

**Agreement between the
New York State Office of General Services and
IIT Inc
for Hourly Based IT Services (HBITS)**



**Contract Number: PH65773
Appendix D: Pricing Schedules
Effective for Task Orders posted on or after November 1, 2014**

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-----REGION 1-----

Service Group 1. STANDARD TITLES

Standard Title Markup 70.00%

*Note: Please enter the markup as a percentage (i.e.: if the Markup is 20%, please enter 20 into the cell)

Job Title	Skill Demand Level	Normal			High		
		5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Project Manager	Junior	\$24.48	\$25.77	\$43.81	\$27.88	\$29.35	\$49.90
Project Manager	Mid Level	\$29.31	\$30.85	\$52.45	\$33.02	\$34.76	\$59.09
Project Manager	Senior	\$39.25	\$41.32	\$70.24	\$42.46	\$44.69	\$75.97
Project Manager	Expert	\$47.75	\$50.26	\$85.44	\$55.31	\$58.22	\$98.97
Business Analyst	Junior	\$21.18	\$22.29	\$37.89	\$23.13	\$24.35	\$41.40
Business Analyst	Mid Level	\$27.94	\$29.41	\$50.00	\$29.28	\$30.82	\$52.39
Business Analyst	Senior	\$35.04	\$36.88	\$62.70	\$37.47	\$39.44	\$67.05
Business Analyst	Expert	\$39.62	\$41.71	\$70.91	\$42.98	\$45.24	\$76.91
Technical Writer	Junior	\$15.48	\$16.29	\$27.69	\$17.31	\$18.22	\$30.97
Technical Writer	Mid Level	\$19.67	\$20.71	\$35.21	\$20.90	\$22.00	\$37.40
Technical Writer	Senior	\$24.56	\$25.85	\$43.95	\$25.03	\$26.35	\$44.80
Technical Writer	Expert	\$29.51	\$31.06	\$52.80	\$28.89	\$30.41	\$51.70
Tester	Junior	\$19.50	\$20.53	\$34.90	\$20.18	\$21.24	\$36.11
Tester	Mid Level	\$22.30	\$23.47	\$39.90	\$24.14	\$25.41	\$43.20
Tester	Senior	\$28.61	\$30.12	\$51.20	\$32.27	\$33.97	\$57.75
Tester	Expert	\$34.34	\$36.15	\$61.46	\$36.58	\$38.50	\$65.45
Programmer	Junior	\$21.38	\$22.50	\$38.25	\$23.89	\$25.15	\$42.76
Programmer	Mid Level	\$30.12	\$31.71	\$53.91	\$33.42	\$35.18	\$59.81
Programmer	Senior	\$35.45	\$37.32	\$63.44	\$39.62	\$41.71	\$70.91
Programmer	Expert	\$39.23	\$41.29	\$70.19	\$45.24	\$47.62	\$80.95
Specialist	Junior	\$17.82	\$18.76	\$31.89	\$20.43	\$21.50	\$36.55
Specialist	Mid Level	\$29.31	\$30.85	\$52.45	\$32.83	\$34.56	\$58.75
Specialist	Senior	\$35.45	\$37.32	\$63.44	\$38.72	\$40.76	\$69.29
Specialist	Expert	\$39.17	\$41.23	\$70.09	\$47.33	\$49.82	\$84.69
Database Administrator	Junior	\$21.40	\$22.53	\$38.30	\$24.53	\$25.82	\$43.89
Database Administrator	Mid Level	\$30.01	\$31.59	\$53.70	\$32.24	\$33.94	\$57.70
Database Administrator	Senior	\$35.74	\$37.62	\$63.95	\$40.65	\$42.79	\$72.74
Database Administrator	Expert	\$40.93	\$43.08	\$73.24	\$46.27	\$48.71	\$82.81
System Administrator	Junior	\$14.30	\$15.05	\$25.59	\$17.72	\$18.65	\$31.71
System Administrator	Mid Level	\$24.64	\$25.94	\$44.10	\$28.44	\$29.94	\$50.90
System Administrator	Senior	\$34.20	\$36.00	\$61.20	\$37.83	\$39.82	\$67.69
System Administrator	Expert	\$39.51	\$41.59	\$70.70	\$43.98	\$46.29	\$78.69
Technical Architect	Junior	\$27.55	\$29.00	\$49.30	\$28.78	\$30.29	\$51.49
Technical Architect	Mid Level	\$35.15	\$37.00	\$62.90	\$38.78	\$40.82	\$69.39
Technical Architect	Senior	\$41.63	\$43.82	\$74.49	\$45.93	\$48.35	\$82.20
Technical Architect	Expert	\$47.47	\$49.97	\$84.95	\$50.68	\$53.35	\$90.70

