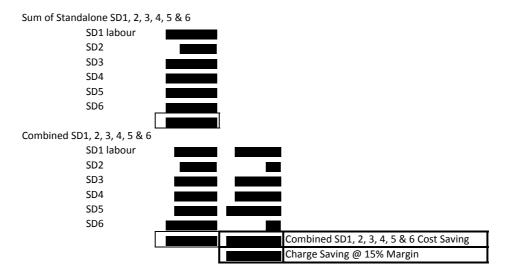
Should Cogent be slected for all six SD's - SD1 through SD6 - there are three areas where economies of scale are achieveable.

1. Cogent Labour

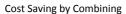
By rationalising the use of management time, compared to treating each individual SD as a stand alone service to be priced, a variety of savings are achieveable.

The detail of where specific mandays have been saved may be found in the model at TAB "Labour Consolidation" and there follows two tables: one showing the total manpower costs for the individual SD's; and one showing the total manpower for each Sd within a consolidated service. Basically all management time is contained in SD6 in the latter scenario.



2. Subcontractor Labour

Should Cogent be awarded SD1 and not SD6 then there is additional labour for the Phoenix Service Desk included in SD1. Combining all six SD's removes this requirement





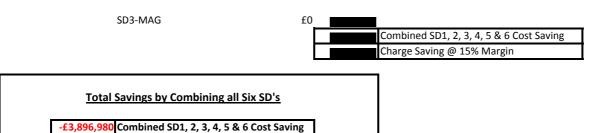
3. Mobile Access Gateway (MAG)

-f3 896 980

Cogent needs a Mobile Access Gateway in both of SD3 and SD5 and so it has been costed in each when considereing them as stand alone services.

Cost Saving by Combining

Charge Saving @ 15% Margin



SD1 - Devices Post IOC Program Core Capability Staff Post IOC Staff Basic daily Rate for Total basic grade cost by grade consolidation Target of the the consolidation - the labour moves "to" Device type or common Job Description Days Days Days Days Days Days Days Days Total Days Project Manager 145 145 145 275 Deputy Service Delivery Mgr 130 Service Delivery Project Analyst 125 130 255 0 £0 0 £0 0 £0 0 £0 £0 £0 0 £0 0 £0 0 0 £0 0 £0 £0 0 £0 0 Total Days 290 125 130 130 0 675 Costs Total Direct Labour Cost £0 Fringe Costs £0 £0 Overheads £0 £0

£0

£0

£0

£0

SD2 - Accreditation - Programme Setup

Total Labour

editation - 1 Togramme Setup											
Program set up for the Accreditation Programme and provide Service Management for the contract period.	Establish the Accelediation Procession	Manage the Accrediation Process	Conduct Testing	Service Management for cont	Period				Total SD2	Basic daily Rate for grade	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days		
									0		
Deputy Service Delivery Manager	42			40					82		
									0		
Security Manager	5								0		£0
Documentation	20								20		
Test Manager	10								10		
									0		
Service Delivery Project Analyst	30								30		
									0		
Senior Scientist	5								5		
									0		£0
									0		£0
									0		£0
									0		£0

									0	£0
									0	£0
Total Days	112	0	0	40	0	0	0	0	152	
Costs										
Total Direct Labour Cost										
Fringe Costs										
Overheads										
									£0	
Total Labour			£0		£0	£0	£0	£0		

SD3 - Authentication

lentication														
		Core Capability Programme Manaco	Core Capability	Programme Managem	loc Staff Labour	Post - 10C Programme Managem	Post -IOC Staff Labour		^{Total} SD ₂	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					
Project Manager		145							145					
Deputy Service Delivery Manager		145		130					275				0	
Security Manager			10						10			0	0	
Tester			90		20				110				0	
Documentation									0		0	0	0	£0
Test Manager			20		113				133				0	
System Analyst (Requirements Analysis)			40		40				80				0	
Service Delivery Project Analyst			40		130				170	-			0	
Development Engineer Sr.			20						20			0	0	
QA Manager (Design Assurance)			40		40				80				0	
PMO Admin									0		0	0	0	£0
IT Security Officer									0		0	0	0	£0
Service Delivery Analyst					35				35		0		0	
Service Delivery Tech Support					108				108		0		0	
									0		0	0		£0
Total Days	0	145	260	130	486	0	0	0	1021					
Costs														
Total Direct Labour Cost						£0	£0							
Fringe Costs						£0	£0							
Overheads						£0	£0							
									£0					
Total Labour	£0					£0	£0	£0						
								-						

