

# ARDAK CORPORATION

Minnetonka, 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.

400 Inverness Parkway  
Suite 200  
Englewood, CO 80112  
(720) 279-6350 Office  
(720) 279-6349 Fax  
bradslack@ardak.com

When You Must Win



## RATE TO WIN

What will your competitor bid? Accurate competitive intelligence and a Rate to Win (RTW) analysis will give you an advantage.

In the end, the only true measure of effectiveness is success. ARDAK's superior methodology and expertise will provide your organization with an extensive foundation for success.

### Rate to Win Most Probable Plant and Site Rates by Team

ARDAK models the entire competitor team to determine their most probable bid rates. The composite rates are based not only on the prime contractor's burdened rate, but also the subcontractor work allocations and estimated handling fees.

| Company (RTW Rates)                | Wrap Rate |       | Allocation (Est.) | Subcont. Handling | Contribution |              |
|------------------------------------|-----------|-------|-------------------|-------------------|--------------|--------------|
|                                    | Plant     | Site  |                   |                   | Plant        | Site         |
| <b>Team 1 Inc., Corporate</b>      | 2.317     | 1.701 | 45.0%             | 0.00%             | 1.029        | 0.753        |
| Sub Partner 1                      | 2.421     | 1.785 | 23.0%             | 2.35%             | 0.420        | 0.420        |
| Sub Partner 2                      | 2.235     | 1.785 | 25.0%             | 2.35%             | 0.457        | 0.457        |
| Sub Partner 3                      | 2.511     | 1.823 | 2.0%              | 2.35%             | 0.037        | 0.037        |
| Sub Disadvantaged Business Partner | 2.344     | 1.731 | 5.0%              | 2.35%             | 0.089        | 0.089        |
| <b>Team 1 Wrap Rate</b>            |           |       | <b>100.0%</b>     |                   | <b>2.032</b> | <b>1.756</b> |
| <b>Team 2 Inc., Corporate</b>      | 2.173     | 1.662 | 40.0%             | 0.00%             | 0.850        | 0.679        |
| Sub Partner 1                      | 2.089     | 1.210 | 15.0%             | 1.90%             | 0.182        | 0.182        |
| Sub Partner 2                      | 2.341     | 1.753 | 15.0%             | 1.90%             | 0.263        | 0.263        |
| Sub Partner 3                      | 2.421     | 1.844 | 10.0%             | 1.90%             | 0.184        | 0.184        |
| Sub Partner 4                      | 2.205     | 1.773 | 10.0%             | 1.90%             | 0.177        | 0.177        |
| Sub Partner 6                      | 3.225     | 2.030 | 5.0%              | 1.90%             | 0.102        | 0.102        |
| Sub Disadvantaged Business Partner | 2.344     | 1.720 | 5.0%              | 1.90%             | 0.086        | 0.086        |
| <b>Team 2 Wrap Rate</b>            |           |       | <b>100.0%</b>     |                   | <b>1.844</b> | <b>1.673</b> |

This overall team wrap rate is then factored by our primary Direct Labor analysis and combined with the team's historical escalation rates and bidding history to provide a most probable labor rate for each pursuit labor category for the base year and any option years.

