

EXHIBIT A

ANAKAM, INC. IT PROFESSIONAL SERVICES LABOR CATEGORIES

1. Program Manager

Minimum/General Experience: Minimums per table below of operations management, software engineering, systems integration, or related experience with experience in large-scale systems in design, integration, development, and/or operations. Demonstrated ability in providing solution sets, managing projects similar in scope and complexity to the project requirement. Requires competence and experience in human resource management, problem solving, and quality assurance techniques. Also requires excellent communication skills, both written and verbal.

Functional Responsibility: Responsible for coordinating, defining, staffing, and managing multiple projects. The Program Manager works across the business – Strategic Direction, Requirements Analysis, Relationship Management, Quality Assurance and Testing, Systems Analysis, Software/Systems Integration and Development, and Technical Writing teams to ensure the delivery of a high quality software application. Primary technical point of contact for Project Managers and various technical personnel on project. Develops project schedules, coordinates project status meetings, and manages resources in all phases of systems development lifecycle. Works with the project business owner to oversee delivery performance, ensure delivery quality and report schedule, cost, and execution performance.

Education	Years Experience
Non-Degree	12
Bachelor's Degree	10
Master's Degree	8

2. Senior IT Specialist

Minimum/General Experience: Minimums per table below of experience in lifecycle system design, development, installation, integration, evaluation, enhancement, operations, maintenance, testing, or problem diagnosis/resolution.

Functional Responsibility: Performs requirement analysis, systems design, development, installation, testing, operations, and maintenance for application system components for large-scale and distributed systems. Performs system, and/or product evaluation, integration, testing, and problem diagnosis/resolution. Provides technical leadership, reviews work products, and makes technical recommendations, as needed, for changes in the supported technical architecture.

Education	Years Experience
Non-Degree	8
Bachelor's Degree	5
Master's Degree	3

3. Project Manager

Minimum/General Experience: Minimums per table below of operations, engineering, or related experience with three years of experience in large-scale systems in integration, design, development and/or operations. Demonstrated ability in managing projects similar in scope and complexity to the project requirement. Requires competence and

experience in human resource management, problem solving, and quality assurance techniques. Also requires excellent communication skills, both written and verbal.

Functional Responsibility: Responsible for coordinating, defining, staffing, and managing one or multiple projects. The Project Manager works across the business – Strategic Direction, Requirements Analysis, Relationship Management, Quality Assurance and Testing, Systems Analyst, Systems Integration and Development, and Technical Writing teams to ensure the delivery of a high quality solution. Primary technical point of contact with Program Manager and various technical personnel on project. Develops project schedules, coordinates project status meetings, and manages resources in all phases of systems development lifecycle. Works with the project business owner to oversee delivery performance, ensure delivery quality and report schedule, cost, and execution performance.

Education	Years Experience
Non-Degree	8
Bachelor's Degree	5
Master's Degree	3

4. Technical Architect

Minimum/General Experience: Minimums per table below of integration, systems analysis, operations, or programming experience, including four years in the areas of developing systems requirements and design specifications; experience in project management/task leader positions in development or implementation.

Functional Responsibility: Applies, as appropriate, activity and data modeling, transaction/workflow analysis, internal control and risk analysis and modern business methods, and performance measurement techniques. Provides technical direction to personnel performing systems analysis and system/subsystem development and operations tasks. Coordinates and performs logical and physical systems design. Reviews and prepares system documents and specifications. Prepares reports, studies, and documentation, delivers presentations, and participates in meetings.

Education	Years Experience
Non-Degree	10
Bachelor's Degree	8
Master's Degree	5

5. IT Specialist

Minimum/General Experience: Minimums per table below of experience in lifecycle system design, development, installation, integration, evaluation, enhancement, operations, maintenance, testing, or problem diagnosis/resolution. Also can direct policy documentation, communications, outreach, stakeholder management efforts related to system implementation and operations.

Functional Responsibility: Supports the project team in performing requirements analysis, design, development, installation, testing, operations, and maintenance for systems.

Education	Years Experience
Non-Degree	6

Bachelor's Degree	4
Master's Degree	2

6. Associate

Minimum/General Experience: Minimums per table below of experience in lifecycle system design, development, installation, integration, evaluation, enhancement, maintenance, testing, or problem diagnosis/ resolution. Also can support policy development, communications, outreach, stakeholder management efforts related to system implementation and operations.

Functional Responsibility: Supports the project team in performing requirements analysis, design, development, installation, testing, and maintenance systems. Also performs non-technical program tasks to support delivery performance, ensure delivery quality and report schedule, cost, and execution performance.

Education	Years Experience
Non-Degree	4
Bachelor's Degree	0
Master's Degree	0

7. Functional Subject Matter Expert

Minimum/General Experience: Minimums per table below of functional experience in the domain of engagement. Possesses requisite knowledge and expertise so recognized in the professional community that the Government is able to qualify the individual as an expert in the field. Demonstrates exceptional oral and written communication skills. Experience with policy development, communications, outreach, stakeholder management efforts related to system implementation and operations.

Functional Responsibility: Analyzes user needs to determine functional requirements. Performs functional analysis to identify required tasks and their interrelationships. Identifies resources required for each task. Supports the project team in developing business and functional requirements, conducting end-user analysis of system function, testing, and development of communications material.

Education	Years Experience
Non-Degree	15
Bachelor's Degree	10
Master's Degree	8

8. Sr. Principal Consultant

Minimum/General Experience: Minimums per table below of experience in the domain of engagement. Demonstrates very strong oral and written communication skills. Experience with policy, business process re-engineering, strategic consulting, alignment of IT and functional requirements, development, communications, outreach, stakeholder management efforts related to system implementation and operations.

Functional Responsibility: Analyzes user needs to determine functional requirements. Provides policy, business process re-engineering, strategic consulting, alignment of IT and functional requirements, development, communications, outreach, stakeholder management efforts related to system implementation and operations.

Education	Years Experience
Non-Degree	15
Bachelor's Degree	10
Master's Degree	8

ANAKAM, INC.

SIN 132-51 INFORMATION TECHNOLOGY PROFESSIONAL SERVICES PRICE LIST

No.	Labor Category Name	2007	2008	2009	2010	2011	SIN
1	Program Manager	166.32	173.80	181.63	189.80	198.34	132-51
2	Senior IT Specialist	135.43	141.52	147.89	154.55	161.50	132-51
3	Project Manager	155.23	162.22	169.52	177.14	185.11	132-51
4	Technical Architect	150.06	156.81	163.87	171.24	178.95	132-51
5	IT Specialist	120.80	126.24	131.92	137.85	144.06	132-51
6	Associate	91.24	95.35	99.64	104.12	108.81	132-51
7	Functional Subject Matter Expert	190.38	198.95	207.90	217.26	227.03	132-51
8	Sr. Principal Consultant	182.40	190.61	199.19	208.15	217.52	132-51