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 70.00%

*Note: Please enter the markup as a percentage (i.e.: if the Markup is 20%, please enter 20 into the cell)

Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Microsoft Specialty			
Technician V	\$42.33	\$44.56	\$75.75
Principal Consultant	\$39.45	\$41.53	\$70.60
IBM Specialty			
Technical Specialist 3	\$23.30	\$24.53	\$41.70
Technical Specialist 4	\$26.77	\$28.18	\$47.91
Technical Specialist 5	\$33.92	\$35.71	\$60.71
Software Architect #1	\$39.23	\$41.29	\$70.19
Software Architect #2	\$45.74	\$48.15	\$81.86
Unisys Specialty			
Architectural Specialist I	\$36.01	\$37.91	\$64.45
Architectural Specialist II	\$35.60	\$37.47	\$63.70
Sr. Production Control Operator	\$21.85	\$23.00	\$39.10
Production Control Operator	\$17.94	\$18.88	\$32.10
Sr. Equipment Operator	\$16.93	\$17.82	\$30.29
Equipment Operator	\$15.37	\$16.18	\$27.51
Service Delivery Specialist I	\$23.75	\$25.00	\$42.50
Service Delivery Specialist II	\$23.75	\$25.00	\$42.50

-----REGION 2-----

Service Group 1. STANDARD TITLES

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Job Title	Skill Demand Level	Normal			High		
		5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Project Manager	Junior	\$23.76	\$25.01	\$42.52	\$24.98	\$26.29	\$44.69
Project Manager	Mid Level	\$30.01	\$31.59	\$53.70	\$32.80	\$34.53	\$58.70
Project Manager	Senior	\$38.39	\$40.41	\$68.70	\$40.07	\$42.18	\$71.71
Project Manager	Expert	\$46.22	\$48.65	\$82.71	\$50.12	\$52.76	\$89.69
Business Analyst	Junior	\$20.54	\$21.62	\$36.75	\$22.18	\$23.35	\$39.70
Business Analyst	Mid Level	\$27.78	\$29.24	\$49.71	\$28.89	\$30.41	\$51.70
Business Analyst	Senior	\$35.33	\$37.19	\$63.22	\$37.28	\$39.24	\$66.71
Business Analyst	Expert	\$38.48	\$40.51	\$68.87	\$40.62	\$42.76	\$72.69
Technical Writer	Junior	\$15.48	\$16.29	\$27.69	\$16.60	\$17.47	\$29.70
Technical Writer	Mid Level	\$17.72	\$18.65	\$31.71	\$20.51	\$21.59	\$36.70
Technical Writer	Senior	\$22.18	\$23.35	\$39.70	\$24.42	\$25.71	\$43.71
Technical Writer	Expert	\$26.66	\$28.06	\$47.70	\$27.22	\$28.65	\$48.71
Tester	Junior	\$17.43	\$18.35	\$31.20	\$19.39	\$20.41	\$34.70
Tester	Mid Level	\$22.18	\$23.35	\$39.70	\$23.30	\$24.53	\$41.70
Tester	Senior	\$27.78	\$29.24	\$49.71	\$28.89	\$30.41	\$51.70
Tester	Expert	\$30.57	\$32.18	\$54.71	\$32.80	\$34.53	\$58.70
Programmer	Junior	\$19.95	\$21.00	\$35.70	\$21.62	\$22.76	\$38.69
Programmer	Mid Level	\$28.61	\$30.12	\$51.20	\$30.01	\$31.59	\$53.70
Programmer	Senior	\$36.16	\$38.06	\$64.70	\$37.28	\$39.24	\$66.71
Programmer	Expert	\$38.06	\$40.06	\$68.10	\$43.98	\$46.29	\$78.69
Specialist	Junior	\$17.11	\$18.01	\$30.62	\$20.51	\$21.59	\$36.70
Specialist	Mid Level	\$27.78	\$29.24	\$49.71	\$33.36	\$35.12	\$59.70
Specialist	Senior	\$35.04	\$36.88	\$62.70	\$38.39	\$40.41	\$68.70
Specialist	Expert	\$38.95	\$41.00	\$69.70	\$42.86	\$45.12	\$76.70
Database Administrator	Junior	\$21.40	\$22.53	\$38.30	\$24.42	\$25.71	\$43.71
Database Administrator	Mid Level	\$29.45	\$31.00	\$52.70	\$31.12	\$32.76	\$55.69
Database Administrator	Senior	\$34.48	\$36.29	\$61.69	\$37.83	\$39.82	\$67.69
Database Administrator	Expert	\$38.95	\$41.00	\$69.70	\$42.30	\$44.53	\$75.70
System Administrator	Junior	\$13.58	\$14.29	\$24.29	\$17.72	\$18.65	\$31.71
System Administrator	Mid Level	\$21.40	\$22.53	\$38.30	\$27.78	\$29.24	\$49.71
System Administrator	Senior	\$32.80	\$34.53	\$58.70	\$34.48	\$36.29	\$61.69
System Administrator	Expert	\$38.39	\$40.41	\$68.70	\$38.95	\$41.00	\$69.70
Technical Architect	Junior	\$24.42	\$25.71	\$43.71	\$27.78	\$29.24	\$49.71
Technical Architect	Mid Level	\$32.19	\$33.88	\$57.60	\$33.36	\$35.12	\$59.70
Technical Architect	Senior	\$39.28	\$41.35	\$70.30	\$43.42	\$45.71	\$77.71
Technical Architect	Expert	\$46.05	\$48.47	\$82.40	\$47.33	\$49.82	\$84.69

