checks
- Bi-weekly optimization sessions
- 24/7 support (1-hour response for critical issues)

**After 15% Discount:**

- Basic: \$122,400/year
- Professional: \$183,600/year
- Enterprise: \$275,400/year

**Included Services:**

- System health monitoring and alerting
- Performance optimization and tuning
- Security patch reviews and updates
- Azure cost optimization consulting
- Bug fixes and minor enhancements
- Quarterly training refresher sessions
- Priority technical support
- Monthly service reports with SLA metrics

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## Service Category 6: Training & Knowledge Transfer

**Standard Pricing Reference:** VeAssis Training Services Price List 2025

**Point of Purchase Discount:** 10%

**Description:**

Customized training programs, hands-on workshops, documentation development, video tutorials, and comprehensive knowledge transfer sessions. Topics include AI/BI platform usage, data governance best practices, Power BI development, Azure administration, and DataOps methodologies.

**Standard Pricing:**

- Half-day workshop (4 hours): \$2,400
- Full-day workshop (8 hours): \$4,500
- Custom training curriculum development: \$160/hour
- Documentation creation: \$120/hour
- Train-the-trainer programs: \$5,500/day

**After 10% Discount:**

- Half-day: \$2,160
- Full-day: \$4,050
- Custom curriculum: \$144/hour
- Documentation: \$108/hour

**Deliverables:** Training materials, hands-on labs, quick reference guides, video recordings, certification of completion.

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## Service Category 7: Governance & Compliance Consulting

**Standard Pricing Reference:** VeAssis Compliance Services Rate Card 2025  
**Point of Purchase Discount:** 12%

**Description:**

Data governance framework development, compliance assessments for federal regulations (2 CFR 200, FISMA, FedRAMP), security audits, policy documentation, and regulatory compliance support. Our team has built-in compliance expertise including SAM.gov validation, Grants.gov integration, and DBE/MBE/WBE certification tracking.

**Standard Rate Range:** \$95-\$160/hour

- Compliance Coordinator: \$95/hour
- Security/Compliance Lead: \$145/hour
- Azure Solutions Architect (security): \$160/hour

**After Discount:** \$83.60 - \$140.80/hour

**Compliance Areas Covered:**

- Federal grant compliance (2 CFR 200, OMB Uniform Guidance)
  - Data privacy (HIPAA, state privacy laws)
  - Security frameworks (NIST, CIS Controls)
  - Cloud compliance (FedRAMP, Azure Gov't)
  - DBE/small business certifications
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## Service Category 8: Project Management Services

**Standard Pricing Reference:** VeAssis PM Services Rate Schedule 2025  
**Point of Purchase Discount:** 12%

**Description:**

End-to-end project management, Agile/Scrum facilitation, program coordination, stakeholder management, risk management, and delivery oversight. Our PMs are experienced in government contracting, federal procurement processes, and multi-stakeholder project environments.

**Standard Pricing:**

- Senior Project Manager (10+ years): \$150/hour
- Technical Project Manager: \$155/hour
- Program Manager: \$165/hour

**After 12% Discount:**

- Senior PM: \$132/hour
- Technical PM: \$136.40/hour
- Program Manager: \$145.20/hour

**Methodologies:** Agile, Scrum, Waterfall, Hybrid, SAFe, PMI standards

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## SECTION 2: OTHER PRICING (Specialized Services)

## 1. Emergency After-Hours Support

**Description:** Critical incident response and support outside standard business hours (8am-5pm CT)

**Point of Purchase Discount:** 0% (premium service)

**Pricing Structure:** 1.5x standard hourly rate

**Justification:** Emergency services require on-call availability, rapid response times, and often involve senior technical resources working outside normal schedules. This premium rate ensures we can maintain 24/7 capability while keeping standard rates competitive.

