Fiscal 2013 Rate Card

Skill Set	EdgeRock Standard Rates	MIT Discounted Rates	Additional Discount 10%	Additional Discount 7%
SAP				
Technical Architect Tier 1	$120	$110	$99	n/a
Technical Architect Tier 2	$155	$145	$131	n/a
Technical Architect Tier 3	$180	$170	$153	n/a
Functional Configuration Tier 1	$120	$110	$99	n/a
Functional Configuration Tier 2	$155	$145	$131	n/a
Functional Configuration Tier 3	$180	$170	$153	n/a
NetWeaver Architect Tier 1	$120	$110	$99	n/a
NetWeaver Architect Tier 2	$155	$145	$131	n/a
NetWeaver Architect Tier 3	$180	$170	$153	n/a
NetWeaver Developer Tier 1	$120	$110	$99	n/a
NetWeaver Developer Tier 2	$140	$130	$117	n/a
NetWeaver Developer Tier 3	$165	$145	$131	n/a
ABAP Tier 1	$100	$90	$81	n/a
ABAP Tier 2	$135	$125	$113	n/a
ABAP Tier 3	$155	$145	$131	n/a
ABAP / Web Dynpro Tier 1	$120	$110	$99	n/a
ABAP / Web Dynpro Tier 2	$155	$145	$131	n/a
ABAP / Web Dynpro Tier 3	$180	$170	$153	n/a
Reporting Architect Tier 1	$115	$105	$95	n/a
Reporting Architect Tier 2	$155	$145	$131	n/a
Reporting Architect Tier 3	$180	$170	$153	n/a

Fiscal 2013 Rate Card

Skill Set	EdgeRock Standard Rates	MIT Discounted Rates	Additional Discount 10%	Additional Discount 7%
SAP (cont)				
BASIS / Netweaver Tier 1	$100	$90	$81	n/a
BASIS / Netweaver Tier 2	$135	$125	$113	n/a
BASIS / Netweaver Tier 3	$155	$145	$131	n/a
Portal Expert Tier 1	$115	$105	$95	n/a
Portal Expert Tier 2	$155	$145	$131	n/a
Portal Expert Tier 3	$180	$170	$153	n/a
Solutions Architect Tier 1	$115	$105	$95	n/a
Solutions Architect Tier 2	$155	$145	$131	n/a
Solutions Architect Tier 3	$180	$170	$153	n/a

Fiscal 2013 Rate Card

Skill Set	EdgeRock Standard Rates	MIT Discounted Rates	Additional Discount 10%	Additional Discount 7%
Business Intelligence				
BI Cognos Architect Tier 1	$115	$105	$95	n/a
BI Cognos Architect Tier 2	$140	$130	$117	n/a
BI Cognos Architect Tier 3	$180	$170	$153	n/a
BI Cognos Developer Tier 1	$110	$100	$90	n/a
BI Cognos Developer Tier 2	$135	$125	$113	n/a
BI Cognos Developer Tier 3	$155	$145	$131	n/a
Analysis & Design				
Business System Analyst Tier 1	$100	$90	$81	$75
Business System Analyst Tier 2	$135	$125	$113	$105
Business System Analyst Tier 3	$150	$140	$126	$117
Requirements Analyst Tier 1	$100	$90	$81	$75
Requirements Analyst Tier 2	$135	$125	$113	$105
Requirements Analyst Tier 3	$150	$140	$126	$117
Quality Assurance				
QA Specialist Tier 1	$85	$75	$68	$63
QA Specialist Tier 2	$115	$105	$95	$88
QA Specialist Tier 3	$135	$125	$113	$105
SAP/QA Specialist Tier 1	$110	$100	$90	n/a
SAP/QA Specialist Tier 2	$135	$125	$113	n/a
SAP/QA Specialist Tier 3	$155	$145	$131	n/a

Fiscal 2013 Rate Card

Skill Set	EdgeRock Standard Rates	MIT Discounted Rates	Additional Discount 10%	Additional Discount 7%
Project Management				
Program Management Tier 1	$110	$100	$90	$84
Program Management Tier 2	$155	$145	$131	$122
Program Management Tier 3	$180	$170	$153	$142
Project Management Tier 1	$100	$90	$81	$75
Project Management Tier 2	$135	$125	$113	$105
Project Management Tier 3	$160	$150	$135	$125
Software Development				
Java Stack Tier 1	$90	$80	$72	$67
Java Stack Tier 2	$120	$110	$99	$92
Java Stack Tier 3	$135	$125	$113	$105
Oracle Development Tier I	$90	$80	$72	$67
Oracle Development Tier 2	$120	$110	$99	$92
Oracle Development Tier 3	$135	$125	$113	$105
Open Source Tier 1	$90	$80	$72	$67
Open Source Tier 2	$120	$110	$99	$92
Open Source Tier 3	$135	$125	$113	$105

Fiscal 2013 Rate Card

Skill Set	EdgeRock Standard Rates	MIT Discounted Rates	Additional Discount 10%	Additional Discount 7%
Database				
Oracle DBA Tier 1	$90	$80	$72	$67
Oracle DBA Tier 2	$135	$125	$113	$105
Oracle DBA Tier 3	$150	$140	$126	$117
SQL Server DBA Tier 1	$95	$85	$77	$72
SQL Server DBA Tier 2	$135	$125	$113	$105
SQL Server DBA Tier 3	$150	$140	$126	$117
Data Management				
Data Architect Tier 1	$110	$100	$90	$84
Data Architect Tier 2	$155	$145	$131	$122
Data Architect Tier 3	$180	$170	$153	$142
Data Developer Tier 1	$90	$80	$72	$67
Data Developer Tier 2	$125	$115	$104	$97
Data Developer Tier 3	$140	$130	$117	$109
Training				
Training Lead Tier 1	$100	$90	$81	$75
Training Lead Tier 2	$130	$120	$108	$100
Training Lead Tier 3	$150	$140	$126	$117

Tier 1 = 0 - 3 years experience in that particular skill function
Tier 2 = 4 - 7 years experience in that particular skill function
Tier 3 = 8+ years experience in that particular skill function