



**MCR Technologies, LLC  
Commercial Price List**

<b>Labor Category</b>	<b>Commercial Rate 2011</b>	<b>Commercial Rate 2012</b>	<b>Commercial Rate 2013</b>
Director	\$ 420.21	\$ 434.92	\$ 450.14
Principal Consultant	\$ 314.30	\$ 325.30	\$ 336.69
Principal Manager	\$ 278.52	\$ 288.27	\$ 298.36
Senior Manager	\$ 233.51	\$ 241.68	\$ 250.14
Senior Consultant	\$ 212.70	\$ 220.14	\$ 227.84
Consultant	\$ 173.92	\$ 180.01	\$ 186.31
Junior Consultant	\$ 124.12	\$ 128.46	\$ 132.96
Program Manager	\$ 168.44	\$ 174.34	\$ 180.44
Task Team Leader	\$ 152.70	\$ 158.04	\$ 163.57
Senior Systems Analyst	\$ 135.96	\$ 140.72	\$ 145.65
Systems Analyst	\$ 103.21	\$ 106.82	\$ 110.56
Senior Modeler	\$ 168.44	\$ 174.34	\$ 180.44
Modeler	\$ 132.52	\$ 137.16	\$ 141.96
Junior Modeler	\$ 87.80	\$ 90.87	\$ 94.05
Senior Facilitator	\$ 256.23	\$ 265.20	\$ 274.48
Facilitator	\$ 204.98	\$ 212.15	\$ 219.58
Facilitator Associate	\$ 93.95	\$ 97.24	\$ 100.64
Data Technical Level I	\$ 67.71	\$ 70.08	\$ 72.53
Subject Matter Expert	\$ 295.65	\$ 306.00	\$ 316.71
Course Developer	\$ 122.64	\$ 126.93	\$ 131.37
Editor	\$ 62.87	\$ 65.07	\$ 67.35
Senior Cost Engineer	\$ 208.98	\$ 216.29	\$ 223.86
Cost Engineer	\$ 178.25	\$ 184.49	\$ 190.95
Associate Cost Engineer	\$ 147.52	\$ 152.68	\$ 158.02
Junior Cost Engineer	\$ 110.62	\$ 114.49	\$ 118.50
Cost Engineer Technician	\$ 86.05	\$ 89.06	\$ 92.18
Sr Earned Value Manager	\$ 172.09	\$ 178.11	\$ 184.34
Earned Value Manager	\$ 141.37	\$ 146.32	\$ 151.44
Earned Value Specialist	\$ 104.49	\$ 108.15	\$ 111.94
Earned Value Technician	\$ 86.05	\$ 89.06	\$ 92.18
Construction Program Manager	\$ 117.59	\$ 121.71	\$ 125.97
Senior Construction Estimator	\$ 104.51	\$ 108.17	\$ 111.96
Construction Estimator	\$ 77.20	\$ 79.90	\$ 82.70



**MCR Technologies, LLC**  
**Commercial Labor Category Descriptions**

**Director**

Provide executive coaching to corporate heads, directors, and senior managers on quality improvement engagements requiring extensive senior level experience because they have extremely public visibility, are operationally critical, or will have potential significant regulatory or financial impact on the mission of the organization.

Design, organize, lead and conduct executive level workshops, seminars, training sessions and pilot projects which require senior level application of methods, tools, or theories, or require senior level experience in the program management of enterprise-wide change efforts.

Tailor quality improvement courses and workshops for an organization and its specific needs on projects that require senior level experience because of the complexity of the subjects being covered, or where the client determines it is advantageous to utilize senior level personnel because of their functional knowledge of industry best practices in fields relevant to the business processes and practices being studied.

Design, organize, lead and conduct organizational readiness surveys, customer focus groups, benchmarking studies, and other quality related surveys for an organization where the client determines senior level experience is required: 1) to identify the proper issues to be studied, or 2) to gain participation of customers or from the industry leading organizations targeted for benchmarking, or 3) where the client determines it is advantageous to utilize senior level personnel because of their functional knowledge of industry best practices in fields relevant to the business processes and practices being studied.

