

Question:

1. As a for-profit consulting company, we typically provide fully burdened market-based hourly billing rates by labor category (for example, Principal - \$xxx/hour, Senior Consultant - \$xxx/hour, Consultant - \$xxx/hour, Research Associate - \$xxx/hour). We do not base our hourly billing rates on salaries, which is more typical in the not-for-profit and educational arenas. Please confirm whether labor category billing rates may be used instead of the overhead, fringe, and other breakdown categories currently in the budget form. Instead of providing salary information, if we provide our fully burdened pricing on the required pricing form and the fully burdened hourly billing rate and number of hours for each consultant, would that cause our proposal to be disqualified or eliminated from consideration?

Answer:

A supplier can submit the salary based on their procedure. The supply must provide a clear explanation, depending on the proposal's total cost.