

NYSPRO Number	NYSPSP Application 1732	NIB GSA Contract GS-00F-0032P	NYSID Application 1713	NYSID Application 1768
Annual Contract Value	\$343,150.00	IDIQ	\$106,325.00	Hourly Rate Only \$28.67
Disabled/Blind Direct Labor Hourly Rate	\$11.00	\$13.30	\$12.39	\$10.91
Disabled/Blind Direct Labor Hourly Fringe Benefit	\$3.63	\$4.02	\$1.07	\$2.58
Hourly Rate Summary	\$14.63	\$17.32	\$13.46	\$13.49
Indirect Labor Hourly Rate	N/A	N/A	\$23.10	\$3.39
Indirect Labor Hourly Fringe Benefit	N/A	N/A	\$5.08	\$0.80
Total Labor (Direct Disabled/Blind, Direct Non-Disabled/Non-Blind, & Indirect) Costs	\$274,312.50	N/A	\$56,468.00	\$4.19
Overhead	\$42,830.00	Additional Charge	\$20,039.75	\$17.68
Overhead as a Percentage Labor Costs	15%	N/A	35.50%	30.00%
PS Fee	\$18,470.00	Additional Charge	\$4,089.00	\$1.25
Supplies Materials Uniforms	N/A	Additional Charge	\$16,727.00	\$2.29
Insurance	\$11,300.00	Additional Charge	N/A	N/A
Transportation	N/A	Additional Charge	N/A	\$1.81

**Notes:**

1. OGS used NIB's GSA contract and several NYSID Mail Fulfillment service applications to perform its pricing review.
2. NYSPSP provided the hourly wage and benefit rates from the GSA Contract held by NIB. It also explained that these rates and benefits did not include any other costs (e.g. overhead, travel, etc.). As the NIB GSA rates are higher than the proposed contract rates and benefits, OGS determined that the NYSPSP rates for this application are reasonable.
3. OGS Compared NYSPSP's proposed pricing to several NYSID mail fulfillment contracts/applications. Where possible, OGS attempted to use onsite mail fulfillment contracts. However, this was not always possible. In several cases, NYSID's hourly rates and benefits are lower than NYSPSP's proposed hourly rates and benefits. However, when all other costs are included, it appears NYSPSP's total cost per FTE/Employee is lower than NYSID's total cost per FTE/Employee.
4. For the overhead percentage, OGS calculated this by taking the total value of all labor (Direct Disabled, Direct Non-Disabled, and Indirect) and dividing this by the dollar amount of the overhead. OGS used this method as this mirrors NIB's application.