



County of Fairfax, Virginia

NOTICE OF AWARD

Date of Award: March 19, 2021

CONTRACT TITLE: Security Awareness Day
SOLICITATION NUMBER: RFP 2000003061
CONTRACT TYPE: Requirements Contract (RQ)
NIGP CODE: **96234**
CONTRACT PERIOD: Date of Award through November 30, 2024
RENEWALS: Two (2) one-year renewal options
SUPERSEDES: 4400005196
PRICES: See attached Pricing Schedule
DELIVERY: FOB Destination

<u>CONTRACTOR:</u> Yes& Holdings LLC dba Yes& 1700 Diagonal Road Suite 450 Alexandria, VA 22314	<u>SUPPLIER CODE:</u> 1000044428	<u>CONTRACT NO:</u> 4400010421
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Contact: Robert W. Sprague
Telephone: (571) 276-5017
E-mail: rsprague@yesandagency.com
Payment: Net 30 days
Awarded: Onsite Conference
Secondary Contractor: Virtual Conference

<u>CONTRACTOR:</u> Katzcy LLC 22814 Courtland Park Drive Brambleton, VA 20148	<u>SUPPLIER CODE:</u> 1000043775	<u>CONTRACT NO:</u> 4400010422
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Contact: Jessica Gulick
Telephone: (703) 731-8678
E-mail: gulickj@katzcy.com
Payment: Net 30 days
Awarded: Primary Contractor: Virtual Conference

DPM CONTACT: Yong Kim, CPPB, Contract Specialist II
Telephone: 703-324-3217, TTY: 711
E-mail: yong.kim@fairfaxcounty.gov

Department of Procurement & Material Management
12000 Government Center Parkway, Suite 427
Fairfax, VA 22035-0013
Website: www.fairfaxcounty.gov/procurement/
Phone (703) 324-3201, **TTY:** 711, **Fax:** (703) 324-3228

ORDERING INSTRUCTIONS:

The Departments of Information Technology may enter into FOCUS (Fairfax County Unified Systems) a shopping cart indicating the service required, the quantity, the payment terms and the delivery date. The shopping cart must be annotated with the contract number. Requests exceeding the small purchase threshold (\$10k) will be routed to DPMM and a purchase order will be executed.



Yong Kim, CPPB
Contract Specialist II

DISTRIBUTION:

Dept. of Finance – Accounts Payable/e
DIT – Vicki McClanahan/e
DIT – Richard Habgood/e
DIT – Stashima Hailey/e
DIT – Jonathan Zuramski/e
DIT – Tanesha Sherrod/e
DIT – Michelle Breckenridge/e

Contract Specialist II – Yong Kim
Asst. Contract Specialist – Cynthia Parker
DPMM, Supplier Diversity – Chris McGough/e

PRICING SCHEDULE
Yes& Holdings LLC

Onsite Conference:

1. 2021:

Labor Category	Price
Senior Project Manager	\$162.88
Project Manager	\$134.96
Creative Director I	\$171.55
Graphic Designer II	\$109.83
Senior Copywriter	\$150.78
Technical Specialist	\$74.46

2. 2022:

Labor Category	Price
Senior Project Manager	\$164.51
Project Manager	\$136.31
Creative Director I	\$173.27
Graphic Designer II	\$110.94
Senior Copywriter	\$152.29
Technical Specialist	\$75.20

3. 2023:

Labor Category	Price
Senior Project Manager	\$166.16
Project Manager	\$137.68
Creative Director I	\$175.01
Graphic Designer II	\$112.05
Senior Copywriter	\$153.81
Technical Specialist	\$75.96

4. 2024:

Labor Category	Price
Senior Project Manager	\$167.83
Project Manager	\$139.06
Creative Director I	\$176.76
Graphic Designer II	\$113.18
Senior Copywriter	\$155.36
Technical Specialist	\$76.73

**PRICING SCHEDULE
Yes& Holdings LLC**

Rates for other Services: will add a 4% discount of any additional labor services:

