

# ARDAK CORPORATION

Minneapolis, MN • Englewood, CO  
Colorado Springs, CO • San Diego, CA

Consolidated competitors; decreasing budgets; increasing scrutiny; reduction in sole source awards; all these things and more combine to make the current US Federal Government contracting environment the most competitive ever. Companies that partner with ARDAK are afforded a competitive advantage. ARDAK's competitive intelligence provides US Federal Government contractor's with the actionable information necessary to significantly increase their probability of winning (PWIN).

**For over 25 years ARDAK has provided superior expertise in providing competitive intelligence with unmatched consistency and accuracy.**

Our areas of expertise include Wrap Rates, High Level Decompositions, Low Level Decompositions, Should Cost Analysis, Price to Win (PTW), Rate to Win (RTW), Labor Category Analysis and US Government Agency Budget Analysis.

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*When You Must Win*



## LABOR CATEGORY ANALYSIS

ARDAK maintains databases consisting of Direct Labor data for locations around the country. These databases are created primarily from candidate interviews, employee interviews, and job postings (online and print). From these databases, we determine a geographically normalized DL range for various job categories.

For each specific engagement, for each individual labor category, ARDAK conducts both candidate interviews and research on job postings in the targeted geographic area. The results of this specific research are compared to our geographically normalized database to insure that the results are within the statistical range for that specific labor category.

For DL rates that fall outside of the statistical range, further analysis is performed to determine the cause of the variance and validate the analysis results. In all instances, ARDAK analysis is "conservative"; meaning that the labor rates reported are achievable, with effort.

<i>Location of Work Performed (PROJECT NAME)</i>	
<i>Labor Category</i>	<i>DL Rate</i>
Chief Engineer	\$ 61.08
Database Administrator II	\$ 47.52
Information System Security Officer	\$ 53.94
Intel Analyst	\$ 34.06
Network Engineer	\$ 38.96
Program Manager	\$ 72.59
Project Manager	\$ 55.06
Database Administrator IV	\$ 52.68
Financial Analyst	\$ 46.42
FMV Intel Analyst, Senior	\$ 49.02
Network Engineer III	\$ 56.78
Software Engineer V	\$ 58.60
Subject Matter Expert (SME)	\$ 56.19
Geospatial Scientist	\$ 55.25
Software Engineer III	\$ 38.68
System Administrator	\$ 38.64
Systems Engineer II	\$ 42.07
Test Engineer II	\$ 41.66