

## **ATTACHMENT III: DESCRIPTION AND PRICING INFORMATION TECHNOLOGY PROFESSIONAL SERVICES (SIN 132-51)**

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Manugistics provides full service global consulting and software development services to ensure that you make the most of your investment in supply chain solution software and optimize results for your operation. Our consultants can assist you with determining the best practices in supply chain management for your industry, identifying performance indicators to measure results, the hardware and network infrastructure to put in place to ensure long-term scalability and on how to train your employees.

Our software development services include designing tailored features and capabilities that are considered additions to our products, and tuning and tailoring services to assist you in determining how best to use algorithms to meet your business process needs.

With over 200 consultants in-house, and over 700 available through our subcontracting and consulting relationships, Manugistics delivers rapid results to companies and organizations of all sizes, in all industries, and in all stages of supply chain management maturity.

### **APPLICATIONS GROUP**

**SIN: 132-51, CLIN: 001  
VICE PRESIDENT/DIRECTOR**

**Rate: \$ 306.64/Hr.**

*Minimum/General Experience:* Ten (10) plus years in the software industry with at least five (5) years experience in consulting. Extensive knowledge of global supply chain management issues and strategies. Demonstrated experience successfully managing a team of consultants working on consulting projects addressing the reengineering of supply chain decision support processes. Proven ability to work effectively in geographically distributed and diverse team environment. Must possess excellent organizational, analytical and communication skills. Proven ability to lead organizations through change.

*Functional Responsibility:* Responsible for ensuring that a quality solution is provided to the client. Responsible for scope definition and scope change approval for all projects. Provide quality assurance for all client project work. Member of client project Executive Steering Committee.

**SIN: 132-51, CLIN: 002  
PRACTICE MANAGER**

**Rate: \$ 282.10/Hr.**

*Minimum/General Experience:* Extensive knowledge of global supply chain management issues and strategies. Demonstrated experience successfully managing a team of consultants working on consulting projects addressing the reengineering of supply chain decision support processes. Outstanding interpersonal and communication skills as demonstrated by multiple successful levels of client interaction and management. Comprehensive knowledge of multiple modules of Manugistics application software. Demonstrated experience in facilitation skills and effectively conducting all aspects of client projects. Capability to articulate and execute all aspects of RD Map, Maintain Client Relationship and Critical Situation Management processes.

*Functional Responsibility:* Provide consulting services in areas of project planning, operational analysis, industry/supply chain leading practices and change management. Assist in customization and application of Manugistics RD Map methodology as appropriate to client project. Provide management support to project manager to ensure quality implementations and client satisfaction. Educate clients on Manugistics implementation services and methodologies.

**SIN: 132-51, CLIN: 003**  
**PROJECT MANAGER**

**Rate: \$ 265.98/Hr.**

*Minimum/General Experience:* Minimum on one (1) year experience successfully implementing Manugistics solutions with multiple client experiences. Extensive knowledge of global supply chain management issues and strategies. Demonstrated experience successfully managing a team of consultants working on consulting projects addressing the reengineering of supply chain decision support processes. Outstanding interpersonal and communication skills focused on multiple levels of client management. Comprehensive knowledge of multiple modules of Manugistics application software.

*Functional Responsibility:* Use the project methodology to implement solutions to address client project business objectives and priorities as they relate to Supply Chain Management. Review design specification of upcoming software releases, especially those areas specifically targeted to client's needs. Ensure that solution design and delivery is consistent with business objectives of the project, and employ best practices. Provide overall project leadership in terms of resource allocation and utilization, critical issues management, scope control and risk analysis specific to the implementation of Manugistics software. Facilitate critical project meetings, as the project requires.

