



Please note that the price points listed do not take into account the impact of travel hours and costs on the budget

### ADVISORY SERVICES ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Principal Consultant</b> \$428/hr.	Resource is expert-level in more than one technology. They are responsible for the analysis, design, and delivery of consultative solutions to meet client expectations. Resource is comfortable communicating at the most senior levels of a customer organization. They are the main contact for the customer and oversee the day-to-day operations of the project until completion. 10+ years' experience.	May hold any of the following: Master's or PhD in Relevant fields

### BUSINESS DEVELOPMENT BIG DATA ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Big Data BD Consultant</b> \$508/hr.	Expert level resource able to lead or participate in a Big Data consulting engagements. Able to complete complex activities. 10+ years' experience in consulting	May hold any of the following: MBA Masters in Operations Research PhD in Relevant fields
<b>Big Data Engagement Manager</b> \$333/hr	Expert level resource able to manage a team of consultants and associates to deliver a Big Data consulting engagement. Able to complete complex activities. 5+ years' experience.	May hold any of the following: MBA Masters or PhD in Relevant fields
<b>Big Data BD Associate</b> \$221/hr	Entry level resource capable of completing complex activities with support from Engagement Manager. 0 to 2 years of work experience with demonstrated ability to learn and think analytically.	May hold any of the following: Bachelor degree in science, math, computer science, business or other Relevant fields.

### BUSINESS DEVELOPMENT CYBERSECURITY ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Cyber Security BD Consultant</b> \$338/hr.	Resource is expert-level in more than one technology. They are able to lead multi-technology, enterprise designs, or provide technical oversight for multi implementation teams. Resource can conduct and lead WWT Cyber Security Risk Assessments. This person is a SME for industry standards, regulations, and frameworks across multiple WWT verticals. Resource is a Security consultant and is comfortable communicating at the most senior levels of a customer organization. 10+ years' experience.	May hold any of the following: Cisco Certified Internetwork Expert (CCIE) with Security specialization Certified Information Security Manager (CISM) Certified Information Systems Security Professional (CISSP) Certified Ethical Hacker (CEH) Global Information Assurance Certifications (GIAC) Payment Card Industry (PCI) certifications (QSA, ISA and PCIP)



### PROFESSIONAL SERVICES SECURITY ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Senior Engineer</b> \$342/hr.	Resource is an expert-level resource and able to complete a Security implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience.	May hold any of the following: Cisco Certified Internetwork Expert (CCIE) Security Cisco Certified Network Professional (CCNP) Security Cisco Certified Design Expert (CCDE) Cisco Certified Design Professional (CCDP)
<b>Technician</b> \$162/hr.	Resource is entry-level, may not have any certifications, or only basic certification. Resource is unlikely to be assigned to a Security project without oversight or supervision. 1+ years' experience.	May hold any of the following: Cisco Certified Network Associate (CCNA) Security Cisco Certified Entry Networking Technician (CCENT)

### COLLABORATION VOICE ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Senior Engineer</b> \$342/hr.	Resource is an expert-level resource and able to complete a Voice implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience.	May hold any of the following: Cisco Certified Internetwork Expert (CCIE) Collaboration Cisco Certified Design Expert (CCDE) Cisco Certified Design Professional (CCDP)
<b>Engineer</b> \$242/hr.	Resource is experienced but may not be to a Sr. Engineer level. They are able to complete Voice project objectives with some oversight or coaching. 3 to 5 years' experience.	May hold any of the following: Cisco Certified Network Professional (CCNP) Voice Cisco Certified Design Associate (CCDA)

### DATA CENTER ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Senior Engineer</b> \$313/hr.	Resource is an expert-level resource and able to complete a Data Center implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience.	May hold any of the following: Citrix Certified Enterprise Engineer (CCEE) for Virtualization VMware Certified Design Expert (VCDX) Microsoft Certified Solutions Expert (MCSE) EMC Implementation Engineer(EMCIE) Cisco Certified Internetwork Expert (CCIE) Data Center
<b>Engineer</b> \$271/hr.	Resource is experienced but may not be to a Sr. Engineer level. They are able to complete Data Center project objectives with some oversight or coaching. 3 to 5 years' experience.	May hold any of the following: Citrix Certified Advanced Administrator (CCAA) VMware Certified Advanced Professional (VCAP) Microsoft Certified Solutions Associate (MCSA) Cisco Certified Network Professional (CCNP) Data Center