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## 2. Cloud Architecture Consulting (Specialized)

**Description:** Advanced Azure/AWS architecture design, multi-cloud strategy, cloud cost optimization, and migration architecture

**Point of Purchase Discount:** 12%

**Base Rate:** \$160/hour

**After Discount:** \$140.80/hour

**Differentiator:** Specialized expertise in government cloud (Azure Government, AWS GovCloud) with security compliance and cost optimization focus.

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## 3. Custom Software Development

**Description:** AI agent development, automation tool creation, API integrations, workflow automation, and custom business applications

**Point of Purchase Discount:** 12%

**Rate Range:** \$120-\$160/hour

**After Discount:** \$105.60-\$140.80/hour

**Recent Projects:** GrantsMatch.ai (AI-powered grant matching), DBE Hub (compliance tracking), automated Grants.gov synchronization pipelines.

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## 4. Security & Penetration Testing Services

**Description:** Security assessments, vulnerability scanning, penetration testing, security architecture review, and remediation planning

**Point of Purchase Discount:** 10%

**Base Rate:** \$175/hour

**After Discount:** \$157.50/hour

**Certifications:** Team includes security professionals with CISSP, CEH, and cloud security certifications.

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## 5. Migration Services

**Description:** Legacy system to cloud migrations, platform modernization, data migration, and application refactoring

**Point of Purchase Discount:** 15% (package pricing available)

**Pricing:** Based on assessment and scope

**Migration Types:**

- On-premises to Azure/AWS
- Legacy databases to modern platforms
- Monolith to microservices
- Data center consolidation

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## 6. AI Model Development & Fine-Tuning

**Description:** Custom LLM fine-tuning, RAG (Retrieval Augmented Generation) system development, AI agent creation, and model optimization

**Point of Purchase Discount:** 12%

**Rate Range:** \$155-\$180/hour

**After Discount:** \$136.40-\$158.40/hour

**Capabilities:** GPT-4, Claude, Mistral, DeepSeek fine-tuning; production AI agent frameworks; multi-model orchestration.

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## 7. DBE/Small Business Compliance & Certification Support

**Description:** Assistance with DBE/MBE/WBE certification applications, compliance documentation, reporting support, and certification maintenance

**Point of Purchase Discount:** 20% (community benefit rate)

**Standard Rate:** \$120/hour

**After Discount:** \$96/hour

**Commitment:** As a certified DBE/HUB/WBE/MBE firm, VeAssis is committed to supporting other small and diverse businesses in achieving certification and compliance success.

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# SECTION 3: PRICING STRATEGY & COMPETITIVE POSITIONING

## Discount Structure Rationale

**12% Standard Discount:**

- Aligns with typical government contract discounts (10-15% range)
- Maintains healthy margins while being competitive
- Reflects efficiency gains from established processes
- Sustainable for multi-year contract performance

**15% Managed Services Discount:**

- Higher discount reflects predictable revenue stream
- Lower sales/acquisition costs for ongoing relationships
- Economies of scale in service delivery
- Encourages conversion of variable costs to fixed managed services

**10% Training Discount:**

- Lower discount reflects specialized curriculum development effort
- Customization required for each client engagement
- Materials development time investment

**20% DBE Support Discount:**

- Community benefit pricing
- Supports small business ecosystem
- Leverages our own certification experience
- Minimal incremental cost given existing processes

## Value-Added Incentives

**Multi-Year Commitment Bonus:**

If H-GAC commits to Years 1-4 at contract signing:

- Additional 5% discount on Years 2-4 ongoing support
- Locked pricing for duration (no annual escalation)
- Priority resource allocation
- Enhanced SLA terms

**Early Payment Discount:**

- 2% discount for payment within 15 days of invoice
- Automatically applied to qualifying payments
- Improves cash flow for both parties

**DBE Participation Value:**

- 100% DBE participation at no additional cost
- Supports H-GAC diversity goals
- Meets federal and state small business requirements

## Price Guarantee

All pricing in this proposal is firm and guaranteed for 180 days from submission date (December 18, 2025) and can be extended by mutual written agreement.

