



Cochise County Procurement Department

Public Programs...Personal Service
www.cochise.az.gov

February 26, 2020

From: Nicole Diaz, Buyer

Subject: Price Fair and Reasonable Analysis for 20-13-BOS-02

1. In accordance with Cochise County Procurement Policy, Section 8.1.1.4, the subject solicitation has been determined to be fair and reasonable given the following information. The offeror proposed a fully burdened hourly rate therefore, salary information has been gathered from the General Services Administration (GSA) Contract Awarded Labor Category (CALC). The CALC tool searches fully burdened hourly rates on multiple GSA services contracts that are applicable worldwide and representative of the current fiscal year.
2. Labor category information was obtained from the offeror as well as Pima County and Arizona @ Work to determine which categories were most in line with the duties of a One Stop Operator. It was determined that a One Stop Operator could be considered a Consultant, Facilitator or a Coordinator, therefore those are the categories that were used in the comparison which can also be found in Attachment 1. Please reference the table below:


Labor Categories for One Stop Operator	Proposed Pricing	GSA CALC Labor Rate (See Attachment 1)
Consultant	\$100.00/hr	\$122.00/hr - \$281.00/hr, the average being \$202.00/hr
Facilitator	\$100.00/hr	\$114.00/hr - \$266.00/hr, the average being \$190.00/hr
Coordinator	\$100.00/hr	\$61.00/hr - \$139.00/hr, the average being \$100.00/hr

3. According to the above table, the proposed hourly rate of \$100.00 is either lower than or within the rates obtained from GSA CALC. The offeror proposed a total of 100 hours per year to complete the duties of the One Stop Operator for a total cost of \$10,000.00 annually. Arizona @ Work is the agency that will oversee the One Stop Operator position and has confirmed the number of hours proposed were reasonable and within their budget. Therefore, the proposed pricing has been found to be fair and reasonable based upon the results of the labor rate comparison and additional information obtained from Arizona @ Work.

4. For any questions regarding this document, please contact the undersigned by phone at (520) 432-8392 or by email at ndiaz@cochise.az.gov.

Attachments: Attachment 1 – GSA CALC Labor Comparison

Signed,



Nicole Diaz

Buyer