

# Commercial Catalog & Pricelist

Effective Date: January 1, 2019



## TABLE OF CONTENTS

<b>Table of Contents .....</b>	<b>2</b>
<b>Introduction to Edaptive Computing, Inc., .....</b>	<b>3</b>
<i>Corporate History &amp; Purpose .....</i>	3
<i>Principal Officers and Directors .....</i>	3
<i>Principal Places for Conducting Business .....</i>	3
<b>Summary of Edaptive Computing, Inc., Services and/or Products .....</b>	<b>4</b>
<i>Professional Services .....</i>	4
<i>Third-Party Services, Materials and Equipment .....</i>	4
<b>Purchase and Payment Terms .....</b>	<b>5</b>
<i>Professional Services .....</i>	5
<i>Third-Party Services, Materials and Equipment .....</i>	5
<b>Commercial Warranty .....</b>	<b>6</b>
<i>Professional Services .....</i>	6
<i>Third-Party Services, Materials and Equipment .....</i>	6
<b>Description of Items .....</b>	<b>7</b>
<i>Professional Services .....</i>	7
<i>Development Labor Categories .....</i>	8
<i>Leadership Labor Categories .....</i>	14
<i>Subject Matter Expert Labor Categories .....</i>	19
<b>Pricelists .....</b>	<b>23</b>
<i>Professional Services .....</i>	23
<i>Third-Party Services, Materials and Equipment .....</i>	23

## Introduction to Edaptive Computing, Inc.,

### **Corporate History & Purpose**

Edaptive Computing, Inc., founded in 1997, operates as a corporation under the laws of the State of Ohio. Edaptive Computing, Inc. (ECI) enables customers to develop, verify and sustain complex, reliable and secure systems and networks. With ECI's innovative approaches and software products, developers can improve complex system designs, shorten development times and reduce life-cycle costs. ECI is seeking customers that want to implement innovative new solutions for managing the design, development and sustainment processes for complex systems and for ensuring system reliability and security. ECI sells services on a contract fee basis (hourly rates) or on a project basis. ECI sells time-based licenses to our software products.

### **Principal Officers and Directors**

The Officers of the corporation are:

<u>Office or Title</u>	<u>Name</u>	<u>Phone Number</u>	<u>E-mail address</u>
CEO	Anju Chawla	937 433-0477	<a href="mailto:a.chawla@Edaptive.com">a.chawla@Edaptive.com</a>
President:	Dr. Praveen Chawla	937 433-0477	<a href="mailto:p.chawla@Edaptive.com">p.chawla@Edaptive.com</a>

### **Authorized Agents and/or Representatives**

Dr. Praveen Chawla, President	937 433-0477	<a href="mailto:p.chawla@Edaptive.com">p.chawla@Edaptive.com</a>
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### **Principal Places for Conducting Business**

#### **Corporate Headquarters:**

Edaptive Computing, Inc.  
1245-G Lyons Rd  
Dayton, OH 45458

**Voice Number:** 937 433-0477

**Fax Number:** 937 433-7366

**Website Address:** <http://www.Edaptive.com>

**Sales Contact E-Mail:** [p.chawla@Edaptive.com](mailto:p.chawla@Edaptive.com)

## **Summary of Edaptive Computing, Inc., Services and/or Products**

### ***Professional Services***

Edaptive Computing, Inc. provides services for commercial and government organizations. These services are principally in support of design, development and sustainment of software and hardware systems and networks.

### ***Third-Party Services, Materials and Equipment***

Edaptive offers third-party services, materials and equipment as needed to provide a complete solution set for projects that require outside resources. Edaptive provides these items at purchase cost, plus a standard handling fee, under Time & Materials engagements, and as a part of the total contract price under fixed price contracts.

## **Purchase and Payment Terms**

Edaptive Computing, Inc. accepts corporate purchase orders as well as formal contracts for rendering of services and/or product delivery, subject to credit approval by the Edaptive Computing, Inc., credit department. Blanket Purchase Agreements or other expedient means for acquiring Edaptive Computing, Inc., services and products may be negotiated on an individual case basis.

In general, payment is due upon completion of services or product delivery and acceptance. For services rendered over an extended period (more than one month), payment will be due no less frequently than monthly, with anticipated invoicing on a bi-weekly schedule, upon completion of services for the preceding period. Different invoicing and payment terms may be negotiated for recurring purchases, or under formal contracts, or for purchases of large quantities.