For Years 2-4 (optional renewal terms):

- Maximum annual escalation: 3% or CPI adjustment, whichever is lower
  - Locked for full 12-month periods
  - Advance notice required for any rate changes
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## SECTION 4: ALIGNMENT WITH RFP REQUIREMENTS

### Converting Variable Workload to Predictable Costs (RFP Core Objective)

**The Challenge:** Government agencies face fluctuating demands for data engineering, BI development, platform administration, and AI consulting. Maintaining full-time staff for peak demand creates idle capacity during slow periods, while being understaffed during high-demand periods causes delays and quality issues.

**VeAssis Solution:** Our Managed Services offering directly addresses this challenge:

1. **Predictable Monthly Cost:** Fixed monthly retainer (\$10,000-\$27,000) provides budget certainty
2. **Flexible Capacity:** Included support hours can flex with demand within monthly allocation
3. **Defined SLAs:** Response times, resolution times, and performance metrics clearly specified
4. **No Single Points of Failure:** Our team model ensures coverage during vacations, turnover, peak cycles
5. **Scalable:** Easy to adjust tier levels as needs evolve

**Example Scenario:**

- Traditional Model: 2 FTE staff + variable contractors = \$220,000-\$280,000/year with gaps during turnover
- VeAssis Managed Services: \$144,000/year (Basic tier after discount) with guaranteed coverage and SLAs

**Cost Savings:** 35-48% with improved service levels and eliminated turnover risk.

### Service Level Agreements (SLAs)

All managed services packages include defined SLAs:

**Response Time SLAs:**

- Critical (P1): 1-2 hours depending on tier
- High (P2): 4-8 hours depending on tier
- Medium (P3): 1 business day
- Low (P4): 2 business days

**Resolution Time Targets:**

- Critical: 4-8 hours
- High: 1-2 business days
- Medium: 3-5 business days
- Low: 10 business days

**Monthly Service Reports Include:**

- SLA performance metrics
- Activities completed
- Issues resolved
- Optimization recommendations

- Capacity planning analysis
- Value delivered vs. cost

## DataOps Best Practices (RFP Requirement)

VeAssis pricing supports implementation of DataOps methodologies:

### Included in Standard Rates:

- CI/CD pipeline setup for BI assets
- Automated testing frameworks
- Code review protocols
- Documentation standards
- Version control implementation
- Data lineage tracking setup

**Value Proposition:** Our team already uses these practices in production systems (GrantsMatch.ai processes 15,000+ grants daily with automated pipelines), ensuring clients benefit from proven, battle-tested frameworks.

## Knowledge Transfer & Training (RFP Requirement)

Every engagement includes knowledge transfer:

### Included at No Extra Cost:

- Documentation of all work performed
- Handover sessions
- Technical runbooks
- Architecture diagrams
- Process documentation

### Optional Enhanced Training:

- Formal workshops (discounted 10%)
- Train-the-trainer programs
- Custom curriculum development
- Certification preparation

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## SECTION 5: COST COMPARISON & COMPETITIVENESS

### Market Rate Benchmarking

#### AI/BI Consultant Rates (National Averages):

- Entry Level: \$85-\$110/hour
- Mid Level: \$110-\$145/hour
- Senior Level: \$145-\$180/hour
- Expert Level: \$180-\$225/hour

#### VeAssis Rates (After 12% Discount):

- Entry Level: \$83.60/hour (8% below market)
- Mid Level: \$105.60-\$136.40/hour (competitive to market)
- Senior Level: \$132-\$140.80/hour (5-10% below market)
- Expert Level: \$145.20-\$158.40/hour (15-25% below market)

**Competitive Advantage:** VeAssis rates are 5-25% below national market averages while maintaining high quality through our DBE operational efficiency and lower overhead structure.

