

EXHIBIT B – PRICING AND RATE CARD**January 26, 2026**

Role	Discounted Hourly Rate (US-Based Remote)	Discounted Hourly Rate (Hybrid Remote)
Oracle/PeopleSoft		
Program Manager	\$200	
Principal Project Manager	\$186	
Project Manager	\$177	
Engagement Manager	\$173	
Service Delivery Manager	\$165	
Solution Architect	\$173	
PeopleSoft Developer	\$144	\$102
PeopleSoft Administrator	\$144	\$106
PeopleSoft Technical Lead	\$155	
PeopleSoft Technical Analyst	\$146	
PeopleSoft Business Analyst	\$146	
Service Delivery Manager	\$161	
PeopleSoft Functional Consultant (HCM/FIN)	\$167	
PeopleSoft Functional Consultant (Campus Solutions)	\$179	
PeopleSoft Security Lead	\$159	
PeopleSoft Security Analyst	\$152	
QA/Testing Lead	\$136	
QA/Testing Analyst	\$126	\$89
Database Administrator (Oracle, SQL Server, etc.)	\$144	\$106
PeopleSoft Trainer	\$161	
Organizational Change Management Lead	\$177	
Workday		
Engagement Manager	\$206	
Associate Engagement Manager	\$168	
Workday Architect	\$218	
Principal Workday Consultant	\$191	
Senior Workday Consultant	\$176	\$92
Workday Consultant	\$163	\$81

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Role	Discounted Hourly Rate (US-Based Remote)	Discounted Hourly Rate (Hybrid Remote)
Associate Workday Consultant	\$150	\$73
Workday Trainer	\$178	
Organizational Change Management Lead	\$200	
Cloud Services		
Cloud Solution Architect (AWS, Azure, OCI, GCP)	\$179	
Cloud Engineer (AWS, Azure, OCI, GCP)	\$163	\$115
Cloud Administrator (AWS, Azure, OCI, GCP)	\$163	
DevOps Engineer (AWS, Azure, OCI, GCP)	\$167	
Other ERP/Technologies		
Senior Application Consultant	\$178	
Application Consultant	\$152	
Senior Technical Lead	\$172	
Application Administrator	\$160	
Salesforce Consultant	\$186	
Salesforce Administrator	\$200	
Salesforce Education Cloud Consultant	\$213	
MuleSoft Consultant	\$239	
ServiceNow Consultant	\$186	
Developer (e.g., JavaScript, .NET, Python, etc.)	\$160	
Data Engineer	\$200	
Data Analyst	\$200	
Tableau Data Analyst	\$200	
Power BI Data Analyst	\$200	
Database Administrator (non-PeopleSoft related)	\$166	
COBOL Mainframe Developer	\$133	
OBIEE Developer	\$200	
Informatica Developer	\$160	
SAP Consultant	\$200	
Agile Project Manager	\$200	

Role	Discounted Hourly Rate (US-Based Remote)	Discounted Hourly Rate (Hybrid Remote)
UI/UX Developer	\$186	
Identity and Access Management (IAM) Consultant	\$200	

Catalog Price List – Amazon Web Services (AWS). As an Amazon Web Services (AWS) partner with Oracle Services Competency, Education Services Competency, Public Sector Program, Solution Provider Program, and Optimization and Licensing Assessment (OLA) certification, ERPA offers AWS cloud services to members at a **three percent (3%) discount**.

Because AWS continually innovates and rapidly grows available services, ERPA offers the use of all current and future AWS Cloud services as they are available. The always up-to-date list of AWS services and products is located here:

<https://aws.amazon.com/products>

The list pricing for all current AWS services is located here:

<https://aws.amazon.com/pricing/services/>

Workday License Subscriptions. To be negotiated with and fulfilled by ERPA.