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 70.00%

*Note: Please enter the markup as a percentage (i.e.: if the Markup is 20%, please enter 20 into the cell)

Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Microsoft Specialty			
Technician V	\$41.18	\$43.35	\$73.70
Principal Consultant	\$38.28	\$40.29	\$68.49
IBM Specialty			
Technical Specialist 3	\$23.33	\$24.56	\$41.75
Technical Specialist 4	\$26.69	\$28.09	\$47.75
Technical Specialist 5	\$30.60	\$32.21	\$54.76
Software Architect #1	\$39.51	\$41.59	\$70.70
Software Architect #2	\$42.86	\$45.12	\$76.70
Unisys Specialty			
Architectural Specialist I	\$36.01	\$37.91	\$64.45
Architectural Specialist II	\$36.01	\$37.91	\$64.45
Sr. Production Control Operator	\$21.49	\$22.62	\$38.45
Production Control Operator	\$16.72	\$17.60	\$29.92
Sr. Equipment Operator	\$18.83	\$19.82	\$33.69
Equipment Operator	\$14.22	\$14.97	\$25.45
Service Delivery Specialist I	\$22.18	\$23.35	\$39.70
Service Delivery Specialist II	\$22.18	\$23.35	\$39.70

REGION 3

Service Group 1. STANDARD TITLES

Standard Title Markup 70.00%

*Note: Please enter the markup as a percentage (i.e.: if the Markup is 20%, please enter 20 into the cell)

