

BILL RICHARDSON
NEW MEXICO GOVERNOR

ARTURO L. JARAMILLO
CABINET SECRETARY

MICHAEL C. VINYARD
STATE PURCHASING AGENT
STATE PURCHASING DIVISION



NEW MEXICO
GENERAL SERVICES DEPARTMENT

ADMINISTRATIVE SERVICES DIVISION
(505) 827-0600
BUILDING SERVICES DIVISION
(505) 827-2349
COMMUNICATIONS DIVISION
(505) 827-0680
INFORMATION SYSTEMS DIVISION
(505) 827-2001
PROPERTY CONTROL DIVISION
(505) 827-2141
PURCHASING DIVISION
(505) 827-0472
RISK MANAGEMENT DIVISION
(505) 827-0442
TRANSPORTATION SERVICES DIVISION
(505) 476-1902

July 9, 2007

RE: Request for Proposals (RFP) #70-000-00-04024 Contract Award

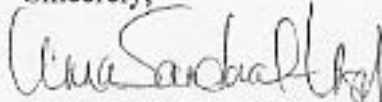
Dear Offerors,

This letter is to advise you that on July 6, 2007, contracts were awarded as a result of the referenced procurement.

The protest period shall begin tomorrow, Tuesday July 10, 2007 and end as of the close of business on Wednesday, July 25, 2007. The procurement file is now available for your review. Please contact Mr. Ross Boom at the State Purchasing Division to schedule an appointment, if you wish to review the procurement file.

On behalf of the State Purchasing Division, the Evaluation Committee, and the Department of Information Technology we want to express our appreciation for the time and effort you and your staff have taken for submitting for the proposed service(s).

Sincerely,


Anna Sandoval-Vigil
Procurement Manager


Michael C. Vinyard
State Purchasing Agent

cc: Procurement File

**STATE OF NEW MEXICO
PRICE AGREEMENT
71-000-00-H4024**

For

INFORMATION TECHNOLOGY SERVICES

THIS PRICE AGREEMENT is made and entered into by and between the State Purchasing Agent (SPA) on behalf of the State of New Mexico and Blue Jay Enterprises (Contractor).

IT IS MUTUALLY AGREED BETWEEN THE PARTIES:

1. Definitions

- a. "Additional Technical Services" refers to the Offerors list of additional technical service(s) including service description, level of experience, and hourly rate(s) based on the Offerors proposal (attached) which may be awarded.
- b. "Agreement Administrator" means the individual appointed by the SPA to administer the Price Agreement.
- c. "CIO" means Chief Information Officer for the State of New Mexico
- d. "OCIO" means the Office of the Chief Information Officer
- e. OCIO IT Professional Services Contract refers to the binding agreement between the Procuring Agency and the Contractor for services to be provided in accordance with the Contractors Price Agreement. (Refer to Appendix C)
- f. "Procuring Agency" means an agency of the executive, legislative or judicial branches of New Mexico state government as well as local public bodies including cities, counties, public schools and institutions of higher education.
- g. "Hourly Rate" means the proposed fully-loaded hourly rates must include travel, per diem, fringe benefits and any overhead costs for contractor personnel, as well as subcontractor personnel if appropriate.
- h. "Project Manager" means the individual assigned by the Procuring Agency to manage the project and administer the Purchase Order.
- i. "Information Technology Service Categories" means the IT service offerings proposed by the Offeror based on the defined IT service categories defined in the RFP.

j "Services" refers to Information Technology Services as defined in the request for proposals document. This agreement specifically prohibits Procuring Agency acquisition items of tangible personal property including any type of hardware or licensed software, voice or data communications transport services or services outside of the definition.

k. "Information Technology Service Categories" means the IT service offerings that can be provided by the Offeror as follows:

Category 5 IT ARCHITECT SERVICES

Typical services include data/process modeling, prototyping, conceptual design, detailed design, systems architecture, COTS integration design, specifications development, database design, and security design defining enterprise-wide architectures, planning for or directing large-scale integration efforts, and setting technology environment standards and guidelines.

