

Genesis Consulting Partners, LLC
RFP No. 2025-023

Notes:

1. The team composition outlined represents our standard core team structure, derived from extensive experience in delivering AI solutions across various industries. This structure is flexible and can be scaled or modified based on specific project requirements, complexity levels, and individual client needs.

2. We offer both Latin American and US-based team options. Our Latin American professionals are fully fluent in English and possess equivalent expertise and qualifications as their US counterparts. They operate in the same time zones as our clients, ensuring seamless communication and collaboration. This option provides the same level of excellence and service delivery while offering competitive pricing advantages.

3. In accordance with Addendum 1, Q&A #34, Genesis is able to fulfil project needs with either On-Shore or Near-Shore resources. The image below provides a sample AI Consulting Team for consideration. In this example any of the resources, depending on NCTCOG Member needs or wishes, may be fulfilled with either a U.S. On-Shore resource or a Near-Shore resource. We do not foresee any complications with engagement or interfacing with NCTCOG or NCTCOG Members as we have experience managing mixed resource teams and can make a U.S.-based resource available as a point of contact as part of the project approach.

Item	Position Name	Position Description	Seniority/Level	Price (Nearshore LATAM)	Price (US)	Conditions & Other Information
1	Jr. Business Analyst	<ul style="list-style-type: none"> > Gather and analyze requirements, develop process improvements, and ensure alignment with project goals. > Collaborate with stakeholders to create detailed documentation, reports, and solutions for effective decision-making 	Junior (0 - 5 years)	\$60	\$120	
2	Sr. Business Analyst	<ul style="list-style-type: none"> > Gather and analyze requirements, develop process improvements, and ensure alignment with project goals. > Collaborate with stakeholders to create detailed documentation, reports, and solutions for effective decision-making 	Senior (5-10 years)	\$65	\$150	
3	Jr. Data Engineer	<ul style="list-style-type: none"> > Assist in building data pipelines to support data flow between systems. > Maintain data integrity and improve storage and retrieval processes. > Work with data scientists to prepare datasets for model development. > Support the ETL processes and basic data pipeline design. > Familiarity with SQL, Python, and cloud-based tools. > Demonstrate data quality and efficient processing techniques. 	Junior (0 - 5 years)	\$70	\$145	
4	Sr. Data Engineer	<ul style="list-style-type: none"> > Design and build data pipelines for seamless data flow between systems. > Ensure data integrity and optimize data storage and retrieval processes. > Collaborate with data scientists to provide clean, reliable datasets for model development. > Proficient in ETL processes and data pipeline design. > Expertise in SQL, Python, and cloud data platforms. > Strong focus on data quality and efficient data processing. 	Senior (5-10 years)	\$75	\$180	
5	Data Product Owner	<ul style="list-style-type: none"> > Define and prioritize the roadmap for data and AI initiatives. > Bridge business goals with technical feasibility. > Handles the creation of user stories, definition of features, and backlog management > Ensure compliance with governance and regulatory policies. > Strategic thinking with a data-driven approach. > Strong communication and stakeholder management. > Expertise in AI, data governance and product lifecycle. 	Senior (5-10 years)	\$70	\$170	
6	Jr. Data Scientist	<ul style="list-style-type: none"> > Assist in implementing machine learning models to support business needs. > Collaborate with team members and stakeholders to understand data requirements. > Utilize AI methods to help improve business outcomes. > Basic knowledge of statistical methods and familiarity with machine learning algorithms using tools like Python or R. > Developing communication skills to explain data insights to non-technical stakeholders. > Support in creating data strategies that align with business goals and guidelines. 	Junior (0 - 5 years)	\$70	\$140	
7	Sr. Data Scientist	<ul style="list-style-type: none"> > Implement and optimize machine learning models for business solutions. > Work closely with stakeholders to understand and address data needs. > Research and implement cutting-edge AI methodologies to rive superior business outcomes. > Expertise in advanced statistical methods and machine learning algorithms (Python, R). > Strong communication skills for conveying complex data insights to non-technical stakeholders. > Ability to design data strategies that align with business objectives and regulatory requirements. 	Senior (5-10 years)	\$75	\$200	
8	Jr. Fullstack Developer	<ul style="list-style-type: none"> > Assist in building user interfaces and supporting backend services for AI-driven applications. > Help ensure smooth communication between frontend and backend components. > Learn to improve performance, scalability, and user experience across the stack. > Familiarity with JavaScript frameworks like React or Vue and basic knowledge of server-side technologies like Node.js or Python. > Basic understanding of responsive design, CSS, and database integration to contribute to application development. > Developing problem-solving skills and collaborating with team members on cross-functional projects. 	Junior (0 - 5 years)	\$80	\$185	