**SIN: 132-51, CLIN: 004**  
**SENIOR APPLICATION SYSTEMS ANALYST**

**Rate: \$ 229.71/Hr.**

*Minimum/General Experience:* Knowledge of global supply chain management issues and strategies. Demonstrated ability to effectively conduct a track of (Demand, Supply, Manufacturing or Transportation) Manugistics application training courses. Possesses outstanding interpersonal and communication skills. Thorough understanding of configuration, prototype, and pilot components of the RD Map Implementation Process. Ability to customize procedure packs for client end users. Excellent knowledge of PC applications. Knowledge of Client-server concepts.

*Functional Responsibility:* Guide client execution of configuration, training, prototype, and pilot activities for individual supply chain management implementation tracks (supply, demand, manufacturing or transportation focus). Participate in client process to deliver business objectives and priorities as they relate to the management of the supply chain.

**SIN: 132-51, CLIN: 005**  
**APPLICATION SYSTEMS ANALYST**

**Rate: \$ 189.41/Hr.**

*Minimum/General Experience:* Knowledge of global supply chain management issues and strategies. Demonstrated ability to effectively conduct a track of (Demand, Supply, Manufacturing or Transportation) Manugistics application training courses.

*Functional Responsibility:* Guide client execution of configuration, training, prototype, and pilot activities for individual supply chain management implementation tracks (supply, demand, manufacturing or transportation focus). Participate in client process to deliver business objectives and priorities as they relate to the management of the supply chain.

## **ENGINEERING GROUP**

**SIN: 132-51, CLIN: 006**  
**MANAGER (Software Development)**

**Rate: \$ 249.86/Hr.**

*Minimum/General Experience:* Requires nine plus years application development experience. Skills in COBRA, MFC, JAVA and distributed object architectures are desired.

*Functional Responsibility:* Responsible for leading a team of software developers in the development of the Manugistics Products. In this role, the lead developer is responsible for the design, development and architect of the product. Developer should have a strong background in development tools and other software development toolkits.

**SIN: 132-51, CLIN: 007**  
**LEAD SOFTWARE DEVELOPER**

**Rate: \$ 229.71/Hr.**

*Minimum/General Experience:* Requires nine plus years application development experience. Skills in COBRA, MFC, JAVA and distributed object architectures are desired.

*Functional Responsibility:* Responsible for leading a team of software developers in the development of the Manugistics Products. In this role, the lead developer is responsible for the design, development and architect of the product. Developer should have a strong background in development tools and other software development toolkits.

**SIN: 132-51, CLIN: 008**  
**SENIOR SOFTWARE DEVLEOPER**

**Rate: \$ 197.47/Hr.**

*Minimum/General Experience:* Requires five to eight years' application development experience. Skills in COBRA, MFC, JAVA and distributed object architectures are desired.

*Functional Responsibility:* Works on a team of software developers in the development of the Manugistics Products. In this role, the senior developer is responsible for the design, development and architect of the product. Developer should have a strong background in development tools and other software development toolkits.

**SIN: 132-51, CLIN: 009**  
**SOFTWARE DEVELOPER**

**Rate: \$ 165.23/Hr.**

*Minimum/General Experience:* Requires one to five years' application development experience. Skills in COBRA, MFC, JAVA and distributed object architectures are desired.

*Functional Responsibility:* Works on a team of software developers in the development of the Manugistics Products. In this role, developer is responsible for development of the product. Developer should have a strong background in development tools and other software development toolkits.

## **TECHNICAL GROUP**

**SIN: 132-51, CLIN 010  
TECHNICAL PRACTICE MANAGER**

**Rate: \$ 282.10/Hr.**

*Minimum/General Experience:* Extensive knowledge of global supply chain management technical issues and strategies. Demonstrated experience successfully managing a team of technical consultants working on consulting projects addressing the reengineering of a supply chain decision support processes. Outstanding interpersonal and communication skills as demonstrated by multiple successful levels of client interaction and management. Comprehensive technical knowledge of multiple modules of Manugistics application software. Demonstrated experience in facilitation skills and effectively conducting all technical aspects of client projects.