### SOFTWARE DEFINED NETWORKING ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>SDN Architect</b> \$330/hr.	Resource is an expert-level resource and able to complete a Software Defined Networking (SDN), Cisco Application Centric Infrastructure (ACI), or VMWare NSX implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience	May hold any of the following: Cisco Business Application Engineer Specialist Cisco Network Programmability Developer Specialist Cisco Network Programmability Design Specialist Cisco Network Programmability Engineer

### ENTERPRISE NETWORK SERVICES (ENS) ROUTING & SWITCHING ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Senior Engineer</b> \$323/hr.	Resource is an expert-level resource and able to complete a Routing & Switching implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience.	May hold any of the following: Cisco Certified Internetwork Expert (CCIE) Routing and Switching Cisco Certified Design Expert (CCDE) Cisco Certified Design Professional (CCDP)
<b>Engineer</b> \$245/hr.	Resource is experienced but may not be to a Sr. Engineer level. They are able to complete Routing & Switching project objectives with some oversight or coaching. 3 to 5 years' experience.	May hold any of the following: Cisco Certified Network Professional (CCNP) Routing and Switching Cisco Certified Design Associate (CCDA)

### ENTERPRISE NETWORK SERVICES (ENS) ENTERPRISE MOBILITY ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Senior Engineer</b> \$290/hr.	Resource is an expert-level resource and able to complete a Wireless implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience.	May hold any of the following: Cisco Certified Internetwork Expert (CCIE) Wireless Cisco Certified Design Expert (CCDE) Cisco Certified Design Professional (CCDP)
<b>Engineer</b> \$242/hr.	Resource is experienced but may not be to a Sr. Engineer level. They are able to complete Wireless project objectives with some oversight or coaching. 3 to 5 years' experience.	May hold any of the following: Cisco Certified Network Professional (CCNP) Wireless Cisco Certified Design Associate (CCDA)



### END USER COMPUTING ROLES

(Formerly CPMigrator)

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Senior Engineer</b> \$233/hr.	Resource is an expert-level resource and able to complete an End User Computing implementation with little or no oversight. This level of resource is able to complete a moderately complex (single site or technology) design from customer requirements. They are effective at working in teams or by themselves in accomplishing project objectives. 5+ years' experience.	May hold any of the following: Microsoft Certified Solutions Expert (MCSE) Microsoft Certified Solutions Developer (MCSA)

### PROJECT MANAGEMENT ROLES

ROLE	DESCRIPTION	CERTIFICATION SAMPLE
<b>Program Manager</b> \$300/hr.	Resource is expert-level in project management. They provide leadership and expertise to deliver programs and initiatives on schedule and within budget. Resource plans and administers both projects and the overall program, and ensures that deliverables are completed correctly and on-time. They are comfortable communicating at the most senior levels of a customer organization. 10+ years' experience.	May hold any of the following: Program Management Professional (PgMP) Project Management Professional (PMP)
<b>Senior Project Manager</b> \$282/hr.	Resource is an expert-level resource and able to lead a team of engineers to complete a project with little or no oversight. They coordinate resources, establish the project governance structure and communicate about the project. 5+ years' experience.	May hold any of the following: Project Management Professional (PMP)
<b>Project Manager</b> \$224/hr.	Resource is experienced by may not be to a Sr. Project Manager level. They are able to lead a team of engineers to complete a project with little or no oversight. They coordinate resources, establish the project governance structure and communicate about the project. 5+ years' experience.	May hold any of the following: Certified Associate in Project Management (CAPM)
<b>Project Coordinator</b> \$132/hr.	Resource is entry-level, may not have any certifications, or only basic certification. Resource is unlikely to be assigned to manage a project without oversight or supervision. 1+ years' experience.	

Bachelor degree required or if not attained equivalent years of experience required per labor category requirement