Category 17 SYSTEM ADMINISTRATION SERVICES

Typical IT services include planning, configuration and programming services in support of OS and utility installation for operating systems to include but not limited to Windows, Solaris, HP/UX, AIX, and Linux open-source variants. Includes planning and configuration in support of DMZs, file servers, application servers, and database servers, configuration of services to allow only used services, disabling all un-needed services, both new installations and upgrading of existing platforms for stability and to insure appropriate security patches and procedures have been applied. Also includes services in support of computer storage devices such as storage area networks (SAN).

Category 23 TECHNICAL WRITER/DOCUMENTATION SERVICES

Typical services include technical writer and documentation services include writing end-user or system documentation for technical products in various media including written, documentation for proprietary applications, online help projects, as well as HTML-based projects.

Category 27 OTHER IT SYSTEM SERVICES

Offeror must meet all of the following criteria to propose services for this category: an IT service not listed within the IT Service Categories of this RFP; and not on an existing price agreement that has been renewed in the last 12 months (reference Appendix G attached for description).

2. Scope of Work

a. The scope of work shall be limited to the Information Technology Services Category(ies), awarded in this Price Agreement as provided in Section 3b. There is no guarantee as to any specific dollar amount which will be contracted by the individual Procuring Agencies or the State as a whole. Services will be performed only as specified in an executed Procuring Agency professional services contract.

b. Services procured by a State Government Procuring Agency must use the Professional Services Contract. The services contracted by a State Government Procuring Agency may range from one to 365 days and may not exceed \$200,000. All services will be performed under the direction of a Procuring Agency Project Manager.

c. Incorporation by Reference and Precedence - In addition, each Professional Services Contract will become a part of this Price Agreement. In the event of any conflict among these documents, the following order of precedence shall apply:

- 1) The completed Professional Services Contract;
- 2) The terms and conditions of this document;
- 3) The request for proposals document

d. This is not an exclusive Price Agreement, procuring state agencies may obtain services from other sources during the Price Agreement term. The SPA makes no expressed or implied warranties whatsoever that any particular number of contracts will be issued or that any particular quantity or dollar amount of services will be procured.

3. Payment Provisions

All payments under this Price Agreement are subject to the following provisions:

a. Acceptance - In accordance with Section 13-1-158 NMSA 1978, procuring agency shall determine if the services provided meet OCIO IT Professional Services Contract specifications contained therein. No payment shall be made for any service until the services have been accepted in writing by the Procuring Agency. Unless otherwise agreed upon between Procuring Agency and the Contractor, within fifteen (15) days from the date the Procuring Agency receives written notice from the Contractor that payment is requested for services, the Procuring Agency's Project Manager shall issue a written certification of complete or partial acceptance or rejection of the services.

b. Compensation - The approved maximum "Hourly" rates to be paid for services rendered as proposed for the awarded category. If additional technical services are proposed for the awarded category, the hourly rate(s) for those services included in the Offerors proposal and apply only for those categories for which the Offeror was selected for Price Agreement award.

IT SERVICE CATEGORY	MAXIMUM HOURLY RATE (\$)
5 IT Architect Services	86.00
17 System Administration Services	86.00
23 Technical Writer/Documentation Services	46.00

27 Other IT System Services-Grant Writing (Grant Writing & E-Rate Consulting)	117.00
---	--------

c. Payment of Invoice - Payment shall be made based on the negotiated OCIO IT Professional Services Contract or no more frequently than monthly upon the receipt and acceptance of a detailed certified Statement of Account. Payment will be made to the Contractor's designated mailing address.

d. Payment of Taxes - The Contractor shall be reimbursed by the Procuring Agency for applicable New Mexico gross receipts taxes or local option taxes for services rendered. Such taxes must be itemized separately on the invoice.

The payment of taxes for any money received under this Price Agreement shall be the Contractor's sole responsibility and shall be reported under the Contractor's Federal and State tax identification number(s).

e. Invoices - Invoices shall be submitted to the Procuring Agency's Project Manager.

f. Facilities and Equipment - The Procuring Agency shall provide contractor personnel with reasonable office work space and facilities including access to a local telephone service, copy machine usage and office supplies. The contractor shall provide contractor personnel with any required personal computer equipment and software and shall reimburse the procuring agencies for all long distance telephone calls charged to the Procuring Agency.

4. Term

The initial term of this Price Agreement shall be June 22, 2007 or as soon as possible thereafter, through May 31, 2008.