*Functional Responsibility:* Responsible for leading a team of technical consultants in the implementation of Manugistics Products. Responsible for the technical aspects of each implementation phase. Lead technical implementation of Manugistics client/server software and underlying systems software. This role has a focus on technical project management, technical planning, developing hardware and software architectural recommendations, technical issue management, risk avoidance/management, project staffing, and technical client management.

**SIN 132-51, CLIN 011  
SENIOR INTEGRATION ANALYST**

**Rate: \$ 229.71/Hr.**

*Minimum/General Experience:* Five plus years in software industry with at least three years experience in consulting. Significant UNIX and/or Oracle systems administration experience. Preferred experience using and /or implementing one or more major ERP system such as SAP R/3, JDE Edwards World or \*OneWorld, Oracle Applications, SSA BPICS, QAD, BaaN, Peoplesoft, etc. Additional experience with warehouse management or manufacturing execution systems. Knowledge of global supply chain management issues and strategies from both an application and implementation perspective to include the technical hardware and software requirements of the specific solution. Demonstrated ability to effectively conduct and deliver technical training using Manugistics supplied integration tools and products.

*Functional Responsibility:* Provide consulting services for design, development, testing, and support of business process-based integration solutions for Manugistics and external applications or data sources. 1) Design: Ensure business design can be enabled by Manugistics and packages owned or supported by client; support data mapping exercises between Manugistics and external data sources or destinations; design integration solution utilizing best practice approaches including process flow, data integrity, error handling, audit tracking, version control and systems management. 2) Development: Using Manugistics webConnect product with its Configurable and Auto Plug-ins as well as relevant third party technology, configure and/or develop integration solutions for Manugistics' clients. 3) Testing: Validate that developed solutions execute as desired testing normal, abnormal, and high volume conditions. 4) Support: Provide additional services to client to ensure successful "go-live" as well as to position additional, future services.

**SIN 132-51, CLIN 012  
SENIOR TECHNICAL ANALYST**

**Rate: \$ 229.71/Hr.**

*Minimum/General Experience:* Bachelor Degree in Computer Science or other technical field. Five plus years in the software industry with at least three years experience in consulting. Knowledge of global supply chain management issues and strategies from both an application and implementation perspective to include the technical hardware and software requirements of the specific solution. Demonstrated ability to effectively conduct and deliver technical training. Skills in the underlying system software to include Windows NT, UNIX (HPUX, AIX, Sun). In-depth Oracle RDBMS experience and skill from both a SQL scripting and database administration perspective. Solid understanding of data communications technology to include Token Ring Ethernet, TCP/IP, and the Internet. Advanced programming skills to include Perl and shell scripting. In depth knowledge of web server technology to include Microsoft IIS, NetScape Enterprise Server, and BEA webLogics server software. Through understanding of the typical data inputs and outputs associated with a successful supply chain management software implementation. Possesses outstanding interpersonal and communication skills to include the transfer of technical information to non-technical audiences.

*Functional Responsibility:* Lead technical implementation of Manugistics client/server software and underlying systems software. This role has a focus on technical project management, technical planning, developing hardware, software and architectural recommendations, technical issue management, risk avoidance/management, project staffing, and technical client management. May direct more junior technical analysts.

**SIN 132-51, CLIN 013  
TECHNIAL ANALYST**

**Rate: \$ 189.41/Hr.**

*Minimum/General Experience:* Bachelor Degree in Computer Science or other technical field. One to three years experience in systems administration of HP/UX, AIX, Sun, or Windows NT. One to three years experience with RDBMS administration preferably Oracle. General knowledge of global supply chain management issues and strategies from a technical implementation perspective. Strong troubleshooting and problem solving skills. Understanding of the typical data inputs and outputs associated with a successful supply chain software implementation. Excellent communication skills to include the transfer of technical information to non-technical audiences.

*Functional Responsibility:* Experience installing, configuring, and implementing Manugistics client/server application software and required underlying systems software. Assist the client in the technical implementation of Manugistics software by performing such activities as software installation, batch script development, system testing and troubleshooting.