### ***Professional Services***

Professional services can be rendered on a labor hour (hourly) basis or as the primary component of a fixed price services engagement with defined deliverable items (e.g., studies and analyses, custom software programs or hardware design, documentation). When delivered on an hourly basis, professional services shall be ordered by labor category line item, as described in the section entitled “Description of Items.” When professional services are ordered as a part of a fixed price effort, the labor categories and rates shall be used to determine the basis of estimate (if practicable) and for making interim payments.

### ***Third-Party Services, Materials and Equipment***

Edaptive provides third party services, materials, and equipment at cost plus a standard handling fee under Time & Materials engagements, and as a part of the total contract price under fixed price contracts. These items are typically invoiced when received by Edaptive as part of the project effort.

## **Commercial Warranty**

### ***Professional Services***

Edaptive warrants that its services shall be rendered in accordance with the service description and performed by qualified individuals possessing the requisite skills and experience of the respective labor category descriptions found herein.

### ***Third-Party Services, Materials and Equipment***

Edaptive provides the standard commercial warranty for third-party services or manufacturer's warranty for all materials and equipment. Edaptive requires all third-party service providers to deliver services that comply with its own professional service standards, whenever offering third-party services.

## Description of Items

### **Professional Services**

Edaptive performs the services using individuals qualified in a subject matter or development specialty or application of a technology/product or leadership skills. Edaptive makes the distinction between **Developers, Leadership/Managers, and Subject Matter Experts** in its services descriptions. The following professional services labor categories reflect this distinction, and provide descriptions for development, leadership, support, and subject matter specialists. In our skill descriptions, if a person possesses a degree higher than minimum required then additional education may substitute for experience using the formula: Additional years of education multiplied by 1.5 plus the years of experience equals experience required to qualify for that skill. For example, PD-III requires 12 years of experience and a Masters Degree. Someone with 8 years of work experience and a PhD degree, would qualify. Formula: (3 years x 1.5) plus 8 equals 12.5 years of experience, which is more than 12 years required. Further, Edaptive management reserves the right to waive degree requirement in lieu of experience or training. In addition, if the individual exhibits required skills and knowledge required for a labor category, Edaptive management may waive requirements for degree and/or experience.

## **Development Labor Categories**

**Job/Category Title:** Associate Developer I

**Job Code:** AD-I

**Minimum/General Experience:**

One (1) year of technical experience, combined with the degree requirements, applied to design and development of routine design and development techniques for non-complex computer systems. Requires experience in basic application of products or methods. Requires experience as a contributor of a development team.

**Functional Responsibility:**

Duties include participation in the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews. Works under direct supervision with specific instructions.

**Minimum Education:** HS plus one (1) year of technical training in Computer Science, Engineering or Equivalent discipline.

**Education and Experience Substitutions:** An Associate's degree may be substituted for two (2) years of the education/experience requirements. Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title:** Associate Developer II

**Job Code:** AD-II

**Minimum/General Experience:**

Two (2) years of technical experience, combined with the degree requirements, applied to design and development of routine design and development techniques for non-complex computer systems.

Requires experience in basic application of products or methods. Requires experience as a contributor of a development team.

**Functional Responsibility:**

Duties include participation in the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews. Perform basic research. Works under direct supervision with some specific instructions.

**Minimum Education:** HS plus one (1) year of technical training in Computer Science, Engineering or Equivalent discipline.

**Education and Experience Substitutions:** An Associate's degree may be substituted for two (2) years of the education/experience requirements. Technical Training may be substituted for



experience on a one for one basis.

**Job/Category Title:** Developer I

**Job Code:** D-I

**Minimum/General Experience:**

Two (2) years of technical experience, combined with the degree requirements, applied to design and development of design and development techniques for complex computer systems. Requires some advanced skill in application of products or methods. Requires experience as a member of a development team.

**Functional Responsibility:**

Duties include participation in the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform basic research. Works under general supervision with few specific instructions.

**Minimum Education:** Associate's Degree or equivalent technical training in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Bachelor's degree may be substituted for two (2) years of experience. Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title:** Developer II

**Job Code:** D-II

**Minimum/General Experience:**

Two (2) years of technical experience, combined with the degree requirements, applied to design and development of design and development techniques for complex computer systems. Requires some advanced skill in application of products or methods and has developed a specialization. Requires experience as a key member of a development team.

