



**State of Oklahoma
Office of Management and Enterprise
Services**

Awarded Supplier Information

Supplier Name: Northrop Grumman Systems Corp

Supplier ID#: 315091

Supplier Address: Address: 7575 Colshire Drive

City: Chantilly

State: VA

Zip Code: 22102

Primary Contact: Jeanette Frank

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Contract ID #: 0000000000000000000000004385

P/Card Accepted: ☐ Yes

☒ No

Other:

Job Titles Awarded: Project Manger 1-3, Project Lead 1-3, Business Analyst 1-3, Technical Writer 1-3, Programmer/Developer Analyst 1-3, Programmer/Developer 1-3, Software Test Analyst 1-3, System Analyst 1-3, HelpDesk 1-3, Technical Support 1-3, Enterprise Architect, Database Administrator 1-3, Data Warehouse Architect 1-3, Security Engineer, Security Analyst 1-2, Security Architect, Network Engineer 1-3, Network Administrator 1-3

State of Oklahoma

Office of Management and Enterprise Services

Central Purchasing

Information Services Division

Submitted to:

Jennifer McCaulla
Procurement Officer
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**Information Technology
Staff Augmentation
Services**

Price/Cost Volume

**Solicitation
0900000196**

Submitted by:



**Northrop Grumman
Systems Corporation, Inc.**

James W. Arndell
C/O Jeanette Frank
7575 Colshire Drive
McLean, Virginia 22102

October 1, 2015

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Section 1

Section 2

1.0 Introduction [RFO Reference - E.13.1]

Northrop Grumman has over 20 years of experience providing a wide range of IT services to the State of Oklahoma.

On behalf of Northrop Grumman Systems Corporation acting through its Information Systems Sector, Health Division hereinafter referred to as Northrop Grumman, we are pleased to present our response to the referenced solicitation with the Oklahoma Office of Management and Enterprise Services (OMES) to supply staff augmentation for seven disciplines listed in the Request for Offer (RFO).

The Northrop Grumman Advantage

- Solid understanding of the technical environments and business processes used by Oklahoma agencies
- Extensive corporate experience providing staff augmentation services in support of mission critical government systems
- The capability to reach back to corporate technical, business, and management resources to support Oklahoma IT projects

Northrop Grumman is well positioned to meet the requirements defined in this solicitation and to respond to future Statement of Work solicitations with highly competitive rates and staff that fully meet the specific services requested by the State. We offer the Office of Management and Enterprise Services (OMES), Information Services Division (ISD) the right mix of relevant technical expertise and management commitment to meet the requirements that will be defined by agencies in future Statements of Work. Northrop Grumman has built a solid reputation on its culture of excellence and integrity, and on its keen understanding of customer requirements, needs, and resources. This customer-focused culture extends from the highest levels of our management down to the individual IT contributors assigned to each contract engagement.

The State of Oklahoma requires an information technology (IT) partner experienced and well-versed with the technology platforms and business requirements of Oklahoma agencies. Northrop Grumman is that partner. A Fortune 500 company operating in all 50 states and in 26 countries, Northrop Grumman is a leader in the development and application of systems engineering, systems integration, information systems, and software development products and services.

Northrop Grumman has successfully integrated hundreds of complex systems for federal, state, and local agencies. Recognized as one of the leading systems integrators and IT solutions provider to the federal, state, and local government markets, Northrop Grumman is fully committed to serving the needs of the public sector.

Our core project competencies encompass strategic planning, architecture definition, application design and development, systems engineering, data curation and analytics, genomics, testing, network design and installation, information security, end-user training, system conversion, large-scale project management, complex system integration, and statewide systems operations and maintenance. Northrop Grumman utilizes a collaborative approach to project management characterized by high-touch, high-frequency engagement among all stakeholders, and our highly customized work plan and methodology – including in-depth planning, stakeholder validation,

project traceability, just-in-time resource utilization, and timely, accurate project reporting – ensures that projects are completed on time and within budget.

Our State Health and Human Services (SHHS) operating unit within the Health Division is dedicated to designing, building, integrating, and maintaining government information systems for the citizens these systems are intended to serve. The contracts under which SHHS performs encompass the full spectrum of services including design, development and implementation (DDI); operations and maintenance (O&M); strategic planning; training; technical support; and independent validation and verification (IV&V).

Northrop Grumman's roots in Oklahoma's high tech community are strong and deep. In addition to our work with Oklahoma state agencies, we have more than 762 employees in Oklahoma earning a payroll that approached \$67,310,000 in 2014. We are an employer of choice in Oklahoma and are well positioned to rapidly scale to whatever level of staff resources that Oklahoma may require, not only from within our Oklahoma staff base, but from the entire Northrop Grumman Systems Corporation and our broad network of technical talent suppliers.