Job Title	Skill Demand Level	Normal			High		
		5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Project Manager	Junior	\$24.42	\$25.71	\$43.71	\$30.57	\$32.18	\$54.71
Project Manager	Mid Level	\$32.80	\$34.53	\$58.70	\$35.60	\$37.47	\$63.70
Project Manager	Senior	\$41.74	\$43.94	\$74.70	\$45.66	\$48.06	\$81.70
Project Manager	Expert	\$51.24	\$53.94	\$91.70	\$55.16	\$58.06	\$98.70
Business Analyst	Junior	\$21.07	\$22.18	\$37.71	\$24.42	\$25.71	\$43.71
Business Analyst	Mid Level	\$28.89	\$30.41	\$51.70	\$33.36	\$35.12	\$59.70
Business Analyst	Senior	\$36.72	\$38.65	\$65.71	\$40.07	\$42.18	\$71.71
Business Analyst	Expert	\$38.95	\$41.00	\$69.70	\$44.54	\$46.88	\$79.70
Technical Writer	Junior	\$15.48	\$16.29	\$27.69	\$16.60	\$17.47	\$29.70
Technical Writer	Mid Level	\$18.83	\$19.82	\$33.69	\$20.51	\$21.59	\$36.70
Technical Writer	Senior	\$24.42	\$25.71	\$43.71	\$26.66	\$28.06	\$47.70
Technical Writer	Expert	\$31.12	\$32.76	\$55.69	\$33.36	\$35.12	\$59.70
Tester	Junior	\$20.51	\$21.59	\$36.70	\$21.07	\$22.18	\$37.71
Tester	Mid Level	\$23.86	\$25.12	\$42.70	\$24.98	\$26.29	\$44.69
Tester	Senior	\$29.45	\$31.00	\$52.70	\$33.36	\$35.12	\$59.70
Tester	Expert	\$32.80	\$34.53	\$58.70	\$36.72	\$38.65	\$65.71
Programmer	Junior	\$21.07	\$22.18	\$37.71	\$24.42	\$25.71	\$43.71
Programmer	Mid Level	\$30.01	\$31.59	\$53.70	\$35.60	\$37.47	\$63.70
Programmer	Senior	\$37.67	\$39.65	\$67.41	\$40.62	\$42.76	\$72.69
Programmer	Expert	\$41.18	\$43.35	\$73.70	\$48.45	\$51.00	\$86.70
Specialist	Junior	\$16.43	\$17.29	\$29.39	\$21.40	\$22.53	\$38.30
Specialist	Mid Level	\$27.78	\$29.24	\$49.71	\$35.60	\$37.47	\$63.70
Specialist	Senior	\$35.60	\$37.47	\$63.70	\$42.86	\$45.12	\$76.70
Specialist	Expert	\$39.28	\$41.35	\$70.30	\$49.57	\$52.18	\$88.71
Database Administrator	Junior	\$21.40	\$22.53	\$38.30	\$26.66	\$28.06	\$47.70
Database Administrator	Mid Level	\$31.65	\$33.32	\$56.64	\$35.04	\$36.88	\$62.70
Database Administrator	Senior	\$37.83	\$39.82	\$67.69	\$42.30	\$44.53	\$75.70
Database Administrator	Expert	\$41.47	\$43.65	\$74.21	\$49.01	\$51.59	\$87.70
System Administrator	Junior	\$14.30	\$15.05	\$25.59	\$17.85	\$18.79	\$31.94
System Administrator	Mid Level	\$21.45	\$22.58	\$38.39	\$28.59	\$30.09	\$51.15
System Administrator	Senior	\$35.04	\$36.88	\$62.70	\$41.74	\$43.94	\$74.70
System Administrator	Expert	\$39.34	\$41.41	\$70.40	\$46.78	\$49.24	\$83.71
Technical Architect	Junior	\$26.66	\$28.06	\$47.70	\$32.13	\$33.82	\$57.49
Technical Architect	Mid Level	\$35.04	\$36.88	\$62.70	\$38.39	\$40.41	\$68.70
Technical Architect	Senior	\$42.86	\$45.12	\$76.70	\$45.66	\$48.06	\$81.70
Technical Architect	Expert	\$49.57	\$52.18	\$88.71	\$52.36	\$55.12	\$93.70

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 70.00%

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Microsoft Specialty			
Technician V	\$47.89	\$50.41	\$85.70
Principal Consultant	\$43.08	\$45.35	\$77.10
IBM Specialty			
Technical Specialist 3	\$24.03	\$25.29	\$42.99
Technical Specialist 4	\$28.33	\$29.82	\$50.69
Technical Specialist 5	\$36.72	\$38.65	\$65.71
Software Architect #1	\$42.86	\$45.12	\$76.70
Software Architect #2	\$48.45	\$51.00	\$86.70
Unisys Specialty			
Architectural Specialist I	\$35.99	\$37.88	\$64.40
Architectural Specialist II	\$38.95	\$41.00	\$69.70
Sr. Production Control Operator	\$23.30	\$24.53	\$41.70
Production Control Operator	\$20.43	\$21.50	\$36.55
Sr. Equipment Operator	\$19.95	\$21.00	\$35.70
Equipment Operator	\$15.48	\$16.29	\$27.69
Service Delivery Specialist I	\$25.54	\$26.88	\$45.70
Service Delivery Specialist II	\$25.54	\$26.88	\$45.70