



**State Term Contract
No. 80101507-21-STC-ITSA
For
Information Technology Staff Augmentation**

This Contract is between the State of Florida, Department of Management Services (Department), an agency of the State of Florida, and DOGWOOD MANAGEMENT PARTNERS LLC (Contractor), collectively referred to herein as the “Parties”.

Accordingly, the Parties agree as follows:

I. Initial Contract Term.

The Initial Contract Term shall be for two years. The Initial Contract Term shall begin on October 1, 2021, or on the last date the Contract is signed by all Parties, whichever is later. The Contract shall expire on October 1, 2023, unless terminated earlier in accordance with the Special Contract Conditions or Additional Special Contract Conditions.

II. Renewal Contract Term.

Upon mutual written agreement, the Parties may renew this Contract, in whole or in part, for a Renewal Term not to exceed the Initial Contract Term, pursuant to the incorporated Special Contract Conditions.

III. Contract

As used in this document, “Contract” (whether or not capitalized) shall, unless the context requires otherwise, include this document and all incorporated Exhibits, which set forth the entire understanding of the Parties and supersedes all prior agreements. All modifications to this Contract must be in writing and signed by all Parties.

All Contract Exhibits listed below are incorporated in their entirety into, and form part of, this Contract. The Contract document and Exhibits shall have priority in the following order:

- a) This Contract document
- a) Contract Exhibit A, Scope of Work
- b) Contract Exhibit B, Additional Special Contract Conditions
- c) Contract Exhibit C, Special Contract Conditions
- d) Contract Exhibit D, Contractor’s submitted Executive Summary and Staff Resource Management Plan
- e) Contract Exhibit E, Awarded Job Title Pricing from Contractor’s submitted Price Sheet
- f) Contract Exhibit F, Resume Self-Certification Form

- g) Contract Exhibit G, Contractor Selection Justification Form
- h) Contract Exhibit H, Contractor Performance Survey
- i) Contract Exhibit I, Preferred Pricing Affidavit
- j) Contract Exhibit J, Job Family Descriptions

IV. Contract Management.

Department's Contract Manager:

Frank Miller
Division of State Purchasing
Florida Department of Management Services
4050 Esplanade Way, Suite 360
Tallahassee, FL 32399-0950
Telephone: (850) 488-8855
Email: frank.miller@dms.fl.gov

Contractor's Contract Manager:

Jeff Bowler
DOGWOOD MANAGEMENT PARTNERS LLC
13194 Hwy. 301 S.
Riverview, FL 33578
Telephone: 703-738-6002
Email: jbowler@dogwood.net

This Contract is executed by the undersigned officials as duly authorized. This Contract is not valid and binding on all Parties until signed and dated by both Parties.

**DOGWOOD MANAGEMENT
PARTNERS LLC**

**STATE OF FLORIDA,
DEPARTMENT OF
MANAGEMENT SERVICES**

DocuSigned by:

Jeff Bowler

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Jeff Bowler

10/15/2021 | 2:13 PM EDT

Date:

DocuSigned by:

Rosy Ingram

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**Rosalyn Ingram, Director of the
Division of State Purchasing**

10/15/2021 | 2:23 PM EDT

Date:



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Contract Exhibit E, Awarded Job Title Pricing from Contractor's submitted Price Sheet

DOGWOOD MANAGEMENT PARTNERS LLC

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price
Applications Development	1200	Director Systems and Programming	1. Team Leader	\$132.77
			2. Manager	\$147.21
			3. Sr. Manager	\$184.59
	1210	Mgmt. Applications Development	1. Team Leader	\$127.68
			2. Manager	\$145.37
			3. Sr. Manager	\$149.68
	1220	Applications Architect	A. Entry	\$94.13
			B. Intermediate	\$99.23
			C. Advanced	\$116.55
	1230	Enterprise Application Integration (EA) Engineer	No Variance	\$127.58
	1240	Systems Analyst	A. Entry	\$64.79
			B. Intermediate	\$97.97
			C. Advanced	\$106.05
	1250	Applications Development Analyst	A. Entry	\$68.72
			B. Intermediate	\$89.25
C. Advanced			\$109.04	
Data Strategy and Management	1400	Database Manager	1. Team Leader	\$131.25
			2. Manager	\$149.21
			3. Sr. Manager	\$158.34
	1410	Data Architect	A. Entry	\$91.67
			B. Intermediate	\$119.70
			C. Advanced	\$153.30
	1420	Data Modeler	A. Entry	\$72.40
			B. Intermediate	\$98.33
			C. Advanced	\$115.87
	1430	Database Analyst	A. Entry	\$89.46
			B. Intermediate	\$104.69
			C. Advanced	\$117.50
1440	Database Administrator	A. Entry	\$81.27	
		B. Intermediate	\$112.09	
		C. Advanced	\$125.42	

