

Appendix D #5 Contractor Pricing

I. Contractor Pricing:

Industrial Staffing Services, Inc.

LOT 1 REGION 5 Primary

JOB TITLE	PAY RATE	MARKUP %	BILL RATE	OVERTIME MARKUP %	OVERTIME BILL RATE	PAYROLL ONLY MARKUP %
Bookkeeping, Accounting, and Auditing Clerks	\$13.94	25.66%	\$17.52	21.00%	\$25.30	16.00%
Computer Operators	\$18.30	25.66%	\$23.00	21.00%	\$33.21	16.00%
Computer Support Specialists	\$17.32	25.66%	\$21.76	21.00%	\$31.44	16.00%
Data Entry and Word Processing	\$10.02	25.66%	\$12.59	21.00%	\$18.19	16.00%
Dispatchers - Police, Fire, and Ambulance	\$15.12	25.66%	\$19.00	21.00%	\$27.44	16.00%
Executive Secretaries and Administrative Assistants	\$15.12	25.66%	\$19.00	21.00%	\$27.44	16.00%
Executive Secretaries and Administrative Assistants Bi-Lingual Spanish/English	\$15.12	25.66%	\$19.00	21.00%	\$27.44	16.00%
File Clerks	\$10.02	25.66%	\$12.59	21.00%	\$18.19	16.00%
Food Preparation Workers	\$10.13	25.66%	\$12.73	21.00%	\$18.39	16.00%
Freight, Stock, and Material Movers, Hand	\$12.03	25.66%	\$15.12	21.00%	\$21.83	16.00%
Legal Secretaries	\$15.53	25.66%	\$19.51	21.00%	\$28.19	16.00%
Mail Clerks, Except Mail Machine Operators and Postal Service	\$10.35	25.66%	\$13.01	21.00%	\$18.79	16.00%
Medical Secretaries	\$15.53	25.66%	\$19.51	21.00%	\$28.19	16.00%
Personnel Recruiter	\$15.12	25.66%	\$19.00	21.00%	\$27.44	16.00%
Public Relations Manager/Public Information Officer	\$19.89	25.66%	\$24.99	21.00%	\$36.10	16.00%
Receptionists/Secretaries, Except Legal, Medical, and Executive	\$11.56	25.66%	\$14.53	21.00%	\$20.98	16.00%
Stock Clerks, Stockroom, Warehouse, or Storage Yard	\$11.14	25.66%	\$14.00	21.00%	\$20.22	16.00%
Switchboard Operators, Including Answering Service	\$12.73	25.66%	\$16.00	21.00%	\$23.10	16.00%

LOT 4 REGION 7 Tertiary

JOB TITLE	PAY RATE	MARKUP %	BILL RATE	OVERTIME MARKUP %	OVERTIME BILL RATE	PAYROLL ONLY MARKUP %
Accountant 1	\$18.30	28.66%	\$23.54	21.00%	\$33.21	17.00%
Accountant 2	\$22.28	28.66%	\$28.67	21.00%	\$40.44	17.00%
Auditors	\$18.30	28.66%	\$23.54	21.00%	\$33.21	17.00%
Statistical Assistants	\$12.73	28.66%	\$16.38	21.00%	\$23.10	17.00%

LOT 11 REGION 1 Secondary

JOB TITLE	MARKUP %	BILL RATE	OVERTIME MARKUP %	ESTIMATED OVERTIME BILL RATE ASSUMING OVERTIME WAGE = PREVAILING WAGE X 1.5. ACTUAL PREVAILING OVERTIME WAGES VARY BY LOCATION	PAYROLL ONLY MARKUP %
Asbestos Removal Worker	150.00%	\$89.88	150.00%	\$134.81	150.00%
Boiler Makers	37.39%	\$65.01	21.00%	\$85.89	18.00%
Carpenters	37.39%	\$62.29	21.00%	\$82.29	19.00%
Electrician	37.39%	\$67.32	21.00%	\$88.94	19.00%
Laborers	37.39%	\$51.49	21.00%	\$68.03	19.00%
Masons	37.39%	\$70.07	21.00%	\$92.57	19.00%
Painter	37.39%	\$52.21	21.00%	\$68.97	19.00%
Plumber	37.39%	\$70.60	21.00%	\$93.27	19.00%
Roofer	150.00%	\$93.75	150.00%	\$140.63	150.00%
Sheet-Metal Worker	37.39%	\$66.15	21.00%	\$87.39	19.00%
Welder	37.39%	\$70.60	21.00%	\$93.27	18.00%