The SPA may extend the initial term of the Price Agreement for up to three (3) additional one-year terms, or any portion thereof, by giving the Contractor a written offer to renew the agreement at least thirty (30) days prior to the expiration of the then-current term. Service rates for the first additional one-year term, if exercised, shall remain unchanged from the initial term. For the second and third one-year terms, if exercised, any proposed increase in the maximum rates for each authorized service shall not exceed the lower of the increase in the published Consumer Price Index during the previous agreement term or the percentage increase in the Contractor's published consultant rates.

Except as noted elsewhere in this paragraph, the SPA expects all terms and conditions of this Price Agreement to apply to any option terms exercised. No changes to terms and conditions shall be effective unless reduced to written amendment in accordance with Paragraph 15 of this Price Agreement.

5. Termination

This Price Agreement may be terminated by either party upon written notice delivered to the other party at least thirty (30) days prior to the intended date of termination. By such termination, neither party may nullify obligations already incurred for performance or failure to perform prior to the date of termination. The Procuring Agency may terminate an OCIO IT Professional Services Contract upon written notice to the Contractor ten (10) days prior to the intended date of termination.

6. Status of Contractor

The Contractor and its agents and employees are independent contractors performing professional services for procuring agencies and are not employees of the State of New Mexico. The Contractor and its agents and employees shall not accrue leave, retirement, insurance, bonding, use of state vehicles, or any other benefits afforded to employees of the State of New Mexico as a result of this Price Agreement.

7. Assignment

The Contractor shall not assign or transfer any interest in this Price Agreement or any subsequent OCIO IT Professional Services Contract or assign any claims for money due or to become due under this Price Agreement or any subsequent OCIO IT Professional Services Contract without the prior written approval of the SPA.

8. Subcontracting

The use of subcontractors must be clearly explained in the Procuring Agency OCIO IT Professional Services Contract and subcontractors must be identified by name. Substitution or addition of subcontractors must be requested in writing and approved by the Procuring Agency and SPA prior to the change. The prime contractor shall be wholly responsible for the entire performance whether or not subcontractors are used.

9. Records and Audit

During the term of this agreement and for three years thereafter, the contractor shall maintain detailed records pertaining to the services rendered and products delivered. These records shall be subject to inspection by the Procuring Agency, the OCIO, the Department of Finance and Administration, the State Auditor and appropriate federal authorities. The Procuring Agency shall have the right to audit billings both before and after payment. Payment under this agreement shall not foreclose the right of the Procuring Agency to recover excessive or illegal payments.

10. Appropriations

The terms of this Price Agreement and any OCIO IT Professional Services Contracts are contingent upon sufficient appropriations and authorization being made by the

Legislature of New Mexico or other appropriate governing bodies for performance pursuant to this Price Agreement. Notwithstanding any language to the contrary in this Price Agreement or in any Purchase Order or other document, a Procuring Agency may terminate its obligation under an OCIO IT Professional Services Contract, or any extension thereof, if sufficient appropriations and authorization are not made by the Legislature or other appropriate governing body to pay amounts due. The Procuring Agency's decision as to whether sufficient appropriations are available shall be accepted by the Contractor and shall be final and binding. However, Procuring Agencies agree not to use insufficient appropriations as a means of terminating an OCIO IT Professional Services Contract in order to acquire functionally equivalent services from a third party.

11. Release

The Contractor, upon final payment of the amount due under an OCIO IT Professional Services Contract, releases the State of New Mexico, its agencies and public employees, from all liabilities, claims and obligations whatsoever arising from or under this Price Agreement. The Contractor agrees not to purport to bind the State of New Mexico to any obligation not assumed herein by the State of New Mexico, unless the Contractor has express written authority to do so, and then only within the strict limits of that authority.

12. Confidentiality

Any confidential information provided to or developed by the Contractor in the performance of OCIO IT Professional Services Contracts under this Price Agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of Procuring Agency.

13. Product of Services: Copyright

All materials developed or acquired by the Contractor under this Price Agreement shall become the property of the State of New Mexico. Nothing produced, in whole or in part, by the Contractor under this Price Agreement shall be the subject of an application for copyright by or on behalf of the Contractor. The original and one copy of all materials, work papers, design documents, or other documents produced by the Contractor shall be indexed and placed in appropriately labeled binders and delivered to the Procuring Agency's Project Manager at the conclusion of an OCIO IT Professional Services Contract.