**Functional Responsibility:**

Duties include participation in the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform research. Works under general supervision with general guidance. Provide technical content for proposals.

**Minimum Education:** Bachelor's Degree or equivalent technical training in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Master's Degree may be substituted for

three (3) years of experience. Technical Training may be substituted for experience on a one for one basis

**Job/Category Title:** Developer III

**Job Code:** D-III

**Minimum/General Experience:**

Four (4) years of technical experience, combined with the degree requirements, applied to design and development of design and development techniques for very complex computer systems. Requires skill in application of products or methods and has developed a specialization. Requires experience as a key member of a development team.

**Functional Responsibility:**

Duties include participation in the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform research. Works under general supervision with general guidance. Provide technical content for proposals.

**Minimum Education:** Bachelor's Degree or equivalent technical training in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Master's Degree may be substituted for three (3) years of experience. A Doctorate may substitute for seven and half (7.5) years of experience. Technical Training may be substituted for experience on a one for one basis

**Job/Category Title:** Senior Developer I

**Job Code:** SD-I

**Minimum/General Experience:**

Six (6) years of technical experience, combined with the degree requirements, applied to design and development of advanced design and development techniques for very complex computer systems. Requires proficiency in application of advanced products or methods. Requires experience as senior member of a development team.

**Functional Responsibility:**

Duties include participation in and oversight of the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform advanced research. Works under broad supervision towards short-term goals. May assign, coordinate and review the work of other developers. Write technical inputs for proposals.

**Minimum Education:** Bachelor's Degree in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Master's Degree may be substituted for three (3) years of experience. A Doctorate may substitute for seven and half (7.5) years of experience. Technical Training may be substituted for experience on a one for one basis

**Job/Category Title:** Senior Developer II

**Job Code:** SD-II

**Minimum/General Experience:**

Eight (8) years of technical experience, combined with the degree requirements, applied to design and development of advanced design and development techniques for very complex computer systems. Requires proficiency in application of advanced products or methods. Requires experience as senior member of a design and development team.

**Functional Responsibility:**

Duties include participation in and oversight of the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform advanced research. Works under broad supervision towards long-term goals. May assign, coordinate and review the work of other developers. Create & submit proposals to create new opportunities.

**Minimum Education:** Bachelor's Degree in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Master's Degree may be substituted for three (3) years of experience. A Doctorate may substitute for seven and half (7.5) years of experience. Technical Training may be substituted for experience on a one for one basis

**Job/Category Title:** Principal Developer I

**Job Code:** PD-I

**Minimum/General Experience:**

Ten (10) years of technical experience, combined with the degree requirements, applied to design and development of advanced design and development techniques for extremely complex computer systems. Requires expertise in application of advanced products or methods. Requires experience in leading and directing a large and complex design and development teams.

**Functional Responsibility:**

Duties include participation in and oversight of the project software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform advanced research. Works independently towards general objectives. Assigns, coordinates, and reviews the work of other developers. Blend existing products to create new opportunities.

**Minimum Education:** Bachelor's Degree in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Master's Degree may be substituted for three (3) years of experience. A Doctorate may substitute for seven and half (7.5) years of experience. Technical Training may be substituted for experience on a one for one basis

**Job/Category Title:** Principal Developer II

**Job Code:** PD-II

**Minimum/General Experience:**

Twelve (12) years of technical experience, combined with the degree requirements, applied to design and development of advanced design and development techniques for extremely complex computer systems. Requires expertise in application of advanced products or methods. Requires experience in leading and directing a large and complex design and development teams. Requires experience in the development of business strategies and in the identification and development of business opportunities. Recognized a premier technical expert in area of specialty.

**Functional Responsibility:**

Duties include oversight of entire software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform advanced research. Assigns, coordinates, and reviews the work of other senior developers. Works independently towards general objectives. Blend existing products to create new opportunities.

**Minimum Education:** Bachelor's Degree in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Master's Degree may substitute for three (3) years of experience. A Doctorate may substitute for seven and half (7.5) years of experience. Technical Training may be substituted for experience on a one for one basis

**Job/Category Title:** Principal Developer III

**Job Code:** PD-III

**Minimum/General Experience:**

Twelve (12) years of technical experience, combined with the degree requirements, applied to design and development of advanced design and development techniques for extremely complex computer systems. Requires expertise in cross-utilization of advanced products or methods. Requires experience in leading and directing a large and complex design and development teams. Requires experience in the development of business strategies and in the identification and development of business opportunities. Recognized a premier technical expert in area of specialty.

