

## Schedule M – Project Engineering/Management, Site Management (RFP Reference 3.2.15)

Please refer to Volume 1 Section 4.10 for additional details.

Type of Labor: <b>Advanced Solution Architect</b>	Hourly Rate
Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	\$264.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	\$396.00
Saturday – All Day	\$396.00
Sunday --All Day	\$528.00
Vendor Holiday – All Day	\$528.00

### Advanced Solution Architect Services

Advanced Solution Architects provide overall technology consultation support through the evaluation of multiple technology choices; creation and delivery of detailed design documentation and optimization of unique topologies and complex environments. The Advanced Solution Architects are highly skilled and experienced members of the Avaya Professional Services organization and provide value added expertise to address: solution engineering, complex architectures, solution integration planning, migration planning, use of best practices, solution optimization, convergence/network issues, dial plan considerations.

Type of Labor: <b>Program Manager</b>	Hourly Rate
Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	\$224.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	\$336.00
Saturday – All Day	\$336.00
Sunday --All Day	\$448.00
Vendor Holiday – All Day	\$448.00

### Program Management Services

Program Management Services provide the planning, directing and controlling of all activities and efforts of the solution implementation team to ensure a successful deployment in accordance with established schedule, performance and cost objectives. Program Management provides the overall leadership and single point of accountability for complex solutions implementations often involving advanced technologies. Program Managers are senior level, experienced individuals who possess these skills:

- Business Acumen & Analysis Skills
- Cust. Service / Relationship Mgmt Skills
- Negotiation Skills
- Team Building & Group Dynamics Skills
- Decision Making Skills
- Communication Skills (Written/Oral)
- Contract Interpretation
- Facilitation Skills
- Solution Oriented Mind Set
- Risk Mgmt & Assessment Skills
- International Business Skills
- Mentoring/Training Skills
- Strong PMP Skills
- Project Plan Development
- Conduct Effective Business Meetings
- Time Mgmt & Prioritization Skills
- Problem Solving Skills (Root Cause Analysis)
- Multi-Tasking
- Ongoing Product Technology
- Professional Presentation Skills
- Strong Listening Skills
- Financial Modeling Skills
- Process Documentation Skills
- Attention to Quality

Type of Labor: IP Network Readiness Assessment Engineer	Hourly Rate
Straight Time: The fixed hourly rate for labor during normal business hours of Monday to Friday, 8:00AM to 5:00 PM ET.	\$176.00
Over Time: The fixed hourly rate for labor Monday to Thursday, 5:01PM to 7:59AM ET, Friday, 5:01 PM to 11:59 PM	\$264.00
Saturday – All Day	\$264.00
Sunday --All Day	\$252.00
Vendor Holiday – All Day	\$352.00

### IP Network Readiness Engineer

The IP Readiness Engineer performs the Network Assessment at the State of New Jersey Site for a fee. The surveys will be reviewed with the State after completion. A Statement of Work will be developed that details the full scope of the assessment. From this testing, the Network Consulting IP Readiness Engineer and Avaya Professional Services should be able to gauge how well suited the State network is to handle the requirements of a well-functioning IP (Internet Protocol) network to support the IP Telephony solution. Once the assessments are complete, Avaya Professional Services will identify any problems and their roots causes, as well as define the requirements to eliminate potential issues that would affect Quality of Service.

Network Baseline Assessment provides:

- Identification of application deficiencies that affect performance

- Determination of network bandwidth requirements
- Validation of current infrastructure against business requirements
- Impact Report provides:
  - Infrastructure recommendations and identification of network bottlenecks

If it is determined that the network is unable to handle the anticipated requirements, Avaya will work with the State, at your request, to build an optimization plan. The network optimization plan will detail the recommendations needed for a successful implementation at all locations. This optimization will assist the State in resolving network issues, provide key decision making information, and enable the network to operate at its peak performance to meet current business demands and objectives. These recommendations will need to be implemented at each location prior to the State deploying IP Telephony. To maintain continuity and the established expertise, the State can engage Avaya Professional Services to perform the necessary network optimization efforts. The associated charges for an optimization plan can be presented to the State upon request.