14. Conflict of Interest

The Contractor warrants that it presently has no interest and shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance of services required under this Price Agreement.

15. Amendment

This Price Agreement shall not be altered, changed or amended except by instrument in writing executed by the parties hereto.

16. Approval of Contractor Personnel

Personnel proposed in the Contractor's written proposal to the Procuring Agency are considered material to any work performed under this Price Agreement.

a. Once an OCIO IT Professional Services Contract has been issued, no changes of personnel will be made by the Contractor without prior written consent of the Procuring Agency. Replacement of any Contractor personnel, if approved, shall be with personnel of equal ability, experience and qualifications. The Contractor will be responsible for any expenses incurred in familiarizing the replacement personnel to insure their being productive to the project immediately upon receiving assignments. Approval of replacement personnel shall not be unreasonably withheld.

b. The SPA reserves the right to require a change in contract representatives, if the assigned representatives are not, in the opinion of the SPA, serving the needs of the State of New Mexico adequately.

c. The Procuring Agency shall retain the right to request the removal of any of the Contractor's personnel at any time.

17. Notice

The Procurement Code, Sections 13-1-28 through 13-1-199 NMSA 1978, imposes civil and misdemeanor criminal penalties for its violation. In addition, the New Mexico criminal statutes impose felony penalties for bribes, gratuities and kickbacks.

18. Equal Opportunity Compliance

The Contractor agrees to abide by all Federal and State laws, rules and regulations, and executive orders of the Governor of the State of New Mexico, pertaining to equal employment opportunity. In accordance with all such laws, rules and regulations, and executive orders of the Governor, the Contractor agrees to assure that no person in the United States shall, on the grounds of race, color, religion, national origin, sex, sexual preference, age or handicap, be excluded from employment with or participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity performed under this Price Agreement. If the Contractor is found to be not in compliance with these requirements during the life of this Price Agreement, Contractor agrees to take appropriate steps to correct these deficiencies.

19. Indemnification

The Contractor shall hold the State of New Mexico and its agencies and employees harmless and shall indemnify the State of New Mexico and its agencies and employees against any and all claims, suits, actions, liabilities and costs of any kind, including attorney's fees for personal injury or damage to property arising from the acts or omissions of the contractor, its agents, officers or employees. Contractor shall not be liable for damages that are the result of negligence by the State of New Mexico, the Participating agency, or its employees.

20. Applicable Law

The Price Agreement and any subsequent OCIO IT Professional Services Contracts shall be governed by the laws of the State of New Mexico.

21. Limitation of Liability

The Contractor's liability to the SPA or a Procuring Agency for any cause whatsoever shall be limited to the purchase price paid to the Contractor for services that are the subject of SPA's or the Procuring Agency's claim. The foregoing limitation does not apply to Paragraph 20 of this Price Agreement or to damages resulting from personal injury caused by the contractor's negligence. In no event shall the contractor be liable for any indirect, special or consequential damages arising out of this Agreement or the use of the products purchased by the Procuring Agency hereunder.

22. Agreement Administrator

The OCIO in collaboration with the SPA shall appoint an agreement administrator whose duties shall include, but not be limited to, the following:

- a. Attempt to facilitate dispute resolution between the Contractor and procuring agencies. Unresolved disputes shall be presented to the SPA for resolution.
- b. Review and recommend approval or disapproval of all requested changes to the Contractor's Additional Technical Services (Appendix F) under the State Price Agreement.
- c. Advise the OCIO and SPA regarding the Contractor's performance under the terms and conditions of the State Price Agreement.
- d. Review and accept quarterly utilization reports.

23. Work Site

Work to be performed at a site other than Santa Fe will be negotiated with the individual agency in their agreement for services under the OCIO IT Professional Services Contract..

24. Survival

The agreement paragraphs titled Patent, Copyright, Trademark and Trade Secret Indemnification, Indemnification, and Limitation of Liability shall survive the expiration of this Price Agreement. Any unexpired OCIO IT Professional Services Contract entered into under the terms and conditions of this agreement shall survive this agreement.

