Service Rates

The rates provided here are for consulting services provided by Core Focus Associates LLC directly to clients. Fees are based on specific requirements and are negotiable under certain circumstances. Standard rates apply unless otherwise specified.

Rates are in US Dollars (USD)

- Initial project consultation, by phone, e-correspondence, or 1st in person meeting (Southeast Michigan service area only) – Free
- Short emails and/or phone calls that incur no new work – Free
    - Does not include project management correspondence, see *Project Administrative Costs*
- Hourly $100 billed in ½ hour increments unless otherwise specified
    - Short Research Profiles - $100
    - Deep background dossiers - $400 minimum, billed hourly thereafter and capped at $800 before continuing work
- Project Administrative costs – minimum 5% of total estimated project cost
- Custom report design – 12-hour minimum, inclusive of up to 3 rounds of edits[1]
- Custom code development – 12-hour minimum, inclusive of up to 3 rounds of edits

On-site/Travel Rates

The rates above pertain to work that does not require travel and/or onsite service. It is recommended that standard work is conducted using telephone, e-correspondence, video calls, and or any other remote collaboration technologies.

For work that is required on site, travel or related expenses, the following conditions apply:

- On-site time is billed at minimum 1.5x current hourly rate for booked time
- Consultants will book reasonable travel arrangements, billed to Client at cost + 10%[2]
- Consultants will book reasonable lodging, meals, and local transportation expenses and bill Client at cost + 10%[2]
- Use of personal vehicle will be billed for reimbursement at the current year mileage rate as established by the U.S. General Accountability Office (GAO)

---

[1] *Includes up to 5 hours of free maintenance and troubleshooting post-deployment correspondence*

[2] *These costs may be waived for travel within the home service area for the metropolitan Detroit and its surrounding suburbs.*