

BUSINESS MANAGEMENT RESEARCH ASSOCIATES, INC.

Exhibit 2 - Hourly Labor Rates

	Base Period: Year 1 and 2		Optional Period: Year 3		Optional Period: Year 4		Optional Period: Year 5	
Labor Categories	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site	Fully Burdened Hourly Rate - Off-site	Fully Burdened Hourly Rate - On-site
Program Director	\$146.59	\$133.40	\$148.79	\$135.40	\$151.03	\$137.43	\$153.29	\$139.49
Program Manager	\$134.02	\$121.96	\$136.03	\$123.79	\$138.07	\$125.65	\$140.14	\$127.53
Subject Matter Expert III	\$205.23	\$186.76	\$208.31	\$189.56	\$211.43	\$192.41	\$214.61	\$195.29
Subject Matter Expert II	\$139.69	\$127.12	\$141.78	\$129.02	\$143.91	\$130.96	\$146.07	\$132.92
Subject Matter Expert I	\$118.92	\$108.22	\$120.70	\$109.84	\$122.51	\$111.49	\$124.35	\$113.16
Acquisition Support Specialist III	\$100.05	\$91.04	\$101.55	\$92.41	\$103.07	\$93.79	\$104.61	\$95.20
Acquisition Support Specialist II	\$96.65	\$87.95	\$98.10	\$89.27	\$99.57	\$90.61	\$101.06	\$91.97
Acquisition Support Specialist I	\$86.32	\$78.55	\$87.62	\$79.73	\$88.93	\$80.93	\$90.26	\$82.14
Analyst II	\$96.65	\$87.95	\$98.10	\$89.27	\$99.57	\$90.61	\$101.06	\$91.97
Analyst I	\$86.32	\$78.55	\$87.62	\$79.73	\$88.93	\$80.93	\$90.26	\$82.14
Note:								
At minimum, Contractor shall honor prices noted for each labor category, on-site or off-site, in each period.								
Definitions:								
Off-site	Offeror's Place of Work							
On-site	Government (any state or political subdivision) Place of Work							

WA State Department of Enterprise Services Vendor Management Fee: 1.25%