**Functional Responsibility:**

Duties include oversight of entire software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform advanced research. Assigns, coordinates, and reviews the work of other senior developers. Works independently towards broad company objectives. Blend existing products to create new opportunities.

**Minimum Education:** Master's Degree in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A Doctorate may substitute for four and half (4.5) years of experience. A second Bachelor's or Master's in a technically related field may be substituted for experience on a case by case basis.

**Job/Category Title:** Principal Developer IV

**Job Code:** PD-IV

**Minimum/General Experience:**

Twelve (12) years of technical experience, combined with the degree requirements, applied to design and development of advanced design and development techniques for extremely complex computer systems. Requires expertise in cross-utilization of advanced products or methods. Requires experience in leading and directing a large and complex development teams. Requires experience in the development of business strategies and in the identification and development of business opportunities. Recognized as a premier technical leader in a specialty design area relating to information technology.

**Functional Responsibility:**

Duties include oversight of entire software or hardware life cycle including requirements analysis, design, development, test planning, testing, peer reviews, iteration artifacts and address and resolve QA compliance issues. Perform advanced research. Assigns, coordinates, and reviews the work of other senior developers. Works independently towards broad company objectives. Blend existing products to create new opportunities.

**Minimum Education:** Doctorate in Computer Science, Engineering or Equivalent discipline

**Education and Experience Substitutions:** A second Bachelor's or Master's in a technically related field may be substituted for experience on a case by case basis.

## **Leadership Labor Categories**

### **Job/Category Title: Associate Project Manager**

**Job Code:** APM

**Minimum/General Experience:** Participation on a project team in addition to degree requirement. Functional familiarity with project management disciplines and knowledge of project management and planning principles.

**Functional Responsibility:** Supports the Project Manager. Provides logistical support for project-related meetings - agenda, minutes, timelines, task list, etc. Maintains and monitors key project deliverables (issue log, risk matrix, project status reports, presentations, etc.) and monitors project deliverables. Applies understanding of roles and responsibilities of all project team members to coordinate problem resolution as needed. Obtains and assembles status of activities, issues, risk mitigation actions, etc. from project team members; tracks completion. Tracks and reports on open issues, risks, and risk mitigation actions. Escalates items open beyond target date to Project Manager.

This position generally has medium demands for management duties and responsibilities.

**Minimum Education:** Associate Degree in a business or related technical field.

**Education and Experience Substitutions:** None

### **Job/Category Title: Project Manager Analyst**

**Job Code:** PMA

**Minimum/General Experience:** 1+ years of project management experience in addition to degree requirement (or equivalency). Working knowledge of project management disciplines and project team dynamics.

**Functional Responsibility:** Elicits clear scope and requirements; manages scope changes, communication, issues and risks, and organizational changes to meet project objectives. Organizational implementation: works with Project Manager and technical lead to coordinate implementation, testing, training, and support. Interfaces with the customer as directed by the Project Manager. Monitors project financial performance to maintain the quality of services, deliverables, and content, within proposed budget. Evaluates progress and reports to relevant stakeholders, in terms of quality, financial, and performance metrics.

This position generally has high demands for managerial duties and responsibilities.

**Minimum Education:** Bachelor Degree in a business or related technical field.

**Education and Experience Substitutions:**

1. Associate Degree in business or related technical field and PMP certification in lieu of Bachelor degree.
2. Associate Degree in business or related technical field and 5+ years of experience in a project management related position.
3. Master's Degree in a business or technology related field and 1-2 years of experience in project management related endeavors.

**Job/Category Title: Project Manager**

**Job Code:** PM

**Minimum/General Experience:** 3 or more years of project leadership experience combined with a degree requirement (or equivalency). Strong knowledge of project management disciplines and project team dynamics. Successfully managed projects; as project manager, effectively influenced others to desired outcomes.

**Functional Responsibility:** Elicits clear scope and requirements; manages scope change, communication, issues and risks, and organizational change to meet project objectives. Organizational implementation: works with technical lead and customer to coordinate implementation, testing, training and support. Monitors project financial performance and schedule to maintain the quality of services, deliverables, and content, within proposed budget. Evaluates progress and reports to relevant stakeholders, in terms of quality, financial, and performance metrics. Mentors and trains Associate Project Managers and Project Manager Analyst.