SD4 - Communications

SD4 Communications		Core Capability Programme Manage	Core Capability	Programme Management	IOC Staff Labour	Post - IOC Programme Managem	Post-IOC Staff Labour		^T otal SD ₂	Basic daily Rate for grade	Capability	IOC Sub total	Post-IOC sub	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					

										 	•		
Project Manager		145							145				
Deputy Service Delivery Manager		145		130					275			0	
Security Manager			10						10		0	0	
Tester			90		20		5		115				
Documentation							5		5	0	0		
Test Manager			20		113		5		138				
System Analyst (Requirements Analysis)			40		40		5		85				
Service Delivery Project Analyst			40		130				170			0	
Development Engineer Sr.			20						20		0	0	
QA Manager (Design Assurance)			40		40		5		85				
PMO Admin									0	0	0	0	£0
IT Security Officer									0	0	0	0	£0
Service Delivery Analyst					35				35	0		0	
Service Delivery Tech Support					108				108	0		0	
									0	0	0		£0
Total Days	0	290	260	130	486	0	25	0	1191				
Costs													
Total Direct Labour Cost						£0							
Fringe Costs						£0							
Overheads						£0							
						·			£0				
Total Labour	£0					£0		£0					
						·							

SD5 - Back-end

c-end														
SD5 Back end		Core Capability Programme Manaco	Core Capability	Programme Manago	Sement IOC Staff Labour	Post - IOC Programme Manages	Post -IOC Staff Labour		Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					
Project Manager		145							145					
Deputy Service Delivery Manager		145		130					275				0	
Security Manager			10						10			0	0	
Tester			145		20				165				0	,
Documentation									0		0	0	0	£0
Test Manager			145		113				258				0	
System Analyst (Requirements Analysis)			80		40				120				0	
Service Delivery Project Analyst			80		130				210				0	
Development Engineer Sr.			40						40			0	0	
QA Manager (Design Assurance)			80		40				120				0	
PMO Admin									0		0	0	0	£0
IT Security Officer									0		0	0	0	£0
Service Delivery Analyst					35				35		0		0	
Service Delivery Tech Support					130				130		0		0	
Service Delivery Tech Support Lead					130				130		0		0	
Total Days	0	145	580	130	638	0	0	0	1493			ļ	ļ	
Costs	_											ļ	ļ	
Total Direct Labour Cost						£0	£0							
Fringe Costs						£0	£0					ļ	ļ	
Overheads						£0	£0							
									£0					

Total Labour	£0			£0	£0	£0			

SD6 - Design Assurance

gn Assurance														
SD6 Design Assurance		Core Capability Programme Manago	Core Capability	Programme Manages	Scrinent IOC Staff Labour	Post - IOC Programme Manages	Post-IOC Staff Labour		Total SD2	Basic daily Rate for grade	Core Capability sub total	IOC Sub total	Post-IOC sub	Total basic cost by grade
Job Description	Days	Days	Days	Days	Days	Days	Days	Days	Total Days					
									0					
Project Manager		145							145					
Service Delivery Manager		145		130		204			479					
Security Manager			10						10			0	0	
Tester			145		20				165				0	
Documentation			145		60				205				0	
Test Manager			145		113				258				0	
System Analyst (Requirements Analysis)			80		40				120				0	
Service Delivery Project Analyst			80		130		204		414					
Development Engineer Sr.			40						40			0	0	
QA Manager (Design Assurance)			80		40				120				d	
PMO Admin			145		130		204		479					
IT Security Officer			145		130		204		479					
Service Delivery Analyst					35		123		158		C			
Service Delivery Tech Support					130		617		747		C			
Service Delivery Tech Support Lead					130		617		747		C			
Total Days	0	145	1015	130	958	204	1969	0	4421					
Costs														
Total Direct Labour Cost														
Fringe Costs														
Overheads														
									£0					
Total Labour	£0	£						£0						

Sum of Standalone SD1, 2, 3, 4, 5 & 6

SD1 labour
SD2
SD3
SD4
SD5
SD6

Combined SD1, 2, 3, 4, 5 & 6
SD1 labour

SD2

SD3

SD4

SD5

SD6



Fringe Overhead G&A



Daily Rate without markup

Job Descriptions Yearly rate

Project Manager Service Delivery Manager Deputy Service Delivery Mgr System Architect Senior Scientist PMO Admin. System Analyst Security Manager Security Design Authority IT Security Officer Security Controller QA Manager Test Manager Documentation Database Administrator System Administrators Training Manager Development Engineer Sr. **Development Enginer**

Tester

Service Delivery Project Analyst Service Delivery Tech Support Lead Service Delivery Tech Support Service Delivery Analyst