Facilitate process improvement efforts requiring a mastery of technical expertise in scientific/technical disciplines or area where the client determines it is advantageous to utilize personnel with a senior level of experience to ensure the success of pilot projects, and the planning for enterprise-wide implementation.

Manage a team of senior consultants and analysts supporting an organization's process improvements and quality training efforts in quality improvements initiatives, which have extreme public visibility, operational critically, or potential significant regulatory or financial impact on the mission of the organization.

Gives lectures, speeches or write original articles or documents relating to quality implementation or technical enhancements to process improvement and customer service. PhD. and 5 years experience or Master's degree and 10 years experience.



### **Principal Consultant**

Provide consulting to corporate heads, directors, and senior managers on implementation of organization wide quality and process improvement initiatives. Design, organize, lead and conduct executive level workshops, seminars, training sessions and facilitation. Tailor quality improvement courses and workshops for an organization and its specific needs. Design, organize, lead and conduct benchmarking and surveys for an organization. Facilitate process improvement efforts requiring a mastery of technical expertise in scientific/technical disciplines or area. Manage a team of senior consultants and analysts supporting an organization's process improvements and quality training efforts. Gives lectures, speeches or write original articles or documents relating to quality implementation or technical enhancements to process improvement and customer service. Master's degree and 8 years experience.

### **Principal Manager**

Schedules and allocates work, provides advice, guidance, and training to subordinate and recommends/determines personnel actions for department. Responsible for department/project planning, execution, and performance. Master's degree and 15+ years directly related work experience in the specialized area of responsibility to include formal assignment in a managerial capacity.

### **Senior Manager**

Schedules and allocates work, provides advice, guidance, and training to subordinate and recommends/determines personnel actions for department. Responsible for department/project planning, execution, and performance. Master's degree and 8+ years directly related work experience in the specialized area of responsibility to include formal assignment in a managerial capacity.

### **Senior Consultant**

Provide consulting to directors, and senior managers on implementation of organizational wide quality and process improvement initiatives. Develop, lead and conduct quality workshops, seminars, training sessions and facilitation. Tailor quality improvement workshops and courses for an organization and its specific needs. Lead and conduct benchmarking and surveys for an organization. Facilitate process improvement efforts requiring a mastery of technical subject matter and experience in scientific programs or processes. Manage a team of consultants and analysts supporting an organization's process improvement and quality training efforts. Generate papers and documents. Bachelor's degree and 6 years experience.



### **Consultant**

Provide consulting to managers, supervisors, and the workforce on implementation of an organization's quality and process improvement initiatives. Present quality workshops, seminars, and training sessions. Conduct and assist with benchmarking and surveys for an organization. Facilitate process improvement efforts requiring a sufficient level of technical expertise needed to support the process. Manage a team of junior consultants and analysts supporting an organization's process improvement and quality training efforts. Bachelor's degree and 3 years experience.

### **Junior Consultant**

Assist in providing consulting to managers, supervisors, and the workforce on implementation of an organization's quality and process improvement initiatives. Assist in the presentation of quality workshops, seminars, and training sessions. Assist with benchmarking and surveys for an organization. Assist in the facilitation process improvement efforts. Bachelor's degree needed.

### **Program Manager**

Planning and directing technological improvements and project management implementation. Manage a diverse group of functional activities, subordinate groups of technical and administrative personnel. 10+ years of relevant experience. Advanced degree desired.

### **Task Team Leader**

Defines and directs technical specification and tasks to be performed by team members, defines target dates of tasks and subtasks. Provides guidance and assistance in coordinating output and ensuring the technical adequacy of the end product. Bachelor's degree in a relevant field of study and 8 years experience.

### **Senior Systems Analyst**

Supports the process improvement effort of an organization by providing specific, high-level technical expertise's required by the team leader. Bachelor's degree and 6 years experience.

### **Systems Analyst**

Supports the process improvement effort of an organization by providing specific, expertise as required by the process owner, team leader or team members. Bachelor's degree and 2 years experience.



