

**Appendix G Rate Card Response Template
to One Washington Program Competitive Procurement 19-200
for ERP SaaS Procurement Assistance Services**

Instructions to Bidders: Populate the table below with the not-to-exceed rate for each staffing level throughout the initial two (2) year Contract according to the information found in the Section titled *4.3.2 Rate Card (MS)* of the Competitive Procurement document. These rates will be used during the Evaluation Phase 2: Pricing Proposal Evaluation.

Contract Year	Level			
	Leadership	Senior	Experienced	Junior
Year 1	\$ -	\$ -	\$ -	\$ -
Year 2	\$ -	\$ -	\$ -	\$ -

In order to promote uniformity in response and evaluation, the definitions below must be used for each staffing level:

Leadership: Must meet Minimum Qualifications for individual Prime OCM practitioners in Leadership: At least **fifteen years'** experience in business process transformation, system implementation, public sector or market specialty (e.g. security) **and** a leadership position within the Bidder's firm.

Senior: At least **ten years' experience** in business process transformation, system implementation, public sector or market specialty (e.g. security).

Experienced: At least **five years'** experience in business process transformation, system implementation, public sector or market specialty (e.g. security).

Junior: Qualified resource without an expectation of minimum experience.