LOT 11 REGION 4 Tertiary

JOB TITLE	MARKUP %	BILL RATE	OVERTIME MARKUP %	ESTIMATED OVERTIME BILL RATE ASSUMING OVERTIME WAGE = PREVAILING WAGE X 1.5. ACTUAL PREVAILING OVERTIME WAGES VARY BY LOCATION	PAYROLL ONLY MARKUP %
Asbestos Removal Worker	150.00%	\$89.88	150.00%	\$134.81	150.00%
Boiler Makers	37.39%	\$65.01	21.00%	\$85.89	18.00%
Carpenters	37.39%	\$62.29	21.00%	\$82.29	19.00%
Electrician	37.39%	\$67.32	21.00%	\$88.94	19.00%
Laborers	37.39%	\$51.49	21.00%	\$68.03	19.00%
Masons	37.39%	\$70.07	21.00%	\$92.57	19.00%
Painter	37.39%	\$52.21	21.00%	\$68.97	19.00%
Plumber	37.39%	\$70.60	21.00%	\$93.27	19.00%
Roofer	150.00%	\$93.75	150.00%	\$140.63	150.00%
Sheet-Metal Worker	37.39%	\$66.15	21.00%	\$87.39	19.00%
Welder	37.39%	\$70.60	21.00%	\$93.27	18.00%

LOT 11 REGION 7 Tertiary

JOB TITLE	MARKUP %	BILL RATE	OVERTIME MARKUP %	ESTIMATED OVERTIME BILL RATE ASSUMING OVERTIME WAGE = PREVAILING WAGE X 1.5. ACTUAL PREVAILING OVERTIME WAGES VARY BY LOCATION	PAYROLL ONLY MARKUP %
Asbestos Removal Worker	150.00%	\$89.88	150.00%	\$134.81	150.00%
Boiler Makers	37.39%	\$65.01	21.00%	\$85.89	18.00%
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Masons	37.39%	\$70.07	21.00%	\$92.57	19.00%
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Plumber	37.39%	\$70.60	21.00%	\$93.27	19.00%
Roofer	150.00%	\$93.75	150.00%	\$140.63	150.00%
Sheet-Metal Worker	37.39%	\$66.15	21.00%	\$87.39	19.00%
Welder	37.39%	\$70.60	21.00%	\$93.27	18.00%

II. Contractor Additional Discounts:

VOLUME DISCOUNT - HOURLY POSITIONS	
TOTAL SPEND RANGE	% DISCOUNT FROM TOTAL BILLED
0 - \$5.0 Million	0.00%
> \$5.0 - \$7.5 Million	0.25%
> \$7.5 - \$10.0 Million	0.50%
> \$10.0 Million	0.75%

PROMPT PAYMENT DISCOUNT	
DAYS FROM DELIVERY OR RECEIPT OF VOUCHER	% DISCOUNT FROM TOTAL INVOICE
15	1.00%
30	0.25%

TENURE DISCOUNT - HOURLY POSITIONS	
MINIMUM TENURE (IN MONTHS)	% DISCOUNT FROM MARKUP
6	0.50%
9	0.75%
12	1.00%
24	2.00%

III. Background Check Fees:

STANDARD INITIAL CHECKS	
TYPE OF BACKGROUND CHECK	FEE PER BACKGROUND CHECK
NATIONAL CRIMINAL BACKGROUND CHECK	\$ 7.00
STATE & COUNTY CRIMINAL HISTORY	\$ 14.00
SEXUAL OFFENDER REGISTRY QUERY	\$ 5.00
EMPLOYMENT VERIFICATION	\$ 15.00
EDUCATIONAL BACKGROUND VERIFICATION	\$ 12.00
SOCIAL SECURITY NUMBER VERIFICATION	\$ 4.50
DEPARTMENT OF MOTOR VEHICLES CHECK	\$ 2.50
TOTAL	\$ 60.00