## Total Cost of Ownership Analysis

### Scenario: Azure Data Platform Implementation + 3 Years Support

#### Option A - Traditional Staff Augmentation:

- Year 1 Implementation: 4 consultants × 6 months = \$320,000-\$380,000
- Years 2-4 Support: Variable T&M billing = \$180,000-\$240,000/year
- **Total 4-Year Cost: \$860,000-\$1,100,000**
- **Risk:** Variable costs, no SLAs, potential single points of failure

#### Option B - VeAssis Managed Services:

- Year 1 Implementation: \$293,759 (fixed NTE with contingency)
- Years 2-4 Support: \$122,400/year (Basic tier after 15% + multi-year discounts)
- **Total 4-Year Cost: \$661,159**
- **Benefits:** Fixed costs, defined SLAs, guaranteed coverage, no turnover risk

**VeAssis Advantage: \$198,841-\$438,841 savings (23-40% reduction) over 4 years**

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## SECTION 6: REFERENCE DOCUMENTS

All pricing references mentioned in this form are detailed in the following separately submitted documents:

### 1. VeAssis Standard Professional Services Rate Schedule 2025-2026

- Comprehensive hourly rates by role and experience level
- Resource descriptions and qualifications
- Standard terms and conditions

### 2. VeAssis Technical Services Rate Card 2025

- Data engineering and DevOps rates
- Platform-specific pricing (Azure, AWS, GCP)
- Technology stack expertise levels

### 3. VeAssis BI Development Price List 2025

- Dashboard development rates
- BI platform-specific pricing (Power BI, Tableau, Qlik)
- Visualization and reporting services

### 4. VeAssis Managed Services Catalog 2025-2026

- Detailed service tier descriptions

- SLA specifications
- Monthly retainer packages
- Support coverage options

#### **5. VeAssis Training Services Price List 2025**

- Workshop and curriculum development pricing
- Training delivery options (on-site, virtual, hybrid)
- Certification programs

#### **6. VeAssis Compliance Services Rate Card 2025**

- Regulatory compliance assessment rates
- Audit support pricing
- Documentation and policy development

#### **7. VeAssis PM Services Rate Schedule 2025**

- Project management hourly rates
- Program management packages
- Agile coaching and facilitation

#### **8. HGAC Detailed Pricing/Cost Proposal (Main Proposal Document)**

- Complete implementation cost breakdown
- Phase-by-phase pricing
- Azure infrastructure estimates
- Travel and expense policies
- Volume discounts and incentives

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## **SECTION 7: TRAVEL & EXPENSES**

In accordance with RFP requirements, all travel-associated expenses are priced separately and cannot exceed current U.S. General Services Administration (GSA) established rates.

### **Travel Policy**

#### **When Required:**

- On-site kickoff meetings
- Critical milestone reviews
- Hands-on training delivery
- Emergency incident response (if requested)

#### **Billing Rates:**

- Mileage: Current GSA rate (currently \$0.67/mile for 2025)
- Lodging: GSA per diem rate for specific location
- Meals: GSA per diem rate for specific location
- Airfare: Coach/economy class only
- Ground transportation: Actual costs (rental car, rideshare, parking)

#### **Approval Process:**

- All travel must be pre-approved in writing by H-GAC
- Estimated costs provided before travel

- Receipts submitted with monthly invoicing
- No markups on travel expenses

**Estimated Annual Travel (if required):**

- Quarterly on-site visits: ~\$4,800/year
  - Training delivery (2 sessions): ~\$3,200/year
  - **Total Estimated: \$8,000/year**
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## SECTION 8: TERMS & CONDITIONS SUMMARY

### Payment Terms

- Net 30 days from invoice date (standard)
- 2% discount if paid within 15 days (optional)
- Monthly invoicing for T&M services
- Milestone-based invoicing for fixed-price projects
- Monthly retainer for managed services (invoiced in advance)

### Billing Practices

- Detailed timesheets with task descriptions
- Transparent reporting of all activities
- No surprise charges or hidden fees
- Clear change order process for scope changes
- Monthly spend reports vs. budget

### Warranties

- 90-day warranty on all deliverables
- Bug fixes and corrections at no charge
- Performance guarantees per SLA (for managed services)
- Quality assurance on all work products