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price
Quality Assurance	1600	Mgmt. Quality Assurance	1. Team Leader	\$92.40
			2. Manager	\$125.21
			3. Sr. Manager	\$150.31
	1610	Quality Engineering Consultant	No Variance	\$113.19
	1620	Quality Assurance Analyst	A. Entry	\$64.89
B. Intermediate			\$77.70	
C. Advanced			\$96.18	
Technology Research	1801	Manager, Technology Research	No Variance	\$145.64
	1810	Technology Research Analyst	A. Entry	\$83.74
			B. Intermediate	\$100.54
C. Advanced			\$119.28	
Client Technologies	2000	Manager, Client Technologies	1. Team Leader	\$77.54
			2. Manager	\$106.79
			3. Sr. Manager	\$159.34
	2010	Client Technologies Analyst	A. Entry	\$54.34
			B. Intermediate	\$72.03
			C. Advanced	\$86.78
2020	Client Technologies Technician	A. Entry	\$49.09	
		B. Intermediate	\$56.39	
		C. Advanced	\$81.90	
Customer Support	2200	Mgmt. Customer Support	1. Team Leader	\$72.98
			2. Manager	\$103.27
			3. Sr. Manager	\$142.80
	2210	Customer Support Analyst	A. Entry	\$37.91
			B. Intermediate	\$47.25
			C. Advanced	\$78.75
2220	Customer Support Technician	A. Entry	\$46.20	
		B. Intermediate	\$51.56	
		C. Advanced	\$67.20	
Network Management	2400	Director, Network Operations	1. Team Leader	\$149.75
			2. Manager	\$163.70
			3. Sr. Manager	\$250.43
	2410	Manager, Network Operations	1. Team Leader	
			2. Manager	
			3. Sr. Manager	
	2420	Network Architect	A. Entry	\$97.34
			B. Intermediate	\$116.76
			C. Advanced	\$126.12
	2430	Network Engineer	A. Entry	\$97.92
			B. Intermediate	\$107.63
			C. Advanced	\$120.49
2440	Network Analyst	A. Entry	\$71.66	
		B. Intermediate	\$91.46	
		C. Advanced	\$121.54	
2450	Network Administrator	A. Entry	\$63.21	
		B. Intermediate	\$76.44	
		C. Advanced	\$93.08	

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price
	2460	Network Technician	A. Entry	\$56.18
			B. Intermediate	\$65.10
			C. Advanced	\$68.94
Internet Planning, Eng. & Operations	2600	Mgmt. Internet Operations	1. Team Leader	\$142.96
			2. Manager	\$164.80
			3. Sr. Manager	\$185.01
	2610	Internet/Web Architect	A. Entry	\$66.94
			B. Intermediate	\$97.18
			C. Advanced	\$123.85
	2620	Internet/Web Engineer	A. Entry	\$64.78
			B. Intermediate	\$98.65
			C. Advanced	\$118.45
	2630	Web Applications Programmer	A. Entry	\$64.42
			B. Intermediate	\$96.25
			C. Advanced	\$111.04
	2640	Web Designer	A. Entry	\$52.61
			B. Intermediate	\$60.90
			C. Advanced	\$104.42
	2650	Webmaster	A. Entry	\$53.29
			B. Intermediate	\$69.30
			C. Advanced	\$93.98
	2660	Internet/Web Systems Administrator	A. Entry	\$57.75
			B. Intermediate	\$83.89
			C. Advanced	\$97.44
2670	Web Customer Support Specialist	A. Entry	\$54.76	
		B. Intermediate	\$64.94	
		C. Advanced	\$76.13	
Operations	2800	Director, Data Center Operations	No Variance	\$168.74
	2810	Manager, Computer Operations	1. Team Leader	\$83.79
			2. Manager	\$113.93
			3. Sr. Manager	\$153.20
	2820	Supervisor, Computer Operations	1. Team Leader	\$83.07
			2. Manager	\$92.19
	2830	Computer Operator	A. Entry	\$44.29
			B. Intermediate	\$48.77
			C. Advanced	\$52.97
	2840	Manager, Capacity Planning	No Variance	\$125.74
2850	Manager, Production Support	1. Team Leader	\$103.79	
		2. Manager	\$130.36	
2860	Production Support Analyst	A. Entry	\$58.22	
		B. Intermediate	\$69.98	
		C. Advanced	\$89.51	
Telecommunications	3000	Manager, Telecommunication Operations	1. Team Leader	\$102.95
			2. Manager	\$137.14
			3. Sr. Manager	\$158.00
	3010	Telecommunication Engineer	A. Entry	\$55.91
			B. Intermediate	\$84.79
C. Advanced			\$102.80	

