

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



**Contract Number: PH65782  
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 100.00%

\*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	\$19.49	\$20.52	\$41.04	\$19.49	\$20.52	\$41.04
Project Manager	Mid Level	\$25.86	\$27.23	\$54.45	\$26.83	\$28.24	\$56.48
Project Manager	Senior	\$32.35	\$34.06	\$68.11	\$35.03	\$36.88	\$73.75
Project Manager	Expert	\$40.88	\$43.04	\$86.07	\$45.01	\$47.38	\$94.76
Business Analyst	Junior	\$16.66	\$17.54	\$35.08	\$17.96	\$18.90	\$37.80
Business Analyst	Mid Level	\$22.77	\$23.97	\$47.93	\$24.24	\$25.52	\$51.04
Business Analyst	Senior	\$27.05	\$28.47	\$56.94	\$30.97	\$32.60	\$65.20
Business Analyst	Expert	\$32.89	\$34.62	\$69.24	\$35.56	\$37.43	\$74.86
Technical Writer	Junior	\$12.72	\$13.39	\$26.77	\$14.96	\$15.75	\$31.50
Technical Writer	Mid Level	\$15.41	\$16.23	\$32.45	\$17.60	\$18.53	\$37.06
Technical Writer	Senior	\$19.24	\$20.26	\$40.51	\$20.58	\$21.66	\$43.32
Technical Writer	Expert	\$22.68	\$23.88	\$47.75	\$24.37	\$25.65	\$51.30
Tester	Junior	\$14.93	\$15.72	\$31.43	\$16.94	\$17.83	\$35.66
Tester	Mid Level	\$16.85	\$17.74	\$35.47	\$20.43	\$21.51	\$43.02
Tester	Senior	\$22.40	\$23.58	\$47.16	\$24.14	\$25.42	\$50.83
Tester	Expert	\$24.80	\$26.11	\$52.22	\$28.27	\$29.76	\$59.52
Programmer	Junior	\$17.80	\$18.74	\$37.48	\$19.38	\$20.40	\$40.80
Programmer	Mid Level	\$23.39	\$24.63	\$49.25	\$25.79	\$27.15	\$54.29
Programmer	Senior	\$28.28	\$29.77	\$59.53	\$31.19	\$32.83	\$65.66
Programmer	Expert	\$33.21	\$34.96	\$69.91	\$36.87	\$38.81	\$77.62
Specialist	Junior	\$17.67	\$18.61	\$37.21	\$19.29	\$20.31	\$40.61
Specialist	Mid Level	\$24.49	\$25.78	\$51.56	\$28.22	\$29.70	\$59.40
Specialist	Senior	\$29.45	\$31.00	\$62.00	\$32.06	\$33.75	\$67.49
Specialist	Expert	\$33.94	\$35.73	\$71.46	\$38.64	\$40.68	\$81.35
Database Administrator	Junior	\$18.96	\$19.96	\$39.91	\$20.81	\$21.90	\$43.80
Database Administrator	Mid Level	\$24.25	\$25.53	\$51.06	\$26.20	\$27.58	\$55.16
Database Administrator	Senior	\$30.37	\$31.97	\$63.93	\$31.90	\$33.58	\$67.16
Database Administrator	Expert	\$34.24	\$36.04	\$72.08	\$36.52	\$38.44	\$76.88
System Administrator	Junior	\$16.21	\$17.06	\$34.12	\$18.18	\$19.14	\$38.27
System Administrator	Mid Level	\$21.05	\$22.16	\$44.32	\$23.17	\$24.39	\$48.78
System Administrator	Senior	\$27.64	\$29.10	\$58.19	\$28.82	\$30.34	\$60.67
System Administrator	Expert	\$32.09	\$33.78	\$67.56	\$34.28	\$36.08	\$72.16
Technical Architect	Junior	\$21.34	\$22.46	\$44.92	\$23.12	\$24.34	\$48.68
Technical Architect	Mid Level	\$27.26	\$28.70	\$57.39	\$28.86	\$30.38	\$60.75
Technical Architect	Senior	\$34.28	\$36.09	\$72.17	\$37.44	\$39.42	\$78.83
Technical Architect	Expert	\$40.15	\$42.26	\$84.52	\$41.85	\$44.05	\$88.10

**Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES**

Software/Hardware Specific Markup 100.00%

\*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
<b>Microsoft Specialty</b>			
Technician V	\$32.83	\$34.56	\$69.11
Principal Consultant	\$33.67	\$35.45	\$70.89
<b>IBM Specialty</b>			
Technical Specialist 3	\$18.06	\$19.02	\$38.03
Technical Specialist 4	\$21.50	\$22.64	\$45.27
Technical Specialist 5	\$26.86	\$28.27	\$56.54
Software Architect #1	\$33.15	\$34.89	\$69.78
Software Architect #2	\$37.48	\$39.46	\$78.91
<b>Unisys Specialty</b>			
Architectural Specialist I	\$31.19	\$32.84	\$65.67
Architectural Specialist II	\$28.41	\$29.90	\$59.80
Sr. Production Control Operator	\$18.62	\$19.60	\$39.20
Production Control Operator	\$14.48	\$15.24	\$30.48
Sr. Equipment Operator	\$14.06	\$14.81	\$29.61
Equipment Operator	\$11.39	\$11.99	\$23.98
Service Delivery Specialist I	\$18.77	\$19.76	\$39.52
Service Delivery Specialist II	\$16.75	\$17.63	\$35.26

