

Title/Category	Description	Rate/Hr.
Sr. Executive Management	Provide corporate executive consulting, including support from SM&A CEO, President, CFO and COO.	\$1000.00
Executive Management	Provide corporate executive consulting, including support from SM&A Executive Vice Presidents.	\$500.00
Corporate Strategy	Provide executive management consulting, including SM&A Sr. Vice Presidents.	\$425.00
Strategy Support	Provide executive strategy development leadership, typically delivered by former industry senior executives.	\$395.00
Executive Consultant	Provide executive management consulting, including SM&A Vice Presidents.	\$350.00
Principal Consultant	Provide expert guidance to system development projects and business process change efforts in functional areas, e.g. engineering, program management, contracts management & finance. Analyze requirements, products, processes, practices & environments, develop solutions based on expertise, and provide guidance to the project in designing and implementing solutions.	\$275.00
Managing Consultant	Provide leadership & management to system development projects & business process change efforts in functional areas, e.g. engineering, program management, contracts management & finance. Analyze requirements, products, processes, practices & environments, develop solutions based on expertise, and provide guidance to the project in designing and implementing solutions.	\$270.00
Consultant	Provide guidance and support to system development projects & business process change efforts in functional areas, e.g. engineering, program management, contracts management & finance. Analyze requirements, products, processes, practices & environments, develop solutions based on expertise, and provide guidance to the project in designing and implementing solutions.	\$243.00
Sr. Capture Manager	Provide executive management oversight of ongoing engagements, executive reviews, and leadership of major proposals/programs of significant size/complexity.	\$285.00
Capture Manager	Provide executive management oversight of ongoing engagements, executive reviews & leadership of major proposals/programs of mid to small size/complexity.	\$265.00
Principal Proposal Manager	Provide strategic proposal leadership & mentoring, including day-to-day operations, e.g. managing proposal deliverables in line with win strategy & vision, ensuring proposal is executed on schedule and compliant with requirements, on proposals of significant size/complexity. Strategic capture & proposal leadership includes coordination of interactions with all levels of relevant client BD activities.	\$285.00
Sr. Proposal Manager	Provide proposal leadership & mentoring, including day-to-day operations, e.g. managing proposal deliverables in line with win strategy & vision, ensuring proposal is executed on schedule & is compliant to requirements, on proposals of significant size/complexity.	\$265.00
Proposal Manager	Provide proposal leadership and mentoring, including day-to-day operations, e.g. managing proposal deliverables in line with win strategy & vision, ensuring proposal is executed on schedule and is compliant with requirements, on proposals of mid to small size/complexity.	\$249.00
Orals Proposal Manager	Provide leadership to preparation of orals proposals for large complex proposals.	\$239.00
Orals Coach	Lead oral presentation style coaching for consulting, proposal & program engagements, differentiating significantly from academic presentations.	\$225.00
Price-to-Win Strategist	Provide pricing strategies & analysis leadership on consulting and proposal engagements, competitive assessments.	Available on request
Sr. Volume Lead	Lead proposal volume development, reporting to SM&A Proposal Manager, leading authors to ensure content is responsive, compelling, and claims are substantiated, on large complex proposal engagements.	\$220.00

* These are published hourly rates established at market prices for similar levels of experience and do not include travel and related expenses or facilities/equipment costs