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price
	3020	Telecommunication Technician	A. Entry	\$61.32
			B. Intermediate	\$71.14
			C. Advanced	\$83.48
Electronic Commerce	3200	Director, Electronic Commerce	No Variance	\$189.79
	3210	Manager, Electronic Commerce	No Variance	\$124.63
	3220	Electronic Commerce Analyst	A. Entry	\$57.87
			B. Intermediate	\$83.64
			C. Advanced	\$116.01
	3230	EDI Specialist	A. Entry	\$73.24
B. Intermediate			\$83.84	
C. Advanced			\$88.41	
Business Intelligence Systems Management	3400	Director, Data Warehouse	1. Team Leader	\$145.85
			2. Manager	\$173.25
			3. Sr. Manager	\$208.85
	3410	Manager, Data Warehouse	No Variance	\$157.29
	3420	Business Intelligence Analyst	No Variance	\$148.79
	3430	Data Warehouse Analyst	A. Entry	\$79.12
			B. Intermediate	\$93.82
			C. Advanced	\$113.75
	3440	Data Warehouse Administrator	No Variance	\$113.50
	3600	Manager, Decision Support	No Variance	\$134.87
	3610	Decision Support Specialist	A. Entry	\$64.68
			B. Intermediate	\$76.39
C. Advanced			\$88.94	
3620	Decision Support Administrator	A. Entry	\$82.09	
		B. Intermediate	\$99.34	
		C. Advanced	\$121.90	
3800	Manager, CRM Technology	No Variance	\$192.56	
4000	Knowledge Engineer	No Variance	\$154.75	
Enterprise Resource Planning (ERP)	4200	ERP Team Lead	No Variance	\$151.20
	4210	ERP Team Member	No Variance	\$124.27
	4220	ERP Configurer	No Variance	\$76.65
	4230	ERP Programmer/Analyst	A. Entry	\$70.50
			B. Intermediate	\$86.42
			C. Advanced	\$100.54
	4240	ERP Systems Support Specialist	No Variance	\$87.15
	4250	ERP Systems Administrator	No Variance	\$104.00
4600	Basis/Ale Technical Consultant	No Variance	\$144.69	
Sourcing and Vendor Relationship Management	4800	Chief Sourcing Officer	No Variance	\$204.44
	4810	Manager IT Procurement	No Variance	\$135.92
	4820	IT Procurement Specialist	No Variance	\$65.89
	5000	Manager, Vendor Relationships	1. Team Leader	\$83.90
			2. Manager	\$104.69
			3. Sr. Manager	\$152.57
	5010	Manager, Outsourcing Contracts	No Variance	\$131.78
	5020	Contracts Manager	No Variance	\$102.63
5040	Finance/Administration Specialist	A. Entry	\$73.90	
		B. Intermediate	\$96.25	
		C. Advanced	\$121.54	

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price
	5200	Technical Advisor	No Variance	\$138.00
Business Management / Administration	5400	Asset Manager	No Variance	\$116.25
	5410	Asset Management Administrator	A. Entry	\$60.20
			B. Intermediate	\$66.20
			C. Advanced	\$73.75
	5500	Director, HR/IT	No Variance	\$174.14
	5600	Manager, HR/IT Staffing	No Variance	\$106.24
	5610	Technical Recruiter	A. Entry	\$58.49
			B. Intermediate	\$81.22
			C. Advanced	\$115.24
	5620	HR/IT Generalist	A. Entry	\$54.18
			B. Intermediate	\$66.05
			C. Advanced	\$101.38
	5800	Documentation Specialist/Technical Writer	A. Entry	\$59.80
			B. Intermediate	\$70.46
			C. Advanced	\$87.83
	6000	Manager, IT Finance	No Variance	\$142.55
6100	Director, IT Risk and Compliance	No Variance	\$225.75	
6200	Manager, IT Audit	No Variance	\$152.25	
6210	IT Auditor	No Variance	\$106.42	
6400	Business Management Specialist	No Variance	\$114.40	
Training	6600	Manager, Technical Training	1. Team Leader	\$85.90
			2. Manager	\$103.22
			3. Sr. Manager	\$138.70
	6610	Technical Trainer	A. Entry	\$59.64
			B. Intermediate	\$64.05
			C. Advanced	\$78.91
Security Management	6800	Security Manager	1. Team Leader	\$95.71
			2. Manager	\$130.15
			3. Sr. Manager	\$158.05
	6810	Security Analyst	A. Entry	\$64.31
			B. Intermediate	\$84.72
			C. Advanced	\$108.15
	6820	Data Security Specialist	No Variance	\$98.86
6830	Network Security Specialist	No Variance	\$128.05	
6840	System Security Specialist	No Variance	\$93.14	
6850	Web Security Specialist	No Variance	\$103.69	
Business Continuity Management	7000	Manager, Business Continuity	No Variance	\$145.43
	7010	Business Continuity Specialist	No Variance	\$94.19
Product Development	7200	Manager, Product Development	1. Team Leader	\$85.37
			2. Manager	\$112.90
			3. Sr. Manager	\$152.25
	7210	Product Architect	No Variance	\$154.35
	7220	Product Engineer	A. Entry	\$60.80
			B. Intermediate	\$85.52
			C. Advanced	\$115.13