| Labor Category  | DL Rate  | Team 1  |            |               |            |               |            |               |            |               |            |  |  |
|---|----------|---|------------|---------------|------------|---------------|------------|---------------|------------|---------------|------------|--|--|
|   |          | Bid Rates Based on 50 <sup>th</sup> Percentile DL Cost and 3.5% Escalation - No Fee |            |               |            |               |            |               |            |               |            |  |  |
|   |          | GFY 09 Base Period  |            | GFY 10 Year 1 |            | GFY 11 Year 2 |            | GFY 12 Year 3 |            | GFY 13 Year 4 |            |  |  |
|   |          | Contr. Plant  | Gov't Site | Contr. Plant  | Gov't Site | Contr. Plant  | Gov't Site | Contr. Plant  | Gov't Site | Contr. Plant  | Gov't Site |  |  |
| Senior Computer Network Operations Planning Support Specialist        | \$ 42.99 | \$ 87.67  | \$ 75.81   | \$ 90.74      | \$ 78.46   | \$ 93.91      | \$ 81.21   | \$ 97.20      | \$ 84.35   | \$ 100.60     | \$ 86.99   |  |  |
| Mid-Level Computer Network Operations Planning Support Specialist     | \$ 37.47 | \$ 76.40  | \$ 66.07   | \$ 79.08      | \$ 68.38   | \$ 81.85      | \$ 70.77   | \$ 84.71      | \$ 73.25   | \$ 87.67      | \$ 75.81   |  |  |
| Entry-Junior Computer Network Operations Planning Support Specialist  | \$ 29.99 | \$ 61.16  | \$ 52.89   | \$ 63.30      | \$ 54.74   | \$ 65.52      | \$ 56.66   | \$ 67.81      | \$ 58.34   | \$ 70.19      | \$ 60.69   |  |  |
| Senior Computer Network Operations Synchronization Support Specialist | \$ 54.06 | \$ 110.23   | \$ 95.32   | \$ 114.09     | \$ 98.66   | \$ 118.08     | \$ 102.11  | \$ 122.22     | \$ 105.98  | \$ 126.49     | \$ 109.38  |  |  |
| Senior Network & Threat Support Specialist                            | \$ 52.00 | \$ 106.04   | \$ 91.70   | \$ 109.76     | \$ 94.91   | \$ 113.60     | \$ 98.23   | \$ 117.57     | \$ 101.57  | \$ 121.69     | \$ 105.23  |  |  |
| Mid-Level Network & Threat Support Specialist                         | \$ 40.89 | \$ 83.38  | \$ 72.10   | \$ 86.30      | \$ 74.63   | \$ 89.32      | \$ 77.24   | \$ 92.45      | \$ 79.34   | \$ 95.69      | \$ 82.74   |  |  |
| Junior Network & Threat Support Specialist                            | \$ 35.73 | \$ 72.86  | \$ 63.01   | \$ 75.42      | \$ 65.21   | \$ 78.05      | \$ 67.49   | \$ 80.79      | \$ 69.36   | \$ 83.61      | \$ 72.30   |  |  |
| Senior Network & Threat Media Forensics Support Specialist            | \$ 45.95 | \$ 93.69  | \$ 81.02   | \$ 96.97      | \$ 83.85   | \$ 100.37     | \$ 86.79   | \$ 103.88     | \$ 89.33   | \$ 107.52     | \$ 92.97   |  |  |
| Senior Network & Threat Forensics Support Specialist                  | \$ 47.55 | \$ 96.97  | \$ 83.85   | \$ 100.37     | \$ 86.79   | \$ 103.88     | \$ 89.33   | \$ 107.52     | \$ 92.37   | \$ 111.28     | \$ 96.22   |  |  |
| Senior Network & Threat Malicious Code Support Specialist             | \$ 45.17 | \$ 92.11  | \$ 79.65   | \$ 95.33      | \$ 82.44   | \$ 98.67      | \$ 85.32   | \$ 102.12     | \$ 88.31   | \$ 105.70     | \$ 91.40   |  |  |
| Senior Computer Network Defense Support Specialist                    | \$ 53.78 | \$ 109.67   | \$ 94.84   | \$ 113.51     | \$ 98.16   | \$ 117.49     | \$ 101.59  | \$ 121.60     | \$ 105.15  | \$ 125.85     | \$ 108.83  |  |  |
| Senior SCADA Analysis Support Specialist                              | \$ 37.19 | \$ 75.83  | \$ 65.57   | \$ 78.49      | \$ 67.87   | \$ 81.23      | \$ 70.24   | \$ 84.08      | \$ 72.70   | \$ 87.02      | \$ 75.25   |  |  |
| Senior Flow Analysis Support Specialist                               | \$ 47.31 | \$ 96.48  | \$ 83.43   | \$ 99.86      | \$ 86.35   | \$ 103.35     | \$ 89.37   | \$ 106.97     | \$ 92.50   | \$ 110.71     | \$ 95.73   |  |  |
| Senior Multi-Source Support Specialist                                | \$ 35.99 | \$ 73.39  | \$ 63.46   | \$ 75.95      | \$ 65.68   | \$ 78.61      | \$ 67.98   | \$ 81.36      | \$ 70.36   | \$ 84.21      | \$ 72.82   |  |  |
| Mid-Level Multi-Source Support Specialist                             | \$ 31.79 | \$ 64.83  | \$ 56.06   | \$ 67.10      | \$ 58.02   | \$ 69.45      | \$ 60.05   | \$ 71.88      | \$ 62.15   | \$ 74.39      | \$ 64.33   |  |  |
| Entry-Junior Multi-Source Support Specialist                          | \$ 24.74 | \$ 50.45  | \$ 43.63   | \$ 52.22      | \$ 45.15   | \$ 54.04      | \$ 46.73   | \$ 55.94      | \$ 48.37   | \$ 57.89      | \$ 50.06   |  |  |
| Senior Cyber Analysis Support Specialist                              | \$ 41.70 | \$ 85.04  | \$ 73.54   | \$ 88.02      | \$ 76.11   | \$ 91.10      | \$ 78.78   | \$ 94.29      | \$ 81.53   | \$ 97.59      | \$ 84.39   |  |  |
| Mid-Level Cyber Analysis Support Specialist                           | \$ 35.40 | \$ 72.19  | \$ 62.42   | \$ 71.71      | \$ 61.60   | \$ 77.33      | \$ 66.87   | \$ 80.03      | \$ 69.21   | \$ 82.83      | \$ 71.63   |  |  |
| Entry-Junior Cyber Analysis Support Specialist                        | \$ 29.89 | \$ 60.96  | \$ 52.71   | \$ 63.09      | \$ 54.56   | \$ 65.30      | \$ 56.47   | \$ 67.59      | \$ 58.44   | \$ 69.95      | \$ 60.49   |  |  |
| Program Manager   | \$ 68.02 | \$ 138.70   | \$ 119.94  | \$ 143.56     | \$ 124.14  | \$ 148.58     | \$ 128.48  | \$ 153.78     | \$ 132.38  | \$ 159.16     | \$ 137.63  |  |  |



## When You Must Win

### RATE TO WIN (cont.)

The result is a definitive target list of rates that can be used during "rate calls" to insure your team's overall competitiveness.