Labor Category	2021	2022	2023	2024
Administrative Assistant I	\$62.37	\$63.00	\$63.63	\$64.27
Administrative Assistant II	\$78.68	\$79.47	\$80.27	\$81.08
Art Director	\$153.52	\$155.06	\$156.62	\$158.19
Communications Director I	\$197.66	\$199.64	\$201.64	\$203.66
Content Manager	\$126.25	\$127.52	\$128.80	\$130.09
Contract Administrator I	\$78.99	\$79.78	\$80.58	\$81.39
Copy Editor	\$85.85	\$86.71	\$87.58	\$88.46
Copywriter	\$139.13	\$140.53	\$141.94	\$143.36
Creative Director I	\$176.86	\$178.63	\$180.42	\$182.23
Deputy Project Manager	\$106.05	\$107.12	\$108.20	\$109.29
Digital Strategist	\$176.75	\$178.52	\$180.31	\$182.12
Editorial Services Director	\$111.10	\$112.22	\$113.35	\$114.49
Event Services Coordinator	\$83.83	\$84.67	\$85.52	\$86.38
Event Services Director	\$149.48	\$150.98	\$152.49	\$154.02
Event Services Manager	\$97.97	\$98.95	\$99.94	\$100.94
Graphic Designer I	\$98.83	\$99.82	\$100.82	\$101.83
Media Planner/Media Buyer	\$143.42	\$144.86	\$146.31	\$147.78
Media Specialist I	\$75.75	\$76.51	\$77.28	\$78.06
Media Specialist II	\$111.10	\$112.22	\$113.35	\$114.49
Principal	\$318.15	\$321.34	\$324.56	\$327.81
Public Relations Manager I	\$110.35	\$111.46	\$112.58	\$113.71
Public Relations Manager II	\$150.24	\$151.75	\$153.27	\$154.81
Public Relations Specialist	\$171.70	\$173.42	\$175.16	\$176.92
Research Analyst	\$81.56	\$82.38	\$83.21	\$84.05
Research Director	\$148.47	\$149.96	\$151.46	\$152.98
Senior Market Consultant I	\$202.00	\$204.02	\$206.07	\$208.14
Social Media Manager	\$120.53	\$121.74	\$122.96	\$124.19
Social Media Specialist	\$60.60	\$61.21	\$61.83	\$62.45
Social Media Strategist	\$81.81	\$82.63	\$83.46	\$84.30
Strategic Counsel	\$202.00	\$204.02	\$206.07	\$208.14
UI/UX Analyst	\$181.80	\$183.62	\$185.46	\$187.32
Video/Film Director	\$149.48	\$150.98	\$152.49	\$154.02
Videographer/Animator	\$209.07	\$211.17	\$213.29	\$215.43
Web Programmer/Developer	\$166.65	\$168.32	\$170.01	\$171.72
Writer	\$139.13	\$140.53	\$141.94	\$143.36
Writer/Editor	\$121.20	\$122.42	\$123.65	\$124.89

**PRICING SCHEDULE
Yes& Holdings LLC**

Virtual Conference:

(Secondary Award: Secondary Contractor may be engaged when the Primary Contractor is unable to provide virtual conference services.)

1. Intermediate:

Labor Category	Price
Senior Project Manager	\$157.84
Project Manager	\$139.13
Creative Director I	\$176.86
Graphic Designer II	\$113.23
Videographer/Animator	\$196.53
Video Editor	\$90.19
Senior Copywriter	\$146.11
Technical Specialist	\$72.15

2. Essential:

Labor Category	Price
Senior Project Manager	\$162.88
Project Manager	\$134.96
Creative Director I	\$171.55
Graphic Designer II	\$109.83
Senior Copywriter	\$150.78
Technical Specialist	\$74.46

3. Comprehensive:

Labor Category	Price
Senior Project Manager	\$162.88
Project Manager	\$134.96
Creative Director I	\$171.55
Graphic Designer II	\$109.83
Videographer/Animator	\$202.80
Video Editor	\$93.07
Senior Copywriter	\$150.78
Technical Specialist	\$74.46

PRICING SCHEDULE
Katzcy LLC

**Virtual Conference:
Primary Contractor**

1. 2021(10% discount will be provided for year one to the total value each task order)

Labor Category	Price
Senior Project Manager	\$170.00
Project Manager/Event Manager	\$135.00
Executive Subject Matter Expert	\$150.00
Senior Subject Matter Expert	\$135.00
Creative Designer	\$125.00
Copy Writer	\$110.00
Event Services	\$110.00