### **Senior Modeler**

Specializes in activity, process, or data modeling using automated tools. Interprets and documents end-user information needs, including business rules. Designs logical database models using normalization/standardization techniques to satisfy client requirements. Reverse engineers logical data base models from current system data dictionaries and other available resources. Design activity/process models using proven methodologies to satisfy client requirements. Obtains functional requirements from subject matter experts during group workshops or follow-up interviews. Acts as facilitator during data collection sessions. Provides assistance and advice to programmers and analysts in the design of physical data base structures. Assures compliance with data administration standards. Bachelor's degree and 10 years experience.

### **Modeler**

Specializes in activity, process, or data modeling using automated tools. With minimal direction: interprets and documents end-user information needs, including business rules; designs logical database models using normalization/standardization techniques to satisfy client requirements; reverse engineers logical data base models from current system data dictionaries and other available resources; design activity/process models using proven methodologies to satisfy client requirements; obtains functional requirements from subject matter experts during group workshops or follow-up interviews; provides assistance and advice to programmers and analysts in the design of physical data base structures; and assures compliance with data administration standards. Bachelor's degree and 5 years experience.

### **Junior Modeler**

Specializes in activity, process flow, or data modeling using automated tools. Assist in documenting end-user information needs. Provides appropriate research to ascertain standardization techniques, legacy data dictionary terminology, and functional requirements. Acts as a technographer during data collection sessions. Provides guidance on data administration standards. Bachelor's degree.

### **Senior Facilitator**

Specializes in facilitation of working group and team processes with demonstrated problem solving skills associated with such facilitation. Responsible for the flow of facilitated group sessions, electronic Group Ware tool usage and producing meeting output. Conducts preliminary business analysis with subject matter experts. Analyses, in a group setting, needs for process improvement, business activity requirements, and business scenarios. Documents process, activities, scenarios, business rules, and data requirements using electronic means (Group Ware). Bachelor's degree and 15 years experience.



## **Facilitator**

Specializes in facilitation of working group and team processes with demonstrated problem solving skills associated with such facilitation. With minimal direction: Responsible for the flow of facilitated group sessions, electronic Group Ware tool usage and producing meeting output; conducts preliminary business analysis with subject matter experts; analyses, in a group setting, needs for process improvement, business activity requirements, and business scenarios; documents process, activities, scenarios, business rules, and data requirements using electronic means (Group Ware). Bachelor's degree and 10 years experience.

## **Facilitator Associate**

Assist senior facilitator with administration skills associated with such facilitation of working group and team processes when problem solving. Works under the direction of a facilitator: Supports facilitated group sessions, electronic Group Ware tool usage and producing meeting output; conducts preliminary business analysis with subject matter experts; analyses, in a group setting, needs for process improvement, business activity requirements, and business scenarios; documents process, activities, scenarios, business rules, and data requirements using electronic means (Group Ware). Bachelor's degree is needed.

## **Data Technical Level 1**

Performs data administration for information systems in conformance with corporate data policy, procedures, standards, and guidelines. Conducts impact assessment on information systems to determine application integration potential and compatibility with the corporate architecture. Works with customer and other personnel to ensure quick location. Provides technical assistance related to data administration. Participates in the conceptual design/redesign of data base systems and logical model for use in business systems reengineering. Ensures proper synchronization of data dictionaries with the corporate repository. High School diploma is needed.

## **Subject Matter Expert**

Applies specialized detail systems knowledge to particular task. A designs major system project and provides program management oversight for large, detailed projects or has specific knowledge in a highly specialized technical area. Must be able to communicate highly technical and specialized information to variety of audience orally and in writing. Excellent verbal and written communication skills. Fifteen-(15) year of extensive, specialized and recent experience in the specific technical area required for task order.



### **Course Developer**

Provides support in researching and developing educational material for quality improvement initiatives. Responsible for the training development schedule, management of the subject matter expert input, fact-checking of the material, ensuring the material satisfies the training objectives, and ensuring the course complies with the principles of adult centered learning. Manage a team of consultants and subject matter experts supporting an organization's training development requirements. Provides support in researching and developing educational materials for course development. Generates and quality checks student material, classroom exercises, course texts and related instructor material. Bachelor's degree and 4 years experience.

### **Editor**

Provides support in the area of technical editing by reviewing the grammar, writing styles and syntax of quality materials and technical reports. Provides support by assisting in rewrites of quality materials and technical reports. Works under the direction of a Course Developer. Provides in the area of technical editing by reviewing the grammar, writing styles and syntax of training materials and other course documents. Provides support by assisting in rewrites of course materials and related documents. Bachelor's degree needed.