Acts as the primary interface to the customer (may act under the Senior Project Manager's direction). Establishes relationships with the customer to identify follow-up work. Identifies, and works with, ECI Business Development team members to pursue opportunities.

This position generally has high demands for managerial duties and responsibilities.

**Minimum Education:** Bachelor Degree in a business or related technical field.

- Education and Experience Substitutions:**
1. Master's degree in business or technical related field and at least 1 year of experience in a project leadership position.
  2. Associate Degree in a business or technical related field, current PMP certification, and at least 6 years of project leadership experience.

**Job/Category Title: Senior Project Manager**

**Job Code:** SPM

**Minimum/General Experience:** 5+ years of project leadership experience - including 3 years leading complex projects. Strong knowledge of project management disciplines and project

team dynamics. Successfully managed projects; as project manager, effectively influenced others to desired outcomes. Knowledge of organizational change management methodologies and principles.

**Functional Responsibility:** Elicits clear scope and requirements; manages scope change, communication, issues and risks, and organizational change to meet project objectives. Organizational implementation: works with technical lead and customer to coordinate implementation, testing, training, and support. Monitors project financial performance and schedule to maintain the quality of services, deliverables, and content, within proposed budget. Evaluates progress and reports to relevant stakeholders, in terms of quality, financial, and performance metrics. Develops extensive project management controls to track project execution. Mentors and trains Associate Project Managers, Project Manager Analyst, and Project Managers.

Acts as the primary interface to the customer (may act under the Program Manger's direction). Establishes relationships with the customer to identify follow-up work. Works with the customer to identify additional pain points that fall with ECI's area of expertise. Identifies, and works with, ECI Business Development team members to pursue opportunities.

This position generally has high demands for managerial duties and responsibilities.

**Minimum Education:** Master's degree in business or related technical field.

**Education and Experience Substitutions:** Bachelor degree in business or related technical field and at least 10 years of experience in a project leadership position.

**Job/Category Title: Program Manager**

**Job Code:** PGM

**Minimum/General Experience:** 10 years of program leadership experience with a minimum of 5 years of experience managing complex projects and 2 years as the primary lead for tasks essential for the successful operation of the company's technical functions. The Program Manager must acquire and apply knowledge of software or hardware development processes and/or system development in an organization seeking to attain increasing levels of process maturity. Effective communication, team leadership skills and the ability to interact effectively with customers and work independently is required.

**Functional Responsibility:** Leads, directs, and manages day-to-day activities of the project management and technical staff for one or more projects. Ensures proper scope/requirements elicitation and manages scope change, communication, issues and risks, and organizational change to meet project objectives. Works with executive management to develop detailed statement of work documents and deliverable schedules to be included in subcontracting agreements. Monitors project financial performance and schedule to maintain the quality of services, deliverables and content within proposed budget. Evaluates progress and reports to relevant stakeholders, in terms of quality, financial, and performance metrics. Develops



extensive project management controls for tracking project execution. Provides leadership for the project team including team building, coaching and training. Serves as the company's primary point of contact with existing customers for the purpose of maintaining effective client relationships and fostering growth of new business. Supports activities including business development and proposal writing responsibilities and membership on proposal review teams. Participates in customer and prospective customer meetings with the knowledge of and the ability to represent company capabilities is required. Updates job knowledge through: educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations.

Acts as the primary interface to the customer (may act under the Senior Program Manger's direction). Establishes relationships with the customer to identify follow-up work. Works with the customer to identify additional pain points that fall with ECI's area of expertise. Identifies, and works with, ECI Business Development team members to pursue opportunities. Supports the Business Development team in identifying new customer domains to be exploited. Keeps up to date on the trends, needs, and pain points of their customers.

This position generally has high demands for managerial duties and responsibilities

**Minimum Education:** Master's Degree in Business, Computer Science, Engineering or equivalent discipline.

**Education and Experience Substitutions:** A Doctorate may substitute for four and half (4.5) years' experience. Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title: Senior Program Manager**

**Job Code:** SPGM

**Minimum/General Experience:** 15+ years of program leadership experience - including leadership of complex programs for a minimum of 8 years and additional 5 years as program manager while supporting strategic objectives. Strong knowledge of program management disciplines and project team dynamics. Successfully managed programs; as program manager effectively influenced others to desired outcomes. Knowledge of organizational change management methodologies and principles. Comprehensive knowledge of business areas, products, strategies, and goals. Five or more years of experience managing multiple concurrent programs.