**NOTES:**

a. Minimum on site charge for any services is 8 hours. In addition, Government shall reimburse Manugistics for all reasonable living and travel expenses incurred in connection with providing services, and out of pocket expenses associated with the provisions of such services. Government shall also pay travel time related to any intercontinental travel by Manugistics' employees performing services hereunder.

b. All non-professional labor categories must be incidental to and used solely to support hardware, software and/or professional services, and cannot be purchases separately.

## SIN 132-52, ELECTRONIC COMMERCE SERVICES

### CLIN 200 APPLICATION SERVICE PROVIDER (ASP) SOLUTION FOR A SINGLE SITE

ASP is a hosted service offering of Manugistics solutions for enterprise applications. The ASP hosted solution includes a service for the software enterprise applications selected, implementation, training, and maintenance, networking equipment and project management.

The ASP pricing for a single site shall be calculated by multiplying the total Software price from (SIN 132-33) by the factors below:

<b>Software Price in Millions</b>			
<b>Range from Minimum</b>	<b>Range from Maximum</b>	<b>Pre-FOC Monthly Factor</b>	<b>Sustainment Monthly Factor</b>
\$ 1.5	\$ 2.0	0.30564696	0.100492036
\$ 2.0	\$ 3.0	0.26523522	0.082212634
\$ 3.0	\$ 4.0	0.22482348	0.063933231
\$ 4.0	\$ 5.0	0.20461761	0.054793530
\$ 5.0	\$ 6.0	0.19249409	0.049309709
\$ 6.0	\$ 7.0	0.18441174	0.045653829
\$ 7.0	\$ 8.0	0.17863863	0.043042486
\$ 8.0	\$ 9.0	0.17430881	0.041083978
\$ 9.0	\$ 10.0	0.17094116	0.039560695
\$ 10.0	\$ 11.0	0.16824704	0.038342068
\$ 11.0	\$ 12.0	0.16604277	0.037345009
\$ 12.0	\$ 13.0	0.16420587	0.036514128
\$ 13.0	\$ 14.0	0.16265157	0.035811074
\$ 14.0	\$ 15.0	0.16131932	0.035208456
\$ 15.0	\$ 16.0	0.16016470	0.034686187
\$ 16.0	\$ 17.0	0.15915440	0.034229202
\$ 17.0	\$ 18.0	0.15826297	0.033825980
\$ 18.0	\$ 19.0	0.15747058	0.033467560
\$ 19.0	\$ 20.0	0.15676160	0.033146869

**Notes:**

1. Software pricing must be a minimum of \$1,500,000.
2. The Pre Full Operational Capability (FOC) period will last for the longer of 12 months or the length of the implementation services period.
3. This ASP model assumes the use of Manugistics planning applications as opposed to Manugistics applications that are considered execution systems. Inclusion of execution systems will require an additional fee.
4. The supply china solution will address fewer than 1 million stock keeping units (SKUs) and 1 million demand forecasting units (DFUs). Higher levels will require an additional fee.
5. The number of concurrent users will be 25 or fewer. Higher numbers will require an additional fee.
6. Penalty for early termination is three months of payments calculated by multiplying the then current period ASP pricing factor by the software price by three months.
7. Implementation services do not include change management.
8. Client is responsible for providing data (both in and out) of all data integration services.
9. Training is provided centrally and only until the project is live. Any requested training after the projects are live shall require the negotiation of a separate proposal.

10. No software upgrades will be allowed during either the Pre Full Operational Capability period or the Sustainment period. Any software upgrade requested by the client after initiation of the implementation services and shall be negotiated separately.
11. The single environment consists of the hardware, software and network connectivity at a single site. Backup system capability is not included in this ASP solution for a single site. Backup system capability is an additional service and shall be negotiated separately. Additional availability shall be negotiated and priced separately.
12. The ASP model will provide for 95% systems availability contingent upon mutually agreed upon hours of operation.
13. Implementation services include loading software in this environment and configuration of the parameters required for the solution. Any additional services required shall be negotiated separately.