



**SOC – in – a – Box**

**John Kunelius & Caleb Paquette**

**November 17, 2017**



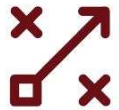
## Agenda

- **Concept**
- **Operations**
- **Tech Stacks**
- **Financials**
- **Discussion**



## **Concept**

- **Initial client requirements/request**
- **Project Scope**
- **Integration**
- **Services refinement**
- **Workforce**



## Operations

- **Standard Operating Procedures (SOP)**
- **Talent**
- **Custom services**
- **Missions**



## Tech Stacks

- **Research**
- **Identify**
- **Categorize**
- **Try/test**
- **Keep/kill**

**Summary of Project Costs:**

Direct Labor	94,427.62
External Labor	0.00
ODCs	60,000.00
Overhead	50,282.70
G&A	48,106.92
Fee	8,224.77
<b>Total Cost</b>	<u>\$ 261,042.01</u>

<b>Indirect Rates:</b>	
Overhead	53.25%
G&A	23.50%
Fee	6.00%

**Direct Labor:**

Labor Category	Resource Name	Base Labor Rate	Hours	Base Labor Costs	Overhead	G&A	Fee	Loaded Cost
Lead	Smith	\$ 56.06	52.0	2,915.12	1,552.30	1,049.84	331.04	5,848.30
PM	Johnson	\$ 48.07	250.0	12,017.50	6,399.32	4,327.95	1,364.69	24,109.46
Manager	Anderson	\$ 44.00	500.0	22,000.00	11,715.00	7,923.03	0.00	41,638.03
Analyst 1	Peterson	\$ 38.33	750.0	28,747.50	15,308.04	10,353.05	3,264.52	57,673.11
Analyst 2	Warner	\$ 38.33	750.0	28,747.50	15,308.04	10,353.05	3,264.52	57,673.11
<b>Total Labor Costs</b>			2,302.0	94,427.6	50,282.7	34,006.9	8,224.8	186,942.0

**External Labor**

Item	Rate - Monthly	Amount	Base Cost	G&A	Fee	Loaded Cost
Consultant	0.00		0.00	0.00		0.00
<b>Total External Labor Costs</b>			0.00	0.00	0.00	0.00

**Other Direct Costs**

Item	Qty	Unit Cost	Base Cost	G&A	Fee	Loaded Cost
Materials:						
	Tech Stacks	1.00	60,000.00	60,000.00	14,100.00	74,100.00
Travel:						
	Travel		0.00	0.00	0.00	0.00
Other:						
<b>Total Other Direct Costs</b>			60,000.00	14,100.00	0.00	74,100.00

<b>Total Cost Elements</b>			<u>\$154,427.62</u>	<u>\$50,282.70</u>	<u>\$48,106.92</u>	<u>\$8,224.77</u>	<u>\$261,042.01</u>
----------------------------	--	--	---------------------	--------------------	--------------------	-------------------	---------------------



# Discussion | Questions

Contact: John A. Kunelius, P: 507-384-1056

[E: jkuneliu@norwich.edu](mailto:jkuneliu@norwich.edu)