25. Notification

Any party may give written notice to the other party in accordance with the terms of this paragraph. Any written notice required or permitted to be given hereunder shall be deemed to have been given on the date of delivery if delivered by personal service or hand delivery or three (3) business days after being mailed.

To SPA: State Purchasing Agent
Purchasing Division
Joseph M. Montoya State Building, Room 2016
1100 St. Francis Drive
Santa Fe, New Mexico 87505

To Contractor:

Either party may change its representative or address above by written notice to the other in accordance with the terms of this Paragraph. The carrier for mail delivery and notices shall be the agent of the sender.

26. Succession

This Price Agreement shall extend to and be binding upon the successors and assigns of the parties.

27. Workers Compensation

The Contractor agrees to comply with the state laws and rules pertaining to workers' compensation insurance coverage for its employees. If the Contractor fails to comply with the Workers' Compensation Act and applicable rules when required to do so, the contract may be canceled effective immediately.

28. Administration Reporting

a. The contractor agrees to provide periodic price agreement utilization reports to the agreement administrator in accordance with the following schedule:

<u>Period End</u>	<u>Report Due</u>
June 30	July 31
September 30	October 31
December 31	January 31
March 31	April 30

b. The periodic report shall include the gross revenues for the period subtotaled by Procuring Agency name. If no revenue was generated for the period, a report shall be filed stating that fact.

c. The failure to file the utilization reports on a timely basis shall constitute grounds for suspension of the Price Agreement or termination of the Price Agreement for cause.

29. Company Information

Contractor's company and staff must be headquartered in the United States. Contractor agrees to notify State Purchasing and OCIO change in address of company headquarters. A written notice within 30 days must be submitted.

30. Enforcement of Agreement

A party's failure to require strict performance of any provision of this agreement shall not waive or diminish that party's right thereafter to demand strict compliance with that or any other provision. No waiver by a party of any of its rights under this agreement shall be effective unless express and in writing, and no effective waiver by a party of any of its rights shall be effective to waive any other rights.

31. Impracticality of Performance

A party shall be excused from performance under this agreement for any period that the party is prevented from performing as a result of an act of God, strike, war, civil disturbance, epidemic, or court order, provided that the party has prudently and promptly acted to take any and all steps that are within the party's control to ensure performance. Subject to this provision, such non-performance shall not be deemed a default or a ground for termination.

32. Invalid Term or Condition

If any term or condition of this agreement shall be held invalid or unenforceable, the remainder of this agreement shall not be affected and shall be valid and enforceable.

33. Patent, Copyright, Trademark and Trade Secret Indemnification

a. The contractor shall defend, at its own expense, the State and its agencies against any claim that any product or service provided under this agreement infringes any patent, copyright or trademark in the United States or Puerto Rico, and shall pay all costs, damages and attorneys' fees that a court finally awards as a result of any such claim. In addition, if any third party obtains a judgment against a procuring agency based upon the contractor's trade secret infringement relating to any product or service provided under this agreement, the contractor agrees to reimburse the State for all costs, attorneys' fees and the amount of the judgment. To qualify for such defense and/or payment, the State shall:

- i. give the contractor prompt written notice of any claim;
- ii. allow the contractor to control the defense or settlement of the claim; and
- iii. cooperate with the contractor in a reasonable way to facilitate the defense or settlement of the claim.

b. If any product or service becomes, or in the contractor's opinion is likely to become the subject of a claim of infringement, the contractor shall at its option and expense:

- i. provide a procuring agency the right to continue using the product or service;
- ii. replace or modify the product or service so that it becomes non-infringing; or
- iii. accept the return of the product or service and refund an amount equal to the depreciated value of the returned product or service, less the unpaid portion of the purchase price and any other amounts which are due to the contractor. The contractor's obligation will be void as to any product or service modified by the procuring agency to the extent such modification is the cause of the claim.

34. Warranties

The contractor shall provide a procuring agency with the following warranties:

a. Published Specifications

The contractor warrants that all products provided under this agreement will perform in accordance with its published specifications.

b. Equipment

The contractor warrants that all equipment purchased under this agreement will be new and undamaged and will be free from defects in material and workmanship.

i. The warranty period shall be no less than the manufacturer's standard U.S. Warranty. The period begins on the date of acceptance.

ii. Unless otherwise agreed upon by the procuring agency, warranty service will be performed on site at no additional cost to the procuring agency if the product was sold with on-site maintenance service.

c. Software

The contractor warrants that all software media provided under this agreement will be new and undamaged and will be free from defects in material and workmanship. All warranties related to the operation of the software are granted solely by the publisher or manufacturer of the software in accordance with written provisions provided with the software.