Section 1

Section 2

2.0 Price Considerations

This proposal was developed in a manner consistent with Northrop Grumman's government-approved estimating and bidding practices. Northrop Grumman ensures that the prices presented in this volume are realistic, reasonable, and complete, and offer the best value to the State of Oklahoma.

2.1 NOT-TO EXCEED RATES FOR STAFFING CATEGORIES IN ATTACHMENT C [RFO REFERENCE F]

RFO Instructions

Not-to-Exceed (NTE) rates for staffing categories have been provided in "Attachment C", Services and Pricing Index for existing ITSW1025 categories. Vendors must agree to the NTE rates in order to submit a proposal for existing categories.

The Vendor shall provide the maximum hourly bill rates to be charged for the category in each technology type (Legacy, Core and Emerging). Due to the volatile nature of the information technology market and specialized Customer requirements, OMES is aware that actual hourly rates for information technology (IT) staffing resources fluctuate; however, the hourly rate quoted to a Customer during the term on an ITSW1025 SOW 50 shall not exceed the ITSW1025 maximum hourly NTE bill rates awarded in the ITSW1025 contract. All hourly rates will be subject to negotiation by The State on behalf of its Customers. The State will use the proposed bill rates to establish a NTE bill rate for the new ITSW1025 titles, which will then be sent to each Vendor selected for each title. Vendors agreeing to the NTE will be invited to the contract for the titles selected by the Vendor.

In accordance with the RFO instructions, we have prepared not-to-exceed rates for each of the job titles and levels in the 7 disciplines/skill sets outlined in Attachment C – Pricing Guide Attachment. Each level within a job title is further delineated by technology types — Legacy, Core, and Emerging— which are defined as follows:

- Legacy: Technologies or skills that are mature, long lasting in the marketplace, production has ceased and it moves to end-of-life. There is generally a limited supply and lower demand for people with the technologies skill.
- Core: Technologies or skills that are currently found in the marketplace and have an active product lifecycle as it continues to evolve. There is generally an average supply and demand for people with these technologies or skills.
- Emerging: Technologies or skills that are new or specialized in the marketplace. These may involve a unique or high level of technical complexity. There is generally a higher demand and a lower supply for people with these technologies or skills.

Exhibit 2.1-1 below represents Northrop Grumman's not-to-exceed hourly rates for each of the job titles and levels defined in the RFO.

			PRICING - Not To Exceed		
			Technology Type		
			Legacy	Core	Emerging
DISCIPLINE / SKILLSET	JOB TITLE	LEVEL	NTE Rate	NTE Rate	NTE Rate
Administrative Services	Project Manager	Project Manager 1	\$ 181.00	\$ 181.00	\$ 181.00
		Project Manager 2	\$ 225.00	\$ 225.00	\$ 225.00
		Project Manager 3	\$ 276.00	\$ 276.00	\$ 276.00
	Project Lead	Project Lead 1	\$ 103.00	\$ 103.00	\$ 103.00
		Project Lead 2	\$ 147.00	\$ 147.00	\$ 147.00
		Project Lead 3	\$ 183.00	\$ 183.00	\$ 183.00
	Business Analyst	Business Analyst 1	\$ 166.00	\$ 166.00	\$ 166.00
		Business Analyst 2	\$ 205.00	\$ 205.00	\$ 205.00
		Business Analyst 3	\$ 236.00	\$ 236.00	\$ 236.00
	Technical Writer	Technical Writer 1	\$ 104.00	\$ 104.00	\$ 104.00
		Technical Writer 2	\$ 134.00	\$ 134.00	\$ 134.00
		Technical Writer 3	\$ 166.00	\$ 166.00	\$ 166.00
Application Development and Support	Programmer / Developer Analyst	Programmer / Developer Analyst 1	\$ 190.00	\$ 181.00	\$ 208.00
		Programmer / Developer Analyst 2	\$ 237.00	\$ 225.00	\$ 259.00
		Programmer / Developer Analyst 3	\$ 290.00	\$ 276.00	\$ 318.00
	Programmer / Developer	Programmer / Developer 1	\$ 190.00	\$ 181.00	\$ 208.00
		Programmer / Developer 2	\$ 237.00	\$ 225.00	\$ 259.00
		Programmer / Developer 3	\$ 290.00	\$ 276.00	\$ 318.00
	Software Test Analyst	Software Test Analyst 1	\$ 133.00	\$ 127.00	\$ 146.00
		Software Test Analyst 2	\$ 190.00	\$ 181.00	\$ 208.00
		Software Test Analyst 3	\$ 237.00	\$ 225.00	\$ 259.00
	System Analyst	System Analyst 1	\$ 190.00	\$ 181.00	\$ 208.00
		System Analyst 2	\$ 237.00	\$ 225.00	\$ 259.00
		System Analyst 3	\$ 290.00	\$ 276.00	\$ 318.00
Helpdesk Support, Data Services, Installation Services, Personal Computer Support, Audio/Visual Installation Services, Software Maintenance and Support	Help Desk	Help Desk 1	\$ 79.00	\$ 74.00	\$ 88.00
		Help Desk 2	\$ 81.00	\$ 76.00	\$ 91.00
		Help Desk 3	\$ 108.00	\$ 102.00	\$ 121.00
	Technical Support	Technical Support 1	\$ 109.00	\$ 103.00	\$ 122.00
		Technical Support 2	\$ 156.00	\$ 147.00	\$ 174.00
		Technical Support 3	\$ 194.00	\$ 183.00	\$ 217.00