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Volume Lead	Lead proposal volume development, reporting to SM&A Proposal Manager, leading authors to ensure content is responsive, compelling, and claims are substantiated.	\$199.00
Production Manager	Provide production management on consulting, proposals & programs, developing artwork, presentations, integrating artwork & text, and maintaining configuration control. Provide management and leadership to production support staff.	\$155.00
Production Lead	Provide production leadership on consulting, proposals & programs, developing artwork, presentations, integrating artwork & text, and maintaining configuration control.	\$137.00
Principal Program Manager	Provide program leadership on significantly large, complex programs, mentor client personnel, work directly with project/task managers to ensure program is executed to schedule, budget & technical requirements, and perform other program mgmt. duties.	\$264.00
Sr. Program Manager	Provide program management consulting on large or complex programs, mentor client personnel, work with project/task managers to improve program execution to schedule, budget & technical requirements, and perform other program management duties.	\$237.00
Program Manager	Provide program management consulting on mid-range size programs, mentor client personnel, work with project/task managers to improve program execution to schedule, budget & technical requirements, and perform other program management duties.	\$225.00
Sr. Project Manager	Provide project management support on large moderate to complex projects. Apply expertise in project management disciplines to improve project.	\$190.00
Project Manager	Apply knowledge of processes & tools in specific areas of project management to improve project outcomes.	\$170.00
Pgm Admin. Specialist	Provide administrative support to programs and consulting projects at client sites.	\$63.00
Principal Engineer	Provide expert guidance, including implementation of program approach to engineering disciplines, e.g. systems, software, electrical, structural & mechanical. Includes technical review development to ensure compliance with program requirements. Develop functional, information & physical architecture for large, extremely complex systems. Help organization determine its vision and strategies, lead analysis, definition & design of recommended architecture, and prepare plans to ensure proper system implementation.	\$265.00
Managing Engineer	Provide technical guidance, including implementation of program approach to engineering disciplines, e.g. systems, software, electrical, structural & mechanical. Includes technical review development to ensure compliance with program requirements. Develop functional, information and physical architecture for large, extremely complex systems. Help organization determine its vision and strategies, lead analysis, definition & design of recommended architecture, and prepare plans to ensure proper system implementation.	\$210.00
Sr. Engineer	Provide engineering consulting to engineering disciplines, e.g. systems, software, electrical, structural & mechanical. Develop technical reviews to ensure compliance with program requirements. Develop functional, information & physical architecture for large, extremely complex systems. Lead analysis, definition & design of recommended architecture, and prepare plans to ensure proper implementation of design.	\$200.00
Engineer	Provide engineering guidance, including implementation of program strategy to engineering disciplines, e.g. systems, software, electrical, structural & mechanical. Includes technical review development to ensure compliance with program requirements. Help develop functional, information and physical architecture for large, extremely complex systems. Help with analysis, definition and design of the architecture.	\$190.00
Engineering Specialist	Provide systems engineering support to analyze, define, design & implement program solutions. Lead or support requirements development, interface definition & specification preparation, CAIV, trade studies, flow down & integration of systems.	\$170.00
Principal Earned Value Consultant	Provide expert guidance and oversight to EV projects. Analyze requirements, processes, practices & environments, develop solutions, and provide guidance to projects in designing and implementing Earned Value solutions.	\$275.00

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Managing Earned Value Consultant	Provide on-site management of EVMS design and implementation team. Apply significant experience in EVMS design, implementation & operations. Develop & provide training to all levels of the organization.	\$240.00
Senior Earned Value Consultant	Apply EVMS subject matter expertise in design, documentation, implementation, training & operation of EVM systems. Apply experience as review team member in EVMS certifications and/or Integrated Baseline Reviews. Provide one-on-one mentoring of Control Account Managers (CAMs). Develop/support execution of EVMS surveillance plans.	\$220.00
Earned Value Consultant	Apply EVMS subject matter expertise to support design, documentation & implementation of EVM systems. Conduct data traces across EV documents; assemble process storyboards, CAM Notebooks. Review variance analysis reports to assess quality & consistency with reported data. Provide other support as an EVMS certification or IBR team member.	\$195.00
Senior Earned Value Analyst	Provide operational support to Project Control/Business Management functions on multiple or complex programs. Develop & maintain EV metrics/reports i.a.w. contractual requirements. Work with client and/or subcontractor technical, business, contracts & managerial personnel to ensure business reports are timely & accurate. Apply experience with EV metrics to make independent forecasts of future costs. Assist with preparing for validation, compliance & IBRs.	\$170.00
Earned Value Analyst	Provides operational support to Project Control/Business Management function. Use client tools to improve or maintain business metrics/reports i.a.w. contractual requirements. Work with client and/or subcontractor technical, business, contracts & managerial personnel to ensure business reports are timely & accurate.	\$145.00
Principal Program Planner	Lead Program Planning & Control projects with focus in IMS development/ implementation in large or complex implementations. Develop cost/schedule management architecture, advise program/executive management on cost/schedule management tools & processes, and team management	\$225.00
Senior Program Planner	Lead Program Planning & Control projects with focus in IMS development/ implementation in medium-sized implementations. Develop cost/schedule management architecture, advise program/executive management on cost/schedule management tools & processes, and team management.	\$195.00
Program Planner	Apply Integrated IMS and Program Planning & Control processes to sub-component or sub-team implementation.	\$170.00
Senior Scheduler	Develop/maintain schedules, relate schedules to Cost/EVMS systems, monitor/report performance to schedule/cost, and conduct risk mitigation analysis & critical path analysis. Develop/prepare schedule metrics & reports.	\$145.00
Scheduler	Develop/maintain schedules, monitor/report schedule performance, and conduct risk mitigation analysis & critical path analysis. Prepare schedule metrics & reports.	\$130.00
Schedule Analyst	Provide analyst support to schedule activities, enter data into scheduling tool & support preparation of project schedule metrics & reports.	\$95.00
Principal Technology Consultant	Lead technology implementation in program control environment, focusing on technology architecture. Manage specification development through solution delivery phases.	\$186.00
Managing Technology Consultant	Install, integrate & configure business applications, e.g. Microsoft Project Server and/or tools & macros within client environments.	\$169.00
Sr. Technology Consultant	Develop and customize applications for use within program control solutions. Architect programming implementation solution within development team and/or develop complex programming solutions	\$149.00
Technology Consultant	Develop and customize applications for use within program control solutions.	\$137.00

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