**Functional Responsibility:** Accomplishes human resource objectives: recruits, selects, orients, trains, assigns, schedules, and coaches employees; communicates job expectations; plans, monitors, appraises, and reviews job contributions; plans and reviews compensation actions; enforces policies and procedures. Achieves operational objectives: contributes information and recommendations to strategic plans and reviews; prepares and completes action plans; implements production, productivity, quality, and customer-service standards; resolves problems; completes audits; identifies trends; determines system improvements; implements

change. Meets financial objectives: forecasts requirements; preparing an annual budget; scheduling expenditures; analyzing variances; initiating corrective actions. Updates job knowledge by participating in educational opportunities; reading professional publications; maintaining personal networks; participating in professional organizations. Enhances department and organization reputation by accepting ownership for accomplishing new and different requests; exploring opportunities to add value to job accomplishments.

Acts as the primary interface to the customer's senior management. Establishes relationships with the customer senior management to identify follow-up work opportunities. Supports the Business Development team in identifying strategies for reaching new customer domains. Keeps up to date on the trends, needs, and pain points of the business communities.

**Minimum Education:** Master's degree in business or related technical field.

**Education and Experience Substitutions:** A Doctorate may substitute for four and half (4.5) years' experience. Technical Training may be substituted for experience on a one for one basis.

## **Subject Matter Expert Labor Categories**

**Job/Category Title:** Subject Matter Expert I

**Job Code:** SME-I

**Minimum/General Experience:** Eleven (11) years of technical experience, which applies to a technical or business discipline with relevance to information technology. Requires competence in the relevant discipline and requires knowledge of how the subject matter relates to or affects advanced information technologies.

**Functional Responsibility:** Advises researchers and designers in the business, economic or social context of the targeted information technology, advises regarding marketing and/or distribution approaches, conducts feasibility studies for launching new product innovations. Capable of independently advising and/or guiding project activities within the subject matter area.

**Minimum Education:** Bachelors Degree in Computer Science, Engineering or Equivalent discipline.

**Education and Experience Substitutions:** A Doctorate may substitute for seven and half (7.5) years of experience. A Masters degree may be substituted for three (3) additional years of experience.

**Job/Category Title:** Subject Matter Expert II

**Job Code:** SME-II

**Minimum/General Experience:** Fourteen (14) years of technical experience, which applies to a technical or business discipline with relevance to information technology. Requires competence in the relevant discipline and requires knowledge of how the subject matter relates to or affects advanced information technologies.

**Functional Responsibility:** Advises researchers and designers in the business, economic or social context of the targeted information technology, advises regarding marketing and/or distribution approaches, conducts feasibility studies for launching new product innovations. Capable of independently advising and/or guiding project activities within the subject matter area.

**Minimum Education:** Bachelors Degree in Computer Science, Engineering or Equivalent discipline.

**Education and Experience Substitutions:** A Doctorate may substitute for seven and half (7.5) years experience. A Masters degree may be substituted for three (3) years of experience.

**Job/Category Title:** Subject Matter Expert III

**Job Code:** SME-III

**Minimum/General Experience:** Fifteen (15) years of technical experience, which applies to a technical or business discipline with relevance to information technology. Requires competence in the relevant discipline and requires knowledge of how the subject matter relates to or affects advanced information technologies.

**Functional Responsibility:** Advises researchers and designers in the business, economic or social context of the targeted information technology. Also advises regarding marketing and/or distribution approaches, conducts feasibility studies for launching new product innovations. Capable of independently advising and/or guiding project activities within the subject matter area.

**Minimum Education:** Masters Degree in Computer Science, Engineering or Equivalent discipline.

**Education and Experience Substitutions:** A Doctorate may substitute for four and half (4.5) years of experience. A second Bachelors in a technically related field may be substituted for experience on a case by case basis.

**Job/Category Title:** Subject Matter Expert IV

**Job Code:** SME-IV

**Minimum/General Experience:** Fifteen (15) years of technical experience, which applies to a technical or business discipline with relevance to information technology. Requires competence in the relevant discipline and requires knowledge of how the subject matter relates to or affects advanced information technologies.

**Functional Responsibility:** Advises researchers and designers in the business, economic or social context of the targeted information technology. Also advises regarding marketing and/or distribution approaches, conducts feasibility studies for launching new product innovations. Capable of independently advising and/or guiding project activities within the subject matter area.

