



Pricing

Tryfacta, Inc. Contract #061324-TRY
Title: Staffing with Related Services and Solutions



**Sourcewell - State of Minnesota
Local Government Unit**
**Address: 202 12th Street NE, P.O. Box
219, Staples, MN 56479**

Tryfacta, Inc.
**Address: 4637 Chabot Drive, Suite 100,
Pleasanton, CA 94588**
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Line Item	Category or Type	Minimum Pay Rate	Minimum Bill Rate	Maximum Pay Rate	Minimum Bill Rate	Markup applicable on Pay Rate
67	Professional services, such as accounting and finance, executive search, procurement, clerical, administrative, and legal and compliance	\$22.00	\$28.60	\$75.00	\$97.50	30.00%
68	Public sector and education health, such as nursing, occupational therapy, speech language pathology, social work, pharmaceuticals, dental, and support roles	\$30.00	\$39.60	\$115.00	\$151.80	32.00%
69	Instructional and non-instructional education, such as teaching, interpreting, paraprofessionals, special and alternative education, custodial, food & nutrition, and education administration	\$18.00	\$23.40	\$65.00	\$84.50	30.00%

70	Skilled trade and general labor, such as construction, electricians, HVAC technicians, machinists, technicians, welders, mechanics, groundskeepers, painters, custodians, security guards and traffic management	\$20.00	\$26.60	\$50.00	\$66.50	33.00%
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Line Item	Category or Type	Markup /Cost	Comment
71	Managed service program and vendor managed solutions, such as procurement, coordination, technology, and management of staffing services provided by various vendors	10.00%	N/A
72	Recruitment process outsourcing, such as sourcing, screening, and hiring candidates	12.00%	Percentage of Annual Compensation for Direct hire to government agency payroll
73	Employer of Record (EOR) services (Payrolling Service)	23.00%	Payrolling services only. No recruitment services
74	Other related services or solutions that support the staffing process (Temp to Hire)	12.00%	Percentage of Annual Compensation for Temporary hire to government agency payroll