

## Rates - 2020

### Labor

Labor Category	Rate (\$/hr)	Description
Architect	\$235	Works with client to analyze requirements and to design and iterate on solutions.
Software Developer	varies	Full stack, front end, and back end software developers for building, maintaining, and troubleshooting custom software. Support web based automation testing.
Operations Engineer	varies	Administer Linux, Windows, and Mac servers. Enables security through industry best practices. Provides customer support.
Cloud/DevOps Engineer	varies	Enables cloud deployments and operations. Architects and manages DevOps processes and infrastructure security.
UI/Graphics Designer	varies	Creative designer of web based and physical graphics and layouts. Designs user interfaces with focus on the user experience. Provides still image capture and editing.
Audio/Visual Engineer	varies	Provides capture and editing of audio and video recordings.
Tester	varies	Provides functionality and usability testing of software.
Database Administrator	varies	Provides administration of relational, graph, NoSQL, and document databases.
Data Engineer	varies	Develops and manages data pipelines.
Data Scientist	varies	Analyzes data to provide insight to clients through the identification of trends and the finding of answers to their questions.
Data Entry Specialist	varies	Inputs and conditions data from physical sources that the ingestion of cannot otherwise be automated.
Analyst	varies	Gathers and interprets available information to provide insight. Analysts available with domain knowledge in multiple industries.

### Services

Service Name	Price	Description
New Client Initial Need Assessment	\$300	Initial meeting with prospective new client to review business needs and advise on potential solutions.

