Proposing Entity:
[ ] **Prime Offeror** OR [ ] **Subcontractor**

RFP# NNG16551793R

EXHIBIT 2A

NON-MANAGEMENT DIRECT LABOR CATEGORY CONVERSION

(OFFEROR DIRECT LABOR CATEGORY(S) TO GPM-SPECIFIED CATEGORY)

ONSITE, OFFSITE

Contract Year _____

Place of Performance: [ ] **Onsite** [ ] **Offsite**

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
*Fill-in Offeror DL category(s) by title that comprise GPM-Specified DL Category**								
			$0.00					
			$0.00					
Configuration Manager (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Configuration Manager (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Configuration Manager (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Configuration Manager (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Consultant I		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Consultant II		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Database Administrator (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Database Administrator (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Database Administrator (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					

This exhibit contains Source Selection Information. See FAR 3.104.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
			$0.00					
Database Administrator (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Engineering Technician I		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Engineering Technician VI		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Flight Operations Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Flight Operations Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Flight Operations Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Flight Operations Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Logistics Manager		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Mission/Project Analyst 4		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**

This exhibit contains Source Selection Information. See FAR 3.104.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
			$0.00					
			$0.00					
Mission Project Analyst 3		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Mission Project Analyst 2		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Mission Project Analyst 1		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Multimedia Specialist (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Multimedia Specialist (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Multimedia Specialist (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Multimedia Specialist (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Network Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Network Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Network Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Network Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Software Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					

This exhibit contains Source Selection Information. See FAR 3.104.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
Software Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Software Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Software Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Software Test Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Software Test Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Software Test Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Subject Matter Expert II		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Subject Matter Expert I		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Administrator (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Administrator (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Administrator (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					

This exhibit contains Source Selection Information. See FAR 3.104.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
			$0.00					
Systems Integration Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Integration Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Integration Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Integration Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Security Engineer I		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Security Engineer 2		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Security Engineer 3		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Security Engineer 4		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Systems Security Engineer 5		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Writer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Writer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Writer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Writer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**

This exhibit contains Source Selection Information. See FAR 3.104.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
			$0.00					
			$0.00					
Technical Manager III		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Manager – Level II		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Manager – Level I		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Supervisor/Lead III		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technical Supervisor/Lead I		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technician (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technician (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technician (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Technician (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Test Engineer (Principal)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Test Engineer (Senior)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
Test Engineer (Mid-Level)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					

This exhibit contains Source Selection Information. See FAR 3.104.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $	Other** $	G&A $		
Test Engineer (Associate)		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**
			$0.00					
			$0.00					
		0%	$0.00	$0.00	$0.00	$0.00	$0.00	**$0.00**

*Add additional rows if more than two Offeror DL Categories are used to calculate GPM-Specified DL Category

**If applicable, insert and identify any "Other" indirect rates used to calculate loaded direct labor rates in accordance with your current accounting system (e.g., a separate fringe benefits rate)

***If this is a Prime Offeror Exhibit - Loaded Non-Management ONSITE, OFFSITE or MANUFACTURING Direct Labor Bid Rate MUST match the corresponding site Prime Loaded Non-Management Bid Rate in Exhibit 1A

***If this is a Subcontractor Exhibit - Loaded Non-Management ONSITE, OFFSITE OR MANUFACTURING SITE Direct Labor Bid Rate MUST match the corresponding site Subcontractor Loaded Non-Management Bid Rate in Exhibit 1A

Proposing Entity:
[ ] **Prime Offeror** OR [ ] **Subcontractor**

RFP# NNG16551793R

EXHIBIT 2B
OFFEROR MANAGEMENT AND ADMINISTRATIVE LABOR
Contract Year _____

Offeror ONSITE Management Direct Labor Categories*	Unburdened Direct Labor Rate	CY Indirect Bid Rates			Fee	Loaded Direct Labor Rate
		Overhead $	Other** $	G&A $		

Offeror OFFSITE Administrative Direct Labor Categories*	Unburdened Direct Labor Rate	CY Indirect Bid Rates			Fee	Loaded Direct Labor Rate
		Overhead $	Other** $	G&A $		

*Add additional rows if needed.

**If applicable, insert and identify any "Other" indirect rates used to calculate loaded direct labor rates in accordance with your current accounting system (e.g., a separate fringe benefits rate)

This exhibit contains Source Selection Information. See FAR 3.104

[ ] Prime Offeror OR [X] Subcontractor

EXHIBIT 2A
NON-MANAGEMENT DIRECT LABOR CATEGORY CONVERSION
(OFFEROR DIRECT LABOR CATEGORY(S) TO GPM-SPECIFIED CATEGORY)
ONSITE, OFFSITE
Contract Year __1__

Place of Performance: [X] Onsite [ ] Offsite

NOTE: For purposes of this sample, Offeror Data/Rate Fill-ins are highlighted in yellow. Loaded Contract DL Rate conversion is highlighted in blue.

Offeror Direct Labor (DL) Category(s)* to GPM-Specified Position Description DL Category	Unburdened Direct Labor Rate			CY Indirect Bid Rates			Fee Amount	Loaded GPM DL Rate***
	Offeror Rate	Portion %	GPM Rate	Overhead $ 110.00%	Other** $ NA	G&A $ 25.00%	8.00%	
*Fill-in Offeror DL category(s) by title that comprise GPM-Specified DL Category**								
Position AB	$20.00	50%	$10.00					
Position ABC	$26.00	50%	$13.00					
CAD/Draftsman		100%	$23.00	$25.30		$12.08	$4.83	**$65.21**
Position 12	$26.00	30%	$7.80					
Position 123	$28.50	35%	$9.98					
Position 45	$32.00	35%	$11.20					
Communications System Engineer		100%	$28.98	$31.87		$15.21	$6.08	**$82.14**
			$0.00					
Position X	$46.00	100%	$48.00					
Configuration Management Specialist		100%	$48.00	$52.80		$25.20	$10.08	**$136.08**
			$0.00					
			$0.00					
Gov PD 4		0%	$0.00					$0.00
			$0.00					
			$0.00					
Gov PD 5		0%	$0.00					$0.00
			$0.00					
			$0.00					
Gov PD 6		0%	$0.00					$0.00
			$0.00					
			$0.00					
Gov PD 7		0%	$0.00					$0.00
			$0.00					
			$0.00					
Gov PD 8		0%	$0.00					$0.00
			$0.00					
			$0.00					
Gov PD 9		0%	$0.00					$0.00

*Add additional rows if more than two Offeror DL Categories are used to calculate GPM-Specified DL Category

**If applicable, Insert and Identify any "Other" indirect rates used to calculate loaded direct labor rates in accordance with your current accounting system (e.g., a separate fringe benefits rate)

***If this is a Prime Offeror Exhibit - Indirect Loadings are not required. Indirect Costs are shown on Exhibits 1A and 1B.

***If this is a Subcontractor Exhibit - Loaded Non-Management Direct Labor Bid Rate MUST match the Subcontractor Loaded Non-Management Bid Rate in Exhibit 1A