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price
	7230	Product Developer	A. Entry	\$72.82
			B. Intermediate	\$96.32
			C. Advanced	\$118.13
Systems Programming & Admin.	7400	Manager, Systems Software	1. Team Leader	\$123.53
			2. Manager	\$142.64
			3. Sr. Manager	\$184.59
	7410	Systems Architect	A. Entry	\$66.15
			B. Intermediate	\$99.07
			C. Advanced	\$167.45
	7420	Systems Software Programmer	A. Entry	\$77.70
			B. Intermediate	\$96.50
			C. Advanced	\$117.60
	7430	Groupware Specialist	A. Entry	\$79.70
			B. Intermediate	\$101.59
			C. Advanced	\$108.67
	7440	Systems Administrator	A. Entry	\$65.26
B. Intermediate			\$77.70	
C. Advanced			\$100.53	
7450	UNIX System Administrator	No Variance	\$109.73	
7460	Storage Management Specialist	No Variance	\$99.75	
Business Analysis and Planning	7500	Director, Enterprise Architecture	No Variance	\$217.08
	7600	Manager, IT Business Planning	1. Team Leader	\$118.39
			2. Manager	\$163.26
			3. Sr. Manager	\$165.52
	7610	Enterprise Architect	No Variance	\$154.50
	7620	Business Process Consultant	A. Entry	\$55.44
			B. Intermediate	\$86.88
			C. Advanced	\$113.30
	7630	IT Business Consultant	A. Entry	\$61.95
			B. Intermediate	\$91.61
C. Advanced			\$96.97	
7640	Business Analyst	A. Entry	\$52.13	
		B. Intermediate	\$81.90	
		C. Advanced	\$93.79	
7700	Director, Business Relationships	No Variance	\$206.85	
7800	Manager, Customer Relations	No Variance	\$126.79	
Release Management	8000	Configuration Management Analyst	A. Entry	\$58.96
			B. Intermediate	\$85.85
C. Advanced			\$91.67	
	8010	Release/Build Engineer	No Variance	\$96.02
Program Management	8200	Director, Program Management	No Variance	\$186.40
	8210	Program Manager	1. Team Leader	\$106.42
			2. Manager	\$124.69
			3. Sr. Manager	\$152.25
	8220	Project Manager	1. Team Leader	\$104.61
2. Manager			\$118.45	
3. Sr. Manager			\$125.18	

Job Family	Job No.	Job Title	Scope Variant	Contractor's Submitted Price		
	8230	Project Leader	A. Entry	\$62.95		
			B. Intermediate	\$90.04		
			C. Advanced	\$113.66		
	8235	Project Management Specialist	No Variance	\$85.52		
	8240	Resource Manager	No Variance	\$131.72		
Customer Service Hotline	8400	Manager, Customer Service Hotline	No Variance	\$87.24		
			8410	Customer Service Hotline Representative	A. Entry	\$40.37
					B. Intermediate	\$44.36
			C. Advanced	\$57.28		
Technical Product Support	8600	Manager, Technical Product Support	1. Team Leader	\$80.12		
			2. Manager	\$93.45		
			3. Sr. Manager	\$107.89		
	8610	Technical Product Support Analyst	No Variance	\$72.45		
	8620	Technical Product Support Specialist	A. Entry	\$41.11		
B. Intermediate			\$51.45			
C. Advanced			\$67.99			

