

ZION CLOUD SOLUTIONS

DIR DBITS Rate Card & Pricing Guide

Contract Number: DIR-CPO-TMP-593 | Program: Deliverables-Based IT Services (DBITS) | Effective: December 2025

Overview

Zion Cloud Solutions (ZCS) partners with the Texas Department of Information Resources (DIR) under the Deliverables-Based IT Services (DBITS) program to deliver end-to-end technology and consulting services. This rate card provides MSRP pricing for labor categories, fixed-price SOW offerings, and managed services. All pricing is subject to the standard DIR discount and applicable DIR Administrative Fee.

Standard DIR Discount: 10% off MSRP for all DIR purchases | **Volume Discounts:** Additional 5% available on multi-year or >\$1M engagements

Standard Labor Rates (MSRP)

Labor Category	Level	Rate (USD/hr)
Executive / Principal Solution Architect	Senior	\$225
Program Manager	Senior	\$185
Project Manager	Senior	\$160
Scrum Master	Senior	\$150
Business Analyst	Senior	\$150
Business Analyst	Mid	\$115
Solution Architect (Enterprise / Cloud)	Senior	\$210
Cloud Architect (Azure / AWS / GCP)	Senior	\$210
Cloud Engineer (Azure / AWS / GCP)	Senior	\$185
DevOps Engineer	Senior	\$180
DevOps Engineer	Mid	\$145
Full-Stack Developer	Senior	\$175
Full-Stack Developer	Mid	\$125
Full-Stack Developer	Junior	\$95
Mobile App Developer	Senior	\$165
Mainframe Developer	Senior	\$155
QA Automation Engineer	Senior	\$145
QA Analyst (Manual / Functional)	Mid	\$95
IV&V; Lead	Senior	\$190
Data Engineer	Senior	\$170
BI Developer / Report Developer	Mid	\$150

Labor Category	Level	Rate (USD/hr)
Database Administrator (DBA)	Senior	\$150
Security Engineer (Cloud / AppSec)	Senior	\$185
Accessibility Specialist (VADSIR / 508)	Senior	\$155
Technical Writer / Documentation	Mid	\$110
Trainer / Instructor (Technical)	Mid	\$140
System / Network Administrator	Mid	\$120
Network Engineer	Senior	\$145
Helpdesk / Tier 1 Support	Junior	\$60
Helpdesk / Tier 2 Support	Mid	\$90
PMO / Governance Analyst	Mid	\$130
Contract & Marketing Support Specialist	Mid	\$115

Blended Team Rate: \$28,000 per developer-month (approximate blend of architects, PM, developers, QA, BA). Use for SOW-level price estimations.

Fixed-Price / SOW Offerings (MSRP Ranges)

Each SOW price depends on scope, complexity, and acceptance criteria. The ranges below are representative for typical engagements. Contact us for a firm quote based on your specific requirements.

Service Offering	Unit	MSRP Range (USD)
Application Modernization (Legacy to Cloud)	Per SOW	\$150,000 - \$650,000
New Application / Web App Build (MVP to Production)	Per SOW	\$75,000 - \$300,000
Enterprise Data Platform (Bronze to Gold)	Per SOW	\$200,000 - \$850,000
BI Dashboard & Reporting Suite	Per SOW	\$50,000 - \$225,000
IV&V; Engagement	Per SOW	\$75,000 - \$350,000
Accessibility Remediation (Non-COTS)	Per SOW	\$25,000 - \$150,000
Security Assessment & Remediation	Per SOW	\$40,000 - \$250,000
Cloud Migration (Per Application)	Per SOW	\$35,000 - \$250,000
Mainframe Modernization (Per Module)	Per SOW	\$80,000 - \$400,000

CloudScale Managed Services (Azure)

Monthly managed service tiers for Azure environments. Add-ons for Disaster Recovery, Security Operations, and on-site support are quoted per SOW.

Tier	Description	Monthly MSRP	Coverage
Bronze	Monitoring, 8x5 support, patching, monthly reports	\$8,000	8x5
Silver	24x7 monitoring, patching, cost optimization, incident response	\$20,000	24x7
Gold	Dedicated Delivery Manager, SRE rotations, security monitoring, SLA	\$40,000	24x7 + SLA

Billing Terms & Conditions

- **Billing:** Time & Material billed monthly; Fixed-Price per SOW milestones. Standard terms: Net 30.
- **Travel & Expenses:** Billed at cost or GSA per diem with prior approval; excluded from service MSRP.
- **Third-Party Licenses:** Software licenses and cloud costs billed separately unless included in SOW.
- **DIR Administrative Fee:** Applicable per DIR contract terms at time of Purchase Agreement.
- **MSRP Validity:** Rates valid for 12 months from publication. Updates require DIR review.

How to Obtain a Quote

1. Confirm your agency is a DIR customer and scope fits DBITS. 2. Complete the DIR/agency SOW template with deliverables and acceptance criteria. 3. Submit to **contracts@zionclouds.com** with scope summary and target timeline. 4. Receive written quote and proposed Purchase Agreement within 5 business days. 5. Reference DIR Contract **DIR-CPO-TMP-593** on your PO and schedule kickoff.

Points of Contact

Contract Desk	contracts@zionclouds.com	Eligibility & Documents
Engagement Manager	delivery@zionclouds.com	SOWs, Milestones, Reporting
Security	security@zionclouds.com	Compliance, Risk & Privacy

DIR Contract Page: <http://dir.texas.gov/View-Contracts-And-Services/Pages/Content.aspx?id=41>