**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	\$16.25	\$17.11	\$34.21	\$16.25	\$17.11	\$34.21
Project Manager	Mid Level	\$22.44	\$23.63	\$47.25	\$22.44	\$23.63	\$47.25
Project Manager	Senior	\$29.57	\$31.13	\$62.26	\$29.57	\$31.13	\$62.26
Project Manager	Expert	\$35.88	\$37.77	\$75.54	\$37.92	\$39.92	\$79.84
Business Analyst	Junior	\$14.25	\$15.00	\$30.00	\$14.96	\$15.75	\$31.49
Business Analyst	Mid Level	\$19.24	\$20.25	\$40.50	\$20.20	\$21.27	\$42.53
Business Analyst	Senior	\$25.94	\$27.30	\$54.60	\$28.05	\$29.53	\$59.06
Business Analyst	Expert	\$30.22	\$31.81	\$63.62	\$33.06	\$34.80	\$69.59
Technical Writer	Junior	\$12.11	\$12.75	\$25.49	\$13.44	\$14.15	\$28.29
Technical Writer	Mid Level	\$15.33	\$16.14	\$32.27	\$16.32	\$17.18	\$34.35
Technical Writer	Senior	\$17.48	\$18.40	\$36.80	\$19.92	\$20.97	\$41.94
Technical Writer	Expert	\$21.37	\$22.49	\$44.98	\$23.93	\$25.19	\$50.38
Tester	Junior	\$14.77	\$15.55	\$31.10	\$16.44	\$17.30	\$34.60
Tester	Mid Level	\$17.56	\$18.49	\$36.97	\$20.14	\$21.21	\$42.41
Tester	Senior	\$21.79	\$22.94	\$45.88	\$24.18	\$25.46	\$50.91
Tester	Expert	\$24.61	\$25.91	\$51.82	\$26.46	\$27.86	\$55.71
Programmer	Junior	\$15.30	\$16.10	\$32.20	\$16.93	\$17.82	\$35.64
Programmer	Mid Level	\$22.34	\$23.52	\$47.04	\$24.51	\$25.80	\$51.59
Programmer	Senior	\$28.25	\$29.74	\$59.47	\$31.35	\$33.00	\$66.00
Programmer	Expert	\$31.42	\$33.08	\$66.15	\$33.31	\$35.06	\$70.12
Specialist	Junior	\$17.06	\$17.96	\$35.92	\$19.03	\$20.04	\$40.07
Specialist	Mid Level	\$23.86	\$25.12	\$50.24	\$26.27	\$27.65	\$55.30
Specialist	Senior	\$28.54	\$30.05	\$60.09	\$31.95	\$33.63	\$67.26
Specialist	Expert	\$33.44	\$35.20	\$70.40	\$36.29	\$38.20	\$76.39
Database Administrator	Junior	\$17.10	\$18.00	\$36.00	\$17.10	\$18.00	\$36.00
Database Administrator	Mid Level	\$22.78	\$23.98	\$47.95	\$25.03	\$26.35	\$52.69
Database Administrator	Senior	\$29.28	\$30.82	\$61.64	\$30.93	\$32.56	\$65.11
Database Administrator	Expert	\$33.36	\$35.12	\$70.23	\$35.78	\$37.67	\$75.33
System Administrator	Junior	\$15.43	\$16.24	\$32.48	\$17.88	\$18.82	\$37.64
System Administrator	Mid Level	\$19.97	\$21.03	\$42.05	\$22.81	\$24.02	\$48.03
System Administrator	Senior	\$25.51	\$26.85	\$53.70	\$27.95	\$29.42	\$58.84
System Administrator	Expert	\$28.75	\$30.26	\$60.52	\$30.68	\$32.30	\$64.59
Technical Architect	Junior	\$19.47	\$20.49	\$40.98	\$21.61	\$22.75	\$45.50
Technical Architect	Mid Level	\$25.99	\$27.36	\$54.72	\$28.04	\$29.52	\$59.04
Technical Architect	Senior	\$32.15	\$33.85	\$67.69	\$33.66	\$35.43	\$70.86
Technical Architect	Expert	\$34.81	\$36.65	\$73.29	\$37.54	\$39.52	\$79.04

**Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES**

Software/Hardware Specific Markup 100.00%

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
<b>Microsoft Specialty</b>			
Technician V	\$27.36	\$28.80	\$57.60
Principal Consultant	\$33.64	\$35.42	\$70.83
<b>IBM Specialty</b>			
Technical Specialist 3	\$18.07	\$19.02	\$38.04
Technical Specialist 4	\$22.50	\$23.69	\$47.37
Technical Specialist 