ProWorks Corporation Commercial Price List for Information Technology Consulting Services

September 2018

ProWorks offers a full stack of information technology consulting services related to web projects and support. Our prices are intended to provide our customers with competitive options and excellent value.

Available Consulting Services

The table below identifies and describes the services offered by ProWorks.

Service and Level	Role and Responsibility
Technical Director	Leads all web and software development activities. Manages internal development processes, best practices and quality standards. Manages development team assignments, hiring and mentoring.
Umbraco CMS Architect	Responsible for creating system architectures consistent with Umbraco best practices and standards, that supports the present and future requirements for the design, business and data layers.
Web Developer IIII	Performs senior level web and .NET based development tasks. Contributes to managing the development team and quality standards for a project.
Web Developer III	Performs senior level web and .NET based development tasks. Contributes to managing the development team and quality standards for a project.
Web Developer II	Performs web and .NET based development tasks based on architecture and direction from higher level staff.
Web Developer I	Performs web and .NET based development tasks based on architecture and direction from higher level staff.
Web Designer II	Performs design and web interface development tasks. Contributes to managing the design team and quality standards for a project.
Web Designer I	Performs design and web interface development tasks based on direction from higher level staff.
IT Project Manager II	Serves as the client point of contact. Manages the creation of IT project plans and the administrative aspects of the IT project. Manages client communication and relationship.
IT Project Manager I	Serves as the client point of contact.

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IT Requirements Analyst	Manages the collection, validation, definition and documentation of client requirements to support the creation of IT project plans and development tasks.
Quality Assurance Analyst	Manages and performs quality assurance and usability testing as part of the development process. Creates test plans and test cases. Executes the testing, documents and reports the results. Works with developers to resolve issues found in testing.

Pricing

ProWorks' pricing is based on a tiered structure. Customers are assigned to a price tier based on the criteria described in the table below. Price tiers are assigned by ProWorks. Tier 1 represents ProWorks' "best price".

Customer Price Tier	Qualifying Criteria
Tier 1	Annual retainer agreement of at least 75 hours per month or based on total project value and requirements
Tier 2	Minimum three-month retainer agreement of at least 50 hours or based on total project value and requirements
Tier 3	Standard consulting price available to all customers

Retainer agreements are service agreements with a predefined minimum number of consulting hours purchased each month for the term of the agreement. ProWorks offers retainer agreements starting at 25 hours per month for a 3 month term.

The table below identifies the individual prices for ProWorks' services according to price tier.

2018 – 2019 Prices			
	Hourly Billing Rates		
Consultant Position/Level	Tier 1	Tier 2	Tier 3
Technical Director	$194.25	$217.56	$242.81
Umbraco CMS Architect	$178.50	$199.92	$223.13
Web Developer IIII	$136.50	$152.88	$170.63
Web Developer III	$120.75	$135.24	$150.94
Web Developer II	$105.00	$117.60	$131.25
Web Developer I	$89.25	$99.96	$111.56
Web Designer II	$105.00	$117.60	$131.25
Web Designer I	$89.25	$99.96	$111.56
Project Manager II	$115.50	$129.36	$144.38
Project Manager I	$99.75	$111.72	$124.69
Requirements Analyst	$115.50	$129.36	$144.38
Quality Assurance Analyst	$52.50	$58.80	$65.63

Customer Option for Simplified Blended Billing Rate

Our customers may choose to use a single blended price rate that is applied to all services. Customers choosing this option enjoy simplified cost estimations, time/cost tracking and invoicing. The table below identifies the blended billing rate offered according to price tier.

The blended billing rate is a weighted combination of all the individual service prices. The weight of each service price is described in the table below.

	Tier 1	Tier 2	Tier 3
Blended Rate	$105.00	$115.00	$130.00

Alternative blended rates may be negotiated with ProWorks to better satisfy more specialized task or project needs. For example, a project team consisting only of Technical Director and Web Developer III staff would have a higher blended billing rate than the standard blended billing rate. All blended billing rates will be based on the individual service rates represented above.

Frequently Asked Questions

Question: What price tier is my business in?

Answer: Price tier 3 is available to all customers. ProWorks will confirm if tier 2 or tier 1 are available to you. We encourage you to ask us how those tiers can be made available to you.

Question: How are your prices determined?

Answer: Our prices are intended to be competitive within our market, fair for the value we provide, and support long-term mutually beneficial relationships with our customers. We are very fortunate that these pricing values have allowed ProWorks to be successful for over 30 years.

Question: How is the simplified blended rate determined?

Answer: The blended rate is a calculated based on a weighted average of all the service prices. The weights are determined by ProWorks based on how much each service contributes to our typical project.

Question: Can I choose exactly what services I want? Can I choose the lowest (or highest) service levels to do all of my work?

Answer: Of course, you have the option to select services. Some services may or may not be appropriate for your scope of work. ProWorks is happy to work with you to determine the best fit.

Question: I don't see a particular service. Does that mean you don't offer it?

Answer: Not necessarily. These services encompass a wide range of web related services. We encourage you to ask us about any particular needs you have and we can help you determine the best fit.

Question: Did ProWorks' prices increase?

Answer: Yes, in September of 2018 the ProWorks prices increased by 5% for all services and tiers. This price sheet reflects those price increases.