D. Limitations of Warranty

The warranties provided in subparagraphs A, B and C above are limited warranties and do not apply to:

i. Conditions resulting from improper use of the software or operation of the equipment outside the specified environmental conditions, or

ii. Conditions resulting from causes external to the software after delivery, or

iii. Conditions resulting from modifications to software other than modifications performed by the contractor.

E. Service Warranty

The contractor warrants that service will be provided in a workmanlike manner by qualified technicians in accordance with the service description applicable at the time of the order. All repairs are warranted for at least ninety (90) days from date of repair.

F. Remedies

Subsequent to acceptance, the procuring agency shall notify the contractor if any products provided under this agreement are not in good working order during the warranty period. The contractor will, at its option, either repair or replace any products not in good working order without charge to the procuring agency.

G. Disclaimer of Warranties

The above warranties are exclusive warranties, and no other warranty express or implied, shall apply. THE CONTRACTOR SPECIFICALLY DISCLAIMS THE IMPLIED WARRANTIES OF MERCHANTABILITY AND FITNESS FOR A PARTICULAR PURPOSE.

H. Terms and Materials

The contractor agrees to provide to the procuring agency copies of all applicable manufacturer's warranty terms and registration materials.

35. Merger/Scope of Agreement

This agreement incorporates all of the agreements of the parties concerning the subject matter of this agreement, and all prior agreements have been merged into this agreement. No prior agreements, verbal or otherwise, of the parties or their agents shall be valid or enforceable unless embodied in this agreement.

IN WITNESS THEREOF, the parties have executed this Price Agreement as of the date of execution by the State Purchasing Agent, below.

STATE OF NEW MEXICO
STATE PURCHASING AGENT

CONTRACTOR

By: Michael R. F. Fu

By: [Signature]

DATE: 7/6/07

DATE: 6/22/07

This Agreement has been approved for compliance with the Information Technology Management Act.

State of New Mexico Chief Information Officer

BY: Roy Soto 7/6/07

The records of the Taxation and Revenue Department reflect that the Contractor is registered with the Taxation and Revenue Department of the State of New Mexico to pay gross receipts and compensating taxes.

TAXATION AND REVENUE DEPARTMENT

ID No.: 02-467041-00-1

By: [Signature]

Date: 7/3/07

This Agreement has been approved by the DFA Contracts Review Bureau:

By: [Signature]
DFA Contracts Review Bureau

Date: 7/6/07

APPENDIX G

OFFEROR RESPONSE "OTHER IT SYSTEM SERVICES" CATEGORY FORM

RFP#: 70-000-00-04024

CATEGORY#: 27

OTHER SERVICE NAME: Other IT System Services, Sub-Category Grant Writing and E-Rate Consulting
OFFEROR: Blue Jay Enterprises, Inc.

1. Service used by an Agency **NOTE: Per Amendment 1 to the RFP, this is no longer required.**

2. Service Name

Offeror must provide a service name for the proposed service. [4.3.2.1.6.2]

Blue Jay calls this category of services *Grant Writing and E-Rate Consulting*.

3. Service Description

Offeror must describe the proposed service. (100 words or less) [4.3.2.1.6.3]

Blue Jay works primarily with public sector IT clients, who almost by definition require creative and alternate funding strategies. That frequently equates to researching and applying for grants. E-Rate monies are just one avenue, and a complicated one. Blue Jay's seasoned professionals in all things grant related—including the E-Rate program—assist clients with researching, strategizing, applying for, administering, reporting on, and otherwise making effective use of alternate sources of funding. School systems and libraries in particular benefit from Blue Jay's E-Rate expertise because of the program's IT security and integration requirements.