### Contract Terms

- Initial term: 1 year (February 1, 2026 - January 31, 2027)
  - Optional renewal terms: Years 2-4 (annual renewals)
  - 60-day notice for non-renewal
  - Cancellation for convenience: 30-day notice
  - No early termination fees
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## SECTION 9: COMPETITIVE DIFFERENTIATORS

### Why VeAssis Pricing Delivers Superior Value

### **1. DBE/Small Business Efficiency**

- Lower overhead than large consulting firms
- Direct access to senior leadership (no markup layers)
- Agile decision-making without corporate bureaucracy
- 100% DBE participation supports client diversity goals

### **2. Government Sector Expertise**

- Built-in compliance knowledge (2 CFR 200, SAM.gov, Grants.gov)
- No learning curve on federal requirements
- Proven government project experience
- Understanding of public sector budget cycles

### **3. Production AI Systems**

- Active production systems demonstrate capability
- Not theoretical expertise - real implementations
- Continuous innovation and improvement
- Proven scalability (15,000+ grants processed daily)

### **4. Transparent Pricing**

- Clear rate structure with no hidden fees
- Detailed scope descriptions
- Predictable costs through managed services
- Volume and loyalty discounts

### **5. Knowledge Transfer Focus**

- Comprehensive documentation included
- Training and enablement at low cost
- Goal: Client self-sufficiency over time
- No vendor lock-in dependencies

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## **SECTION 10: FREQUENTLY ASKED QUESTIONS**

### **Q: Can we mix T&M and managed services?**

**A:** Yes! Many clients use managed services for ongoing support (predictable base load) and supplement with T&M hours for special projects or peak demands. This hybrid approach provides budget predictability while maintaining flexibility.

### **Q: What happens if we exceed monthly managed services hours?**

**A:** Additional hours are billed at standard T&M rates (with applicable discount). We provide monthly usage reports to help plan capacity. If overages are consistent, we can recommend upgrading to a higher tier.

### **Q: Are Azure infrastructure costs included in your pricing?**

**A:** No. VeAssis professional services are separate from Azure infrastructure costs. Azure consumption is billed directly to you by Microsoft (or CSP partner). We provide cost

estimates, optimization recommendations, and monthly cost reports, but do not mark up infrastructure.

**Q: Can rates be locked for multi-year contracts?**

**A:** Yes, with multi-year commitment at signing. Otherwise, rates may increase annually by maximum of 3% or CPI, whichever is lower, with 60-day advance notice.

**Q: Do you offer fixed-price projects?**

**A:** Yes, for well-defined scopes. We typically recommend T&M with NTE caps for initial engagements, then transition to fixed-price packages once requirements are fully understood.

**Q: What's included in your managed services SLA?**

**A:** Response times, resolution times, monthly service reports, system uptime targets, performance metrics, and escalation procedures. Full SLA specifications are provided in the Managed Services Catalog.

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## SECTION 11: NEXT STEPS

### Post-Award Implementation

**Upon contract award:**

**1. Mobilization (Week 1-2)**

- Kickoff meeting with stakeholders
- Finalize detailed pricing for specific work orders
- Establish communication protocols
- Set up invoicing and reporting

**2. Resource Allocation (Week 2-3)**

- Assign dedicated team members
- Calendar availability confirmation
- Background checks and security clearances (if required)
- Access setup and onboarding

**3. Baseline Establishment (Week 3-4)**

- Document current state
- Confirm SLA baselines
- Establish performance metrics
- Begin regular service delivery

### Purchase Order Process

For each engagement under this contract:

1. H-GAC issues Purchase Order or Task Order specifying:
    - Scope of work
    - Pricing basis (T&M, fixed-price, managed services)
    - Timeline and milestones
    - Deliverables
    - Budget or NTE amount
  2. VeAssis confirms acceptance and resource availability
  3. Work begins per agreed schedule
  4. Monthly reporting and invoicing
  5. Closeout and lessons learned
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## APPENDIX A: SAMPLE PRICING CALCULATIONS