9	Sr. Fullstack Developer	<ul style="list-style-type: none"> > Develop intuitive user interfaces and robust backend services for AI-driven solutions. > Ensure seamless integration between frontend and backend components. > Optimize performance, scalability, and user experience across the entire stack. > Proficient in JavaScript frameworks (React, Vue) and server-side technologies (Node.js, Python). > Skilled in responsive design principles, CSS, and database integration to build cohesive applications. > Strong problem-solving skills and experience collaborating with cross-functional teams. 	Senior (5-10 years)	\$70	\$185	
10	Functional\Technical Specialist I	<ul style="list-style-type: none"> > Provides knowledge Functional and/or Technical scope area, and shares knowledge industry standards and best practices, while being able to adjust and tailor accordingly based on the industry's methodology and requirements. 	Senior (5-10 years)	\$70	\$165	
11	Functional\Technical Specialist II	<ul style="list-style-type: none"> > Provides knowledge Functional and/or Technical scope area, and shares knowledge industry standards and best practices, while being able to adjust and tailor accordingly based on the industry's methodology and requirements. 	Expert (>10 years)	\$75	\$175	
12	Jr. Machine Learning Engineer	<ul style="list-style-type: none"> > Support the deployment of machine learning models in production under guidance. > Assist in maintaining scalability and performance of deployed models and their infrastructure. > Automate basic model monitoring and retraining tasks. > Model deployment frameworks and CI/CD pipelines. > Familiarity with containerization tools like Docker and Kubernetes, as well as IaC concepts like Terraform. > Work with cloud platforms (AWS, GCP, Azure) and MLOps tools 	Junior (0 - 5 years)	\$70	\$140	
13	Sr. Machine Learning Engineer	<ul style="list-style-type: none"> > Manage end-to-end deployment of machine learning models in production. > Ensure scalability and performance of deployed models and their supporting infrastructure. > Automate model monitoring and retraining workflows for continuous improvement. > Deep knowledge of model deployment frameworks and CI/CD pipelines. > Proficiency in containerization (Docker, Kubernetes) and IaC (Terraform). > Strong experience with cloud platforms (AWS, GCP, Azure) and MLOps tools. 	Senior (5-10 years)	\$75	\$180	
14	Product Lead	<ul style="list-style-type: none"> > Design scalable and cost-effective AI architectures aligned with business needs. > Develop strategies for integrating AI solutions into existing enterprise systems. > Lead the technical teams in implementing AI solutions. > Provide expert guidance on cloud platform selection (AWS, Azure, GCP) and AI/ML technology adoption. > Strong experience with cloud platforms and enterprise system integration. > Expertise in AI/ML frameworks and tools for strategic implementation. > Ability to assess and advise on system design for scalability and long-term sustainability. 	Senior (5-10 years)	\$90	\$200	
15	Program Manager	<ul style="list-style-type: none"> > Responsible for the planning, execution, and validating completion of deliverables related to project completion. 	Junior (0 - 5 years)	\$95	\$210	
16	Senior Program Manager	<ul style="list-style-type: none"> > Lead customers through the phases of the project lifecycle to include; defining business objectives, formulating implementation business plan, prototyping data model and business processes > Coordinating and leading the customer resources to build, maintain, automate and analyze business operations, configuring and maintaining security roles, training end users, validating the testing and client acceptance activities in support of migrating customers to production operations. 	Expert (>10 years)	\$115	\$285	
17	Scrum Master	<ul style="list-style-type: none"> > Facilitate Agile ceremonies to ensure team alignment and progress. > Coach teams on Agile principles to improve delivery and collaboration. > Remove impediments to enable team productivity. > Collaborate with stakeholders to align goals and priorities. > Expertise in Agile frameworks (Scrum, Kanban, SAFe). > Strong facilitation and coaching abilities. > Proficiency with Agile tools like Jira or Azure DevOps. 	Senior (5-10 years)	\$70	\$170	
18	Subject Matter Expert I	<ul style="list-style-type: none"> Has extensive expertise in a specific functional or technical area. Directs analyzes of requirements for information systems. 	Senior (5-10 years)	\$90	\$200	
19	Subject Matter Expert II	<ul style="list-style-type: none"> Has extensive expertise in a specific functional or technical area. Directs analyzes of requirements for information systems. 	Expert (>10 years)	\$105	\$240	
20	Training Specialist	<ul style="list-style-type: none"> > Has moderate experience designing, developing and implementing learning programs for customers. > Assists in collecting and organizing information required for preparation of user's manuals, training materials, installation guides, proposals, and reports. 	Junior (0 - 5 years)	\$65	\$160	
21	Training Expert	<ul style="list-style-type: none"> > Has extensive experience designing, developing and implementing learning programs for customers. > Responsible for preparation of user's manuals, training materials, installation guides, proposals, and reports. > Edits functional descriptions, system specifications, user's manuals, special reports, or any other customer deliverables and documents. 	Senior (5-10 years)	\$75	\$175	
22	Testing Architect	<ul style="list-style-type: none"> > Evaluate and validate AI/ML solutions, ensuring accuracy, performance, and compliance with requirements. > Collaborate with developers and analysts to design test plans, execute test cases, and identify issues. 	Senior (5-10 years)	\$75	\$175	
a	Flights	<ul style="list-style-type: none"> > Calculated Per Person and vary by engagement in accordance with proposed solution and/or customer requirements/regulations. 	Not Applicable	Actual Cost of Basic Economy Flight	Variable Per Engagement	
b	Mileage	<ul style="list-style-type: none"> > Calculated Per Person and vary by engagement in accordance with proposed solution and/or customer requirements/regulations. 	Not Applicable	GSA allowable rate at the time of service. See	Variable Per Engagement	

c	Meals and Incidentals	> Calculated Per Person and vary by engagement in accordance with proposed solution and/or customer requirements/regulations.	Not Applicable	GSA allowable rate at the time of service. See	Variable Per Engagement
d	Hotels and Lodging	> Calculated Per Person and vary by engagement in accordance with proposed solution and/or customer requirements/regulations.	Not Applicable	GSA allowable rate at the time of service. See	Variable Per Engagement
e	Catalog Training	> Genesis offers an evolving catalog of training and coursework to our customers across the state, local, federal, and commercial sectors. Our catalog changes throughout the year and features over 80 courses, including those for certification. Catalog courses and offerings may change as best practices evolve and industry demand shifts; however the link to the Right provides access to our current offerings. This Catalog offering is being included as part of this Rate Card as an additional capability and offering in accordance with Addendum 1.	Not Applicable	Costs are variable based on Course and Training Method. Our Catalog may be found using the Link to the Right.	https://www.genesisconsulting.com/lean-agile-training

Sample AI Consulting Team