**Minimum Education:** PhD in Computer Science, Engineering or Equivalent discipline.

**Education and Experience Substitutions:** A second Bachelors in a technically related field may be substituted for experience on a case by case basis.

**Job/Category Title:** Associate Technical Writer

**Job Code:** ATW

**Minimum/General Experience:** 2 years of technical writing

**Functional Responsibility:** Responsible for creating, reviewing and editing various types of technical documentation, references, manuals, reports, proposals, etc.

**Minimum Education:** Associate's degree in Business or Related Discipline

**Education and Experience Substitutions:** A Bachelor's degree may substitute for two (2) years of experience. Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title: Technical Writer**

**Job Code:** TW

**Minimum/General Experience:** 5 years of technical writing

**Functional Responsibility:** Responsible for creating, reviewing and editing various types of technical documentation, references, manuals, reports, proposals, etc. Responsible for supporting the training program at Edaptive Computing Inc.

**Minimum Education:** Bachelor's in Business or Related Discipline

**Education and Experience Substitutions:** Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title: Senior Technical Writer**

**Job Code:** STW

**Minimum/General Experience:** 10 years of technical writing

**Functional Responsibility:** Responsible for creating, reviewing and editing various types of technical documentation, references, manuals, reports, proposals, etc. Responsible for supporting the training program at Edaptive Computing Inc. Provides guidance and mentorship to other employees to improve writing skills.

**Minimum Education:** Bachelor's in Business or Related Discipline

**Education and Experience Substitutions:** Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title: Software/Process Quality Assurance Engineer**

**Job Code:** SQA

**Minimum/General Experience:** 3 years in software quality assurance

**Functional Responsibility:** Responsible for ensuring software and management processes are followed; Audits projects against organizational policies and procedures; Develops and manages training; Knowledgeable in CMMI principles

**Minimum Education:** Bachelor's in a technical field.

**Education and Experience Substitutions:** Technical Training may be substituted for experience on a one for one basis.

**Job/Category Title: Senior Software/Process Quality Assurance Engineer**

**Job Code: SSQA**

**Minimum/General Experience:** 10 years in software quality assurance

**Functional Responsibility:** Responsible for ensuring software and management processes are followed; Audits projects against organizational policies and procedures; Develops and manages training; Knowledgeable in CMMI principles

**Minimum Education:** Bachelor's in Computer Related Discipline

**Education and Experience Substitutions:** Technical Training may be substituted for experience on a one for one basis.

## Pricelists

### Professional Services

Job/Category Title	Job Code	Catalog Rate (hourly)
Associate Developer I	AD-I	\$45.00
Associate Developer II	AD-II	\$60.00
Developer I	D-I	\$65.00
Developer II	D-II	\$75.00
Developer III	D-III	\$80.00
Senior Developer I	SD-I	\$95.00
Senior Developer II	SD-II	\$105.00
Principal Developer I	PD-I	\$120.00
Principal Developer II	PD-II	\$145.00
Principal Developer III	PD-III	\$175.00
Principal Developer IV	PD-IV	\$240.00
Associate Project Manager	APM	\$50.00
Project Manager Analyst	PMA	\$70.00
Project Manager	PM	\$90.00
Senior Project Manager	SPM	\$120.00
Program Manager	PGM	\$150.00
Senior Program Manager	SPGM	\$175.00
Subject Matter Expert I	SME-I	\$150.00
Subject Matter Expert II	SME-II	\$180.00
Subject Matter Expert III	SME-III	\$210.00
Subject Matter Expert IV	SME-IV	\$240.00
Associate Technical Writer	ATW	\$45.00
Technical Writer	TW	\$60.00
Senior Technical Writer	STW	\$90.00
Software/Process Quality Assurance Engineer	SQA	\$110.00
Senior Software/Process Quality Assurance Engineer	SSQA	\$140.00

### Software Product Licenses

ECI sells time-based licenses to its software products. Please see our website for additional product information. Please contact ECI to obtain license pricing information.

### Third-Party Services, Materials and Equipment

Edaptive applies a General and Administrative expense to all third-party services (including travel), materials and equipment for transaction values of \$15,000 or less. The current rate of G&A will be applied at the time of ordering. Edaptive applies a material handling (MH) charge for items that incur a transaction cost greater than \$15,000. This MH charge shall be disclosed at the time of ordering.