### Example 1: Dashboard Development Project

**Scope:** Create 5 custom Power BI dashboards with data integration

**Estimated Effort:**

- BI Lead: 40 hours @ \$155/hour = \$6,200
- BI Developer: 80 hours @ \$120/hour = \$9,600
- Data Engineer: 40 hours @ \$150/hour = \$6,000

**Subtotal:** \$21,800

**Less 12% Discount:** -\$2,616

**Total:** \$19,184

**Deliverables:** 5 interactive dashboards, data refresh automation, user documentation, training session

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### Example 2: 6-Month Managed Services (Basic Tier)

**Monthly Retainer:** \$12,000

**Less 15% Discount:** -\$1,800

**Monthly Cost:** \$10,200

**6-Month Total:** \$61,200

**Services Included:**

- 40 hours/year development support (pro-rated)
- Monthly health checks
- Quarterly optimization review
- Business hours support (4-hour response)
- Bug fixes and minor enhancements



- Monthly service reports

**Equivalent T&M Value:** ~\$16,000/month (35% savings)

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### Example 3: AI Strategy Workshop

**Format:** Full-day on-site workshop for 15 stakeholders

**Standard Price:** \$4,500

**Less 10% Discount:** -\$450

**Total:** \$4,050

**Includes:**

- Custom agenda development
- Pre-workshop assessment
- 8-hour facilitated session
- Workshop materials
- Post-workshop recommendations report
- 30-day follow-up session

**Travel (if required):** Estimated \$1,200 (separate line item, GSA rates)

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## APPENDIX B: PRICING FORM COMPLETION CHECKLIST

☒ **Form Completion Status:**

- [X] Respondent name filled in (VeAssis LLC)
- [X] Main Services Price Book: 8 service categories
- [X] Standard pricing references provided for all categories
- [X] Percentage discounts specified (10-15% range)
- [X] Service descriptions comprehensive and clear
- [X] Other Pricing: 7 specialized services
- [X] Special pricing notes included where applicable
- [X] Travel expenses addressed per GSA requirements
- [X] Pricing consistent with industry norms
- [X] Supplemental pricing documents referenced
- [X] All fields completed in original Excel format

☒ **Supporting Documentation:**

- [X] Detailed pricing/cost proposal (separate document)
- [X] Service catalog and rate cards (referenced)
- [X] SLA specifications (managed services catalog)
- [X] Terms and conditions
- [X] Travel policy aligned with GSA rates
- [X] Volume discount structure
- [X] Multi-year pricing options

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## CONCLUSION

VeAssis LLC's Response Pricing Form provides a comprehensive, competitive, and compliant pricing structure for all AI consulting and BI services required by the HGACBuy AI02-26 solicitation. Our pricing strategy balances:

- **Competitiveness:** 5-25% below market rates with 10-15% discounts
- **Sustainability:** Healthy margins ensure quality service delivery
- **Flexibility:** T&M, fixed-price, and managed services options
- **Transparency:** Clear rate structure with no hidden fees
- **Value:** DBE efficiency, government expertise, proven track record

Our managed services offering directly addresses the RFP's core objective of converting variable workloads to predictable costs, with documented savings of 23-40% compared to traditional staffing models.

We are confident this pricing positions VeAssis as the best value proposition for H-GAC and member agencies while ensuring we can deliver exceptional results throughout the contract term.

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### Contact Information:

VeAssis LLC  
Stephanie Lane, CEO/President  
Email: [support@veassis.com](mailto:support@veassis.com)  
Website: <https://www.veassis.com>

### Certifications:

DBE | HUB | WBE | MBE | WOSB  
DUNS: 063826834 | CAGE: M3V5YJJ62QL5

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This document accompanies the completed Excel pricing form and provides detailed explanations of VeAssis's pricing strategy, service offerings, and value proposition for HGACBuy Solicitation AI02-26.