4. Company Qualifications

Offeror must provide a description of "Why Offeror is qualified to provide this proposed service?" (100 words or less) [4.3.2.1.6.4]

Blue Jay is built upon the mind-set of strategic partnership, as opposed to in-and-out vendor relationships. We help clients incorporate technology to fit their business and help them meet their mission, goals, and objections. That often times includes helping clients evaluate and secure alternate funding sources. Blue Jay professionals know how to research, apply for, and administer grants (including the E-Rate program), so Blue Jay's clients can focus on leveraging IT, not trying to paying for it. Blue Jay has worked with New Mexico schools and libraries to analyze, secure, and apply E-Rate funding in support of their IT infrastructures.

APPENDIX F
OFFEROR RESPONSE ADDITIONAL TECHNICAL SERVICE FORM

RFP#: 70-000-00-04024
OFFEROR: Blue Jay Enterprises, Inc.
IT SERVICE CAT#17
IT SERVICE CATEGORY NAME: System Administration Services

Additional Job Classification Description	*Experience Level	Maximum Hourly Rate
<p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with mid level experience provide the same sorts of services as senior level professionals, but with some supervision and/or support; they might, in turn, occasionally supervise professionals with junior level experience. Mid level experienced professionals might work alone to some extent, and with little direction.</p>	Mid Level	80
<p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with junior level experience provide the same sorts of services as mid level and senior level professionals, but with direct supervision and support; they do not perform a supervisory role. Junior level experienced professionals work with very clear direction from higher-level professionals.</p>	Junior Level	68

*Experience Level =

Junior level is (between) 1 – 4 years; Mid level is (more than) 4 years (less than) 7 years; Senior level is (more than) 7 years

APPENDIX F
OFFEROR RESPONSE ADDITIONAL TECHNICAL SERVICE FORM

RFP#: 70-000-00-04024
OFFEROR: Blue Jay Enterprises, Inc.
IT SERVICE CAT#23
IT SERVICE CATEGORY NAME: Technical Writer/Documentation Services

Additional Job Classification Description	*Experience Level	Maximum Hourly Rate
<p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with mid level experience provide the same sorts of services as senior level professionals, but with some supervision and/or support; they might, in turn, occasionally supervise professionals with junior level experience. Mid level experienced professionals might work alone to some extent, and with little direction.</p> <p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with junior level experience provide the same sorts of services as mid level and senior level professionals, but with direct supervision and support; they do not perform a supervisory role. Junior level experienced professionals work with very clear direction from higher-level professionals.</p>	<p>Mid Level</p>	<p>\$45.00</p>
<p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with junior level experience provide the same sorts of services as mid level and senior level professionals, but with direct supervision and support; they do not perform a supervisory role. Junior level experienced professionals work with very clear direction from higher-level professionals.</p>	<p>Junior Level</p>	<p>\$37.00</p>

*Experience Level =

Junior level is (between) 1 – 4 years; Mid level is (more than) 4 years (less than) 7 years; Senior level is (more than) 7 years

APPENDIX F
OFFEROR RESPONSE ADDITIONAL TECHNICAL SERVICE FORM

RFP#: 70-000-00-04024
OFFEROR: Blue Jay Enterprises, Inc.
IT SERVICE CAT#27
IT SERVICE CATEGORY NAME: Other IT System Services, Sub-Category Grant Writing and E-Rate Consulting

Additional Job Classification Description	*Experience Level	Maximum Hourly Rate
<p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with mid level experience provide the same sorts of services as senior level professionals, but with some supervision and/or support; they might, in turn, occasionally supervise professionals with junior level experience. Mid level experienced professionals might work alone to some extent, and with little direction.</p>	Mid Level	\$95.00
<p>Blue Jay Enterprises provides superior IT professional services through levels of expertise designed to support clients' budget needs as much as their functional needs. Our Offeror Response Cost Form (Appendix D from the RFP) represents our GSA-like maximum hourly rates, for our most qualified staff members within this Category. We hereby merely offer hourly rates for other, additional experience levels—we advise against assigning a senior level professional to a task that can be more cost-effectively accomplished by a mid or junior level professional.</p> <p>Professionals with junior level experience provide the same sorts of services as mid level and senior level professionals, but with direct supervision and support; they do not perform a supervisory role. Junior level experienced professionals work with very clear direction from higher-level professionals.</p>	Junior Level	\$80.00

*Experience Level =

Junior level is (between) 1 – 4 years; Mid level is (more than) 4 years (less than) 7 years; Senior level is (more than) 7 years