### **Senior Cost Engineer**

Plans and directs cost estimates based on broad guidance. Determines estimating methodology, assures estimating models and data are available, interprets program and technical requirements in order to establish appropriate model input parameters, assures appropriate estimating resources are made available, establishes estimating schedule, oversees entire estimating process, and determines approach for the final documentation. Provides primary interface between estimators and the client. Position requires at least ten years of relevant estimating and engineering experience and an advanced degree. Incumbent should be trained in all relevant commercial estimating models (PRICE, SEER, Crystal Ball, etc.). Master's degree and 10 years experience.

### **Cost Engineer**

Manages cost estimates from guidance based on requirements for the estimate, availability of estimating tools and data, and constraints on delivery schedule. Understands all aspects of the cost models assigned for the analysis; maintains relationships with model developers, trains other staff members on advanced applications of some models, and seeks outside data by which to calibrate the models. Position requires at least eight years of relevant estimating and engineering experience and a Bachelor's degree. Incumbent should be trained in all relevant commercial estimating models (PRICE, SEER, Crystal Ball, etc.). Bachelor's degree and 8 years experience.



### **Associate Cost Engineer**

Develops cost estimates, usually with a specific model, from data provided by client or other team members. Works from specific guidance as to model inputs and outputs. Generally supports Cost Engineers in developing parametric, analogy, and engineering estimates. Bachelor's degree and 6 years experience. Position requires at least six years of relevant estimating and engineering experience and a Bachelor's degree. Incumbent should be trained on some commercial estimating models (PRICE, SEER, Crystal Ball, etc.). Bachelor's degree and 10 years experience.

### **Junior Cost Engineer**

Supports cost estimates, working under the guidance from a more-senior team member. Specific tasks may include: calibrating cost models, formatting and documenting output reports, checking normalization and escalation procedures, and reviewing the work of the Cost Engineering Technician. Position requires at least four years of relevant estimating and engineering experience and a Bachelor's degree. Incumbent should be familiar with several commercial estimating models (PRICE, SEER, Crystal Ball, etc.). Bachelor's degree and 4 years experience.

### **Cost Engineering Technician**

Collects data for cost estimates. Data may include accounting data, design data, economic data, pricing data, or cost data. Incumbent should be familiar with the application of inflation indices, learning curve theory, and basic contract pricing. Helps prepare charts for final report. Position requires at least six years of relevant estimating or pricing experience. Incumbent should be familiar with collecting, normalizing, validating, and analyzing data suitable for use in cost estimating. Six (6) years experience in relevant field.

### **Senior Earned Value Manager**

Plans, directs, and oversees the Earned Value Management System (EVMS). Assess the needs and requirements for an EV process in an agency/client environment then provides guidance to client on the implementation and transition to an EVMS. Ensures that the process is in accordance with the ANSI EVMS Standard ANSI/EIA-748-A-1998 to ensure appropriate metrics are gathered, developed, and reported. Interfaces with top level managers in the Client's Program Office. Bachelor's Degree in relevant field of study and 10 years of experience.

### **Earned Value Manager**

Direct and oversees the Earned Value Management System (EVMS). Works closely with program managers to provide guidance on the determining earned value variances for cost control, resource management, and scheduling. Oversees the work of lower EVM support functions to ensure



compliance with the EV system. Bachelor's Degree in relevant field of study and 8 years of experience.

### **Earned Value Specialist**

Provides timely and reliable cost, schedule, and technical performance measurements to program managers in accordance with the established EVMS. Responsible for maintaining baseline integrity, providing comprehensive variance analysis to appropriate levels of management and ensuring that managers are made aware of actual or potential problems. Bachelor's Degree in relevant field of study and 6 years of experience.

### **Earned Value Technician**

Supports Earned Value Management System (EVMS) by updating and maintaining schedules, creating cost performance reports, cost/schedule status reports, contract funds status reports and contractor cost data report. Assists in the documenting of changes to the EVMS. Bachelor's Degree in relevant field of study and 2 years of experience.