			PRICING - Not To Exceed		
			Technology Type		
			Legacy	Core	Emerging
DISCIPLINE / SKILLSET	JOB TITLE	LEVEL	NTE Rate	NTE Rate	NTE Rate
Infrastructure	Enterprise Architect	Enterprise Architect 1	\$ 290.00	\$ 276.00	\$ 318.00
		Enterprise Architect 2	\$ 359.00	\$ 342.00	\$ 394.00
Management Information Systems (MIS)	Database Architect	Database Architect 1	\$ 190.00	\$ 181.00	\$ 208.00
		Database Architect 2	\$ 237.00	\$ 225.00	\$ 259.00
		Database Architect 3	\$ 290.00	\$ 276.00	\$ 318.00
	Database Administrator	Database Administrator 1	\$ 116.00	\$ 110.00	\$ 130.00
		Database Administrator 2	\$ 153.00	\$ 144.00	\$ 171.00
		Database Administrator 3	\$ 169.00	\$ 160.00	\$ 189.00
	Data Warehouse Architect	Data Warehouse Architect 1	\$ 190.00	\$ 181.00	\$ 208.00
		Data Warehouse Architect 2	\$ 237.00	\$ 225.00	\$ 259.00
		Data Warehouse Architect 3	\$ 290.00	\$ 276.00	\$ 318.00
Security, Security Design & Support, Security Maintenance & Support, Security Risk Assessment Consulting	Security Engineer	Security Engineer	\$ 290.00	\$ 276.00	\$ 318.00
	Security Analyst	Security Analyst 1	\$ 237.00	\$ 225.00	\$ 259.00
		Security Analyst 2	\$ 290.00	\$ 276.00	\$ 318.00
	Security Architect	Security Architect	\$ 290.00	\$ 276.00	\$ 318.00
System and System Component Administration Services & System Design and Support	Network Engineer	Network Engineer 1	\$ 147.00	\$ 147.00	\$ 147.00
		Network Engineer 2	\$ 183.00	\$ 183.00	\$ 183.00
		Network Engineer 3	\$ 224.00	\$ 224.00	\$ 224.00
	Network Administrator	Network Administrator 1	\$ 103.00	\$ 103.00	\$ 103.00
		Network Administrator 2	\$ 147.00	\$ 147.00	\$ 147.00
		Network Administrator 3	\$ 183.00	\$ 183.00	\$ 183.00

Exhibit 2.1-1 Northrop Grumman's Not-to-Exceed Rates for Staffing Categories in Appendix C – Pricing Guide

Northrop Grumman is committed to providing experienced, professional technical resources at best value rates to Oklahoma agencies.

2.2 GROUND RULES AND ASSUMPTIONS

- The Agencies seeking services through the Statement of Work solicitation process will provide space, office equipment, and computer equipment and access unless otherwise specified. Such items are not included in our not-to-exceed rate.
- The not-to-exceed rates provided here will remain fixed through June 30, 2016 in accordance with the answer to questions on the State of Louisiana Wiki site located at the following location:

<https://wiki.ok.gov/display/itprocurement/0900000196?showComments=true&showCommentArea=true#addcomment>

- Price adjustments may be sought annually over the life of the contract after the initial period ending June 30, 2016.
- Northrop Grumman will accept payment for invoices from the State by EFT.
- All travel expenses to be incurred in the performance of this effort have been included in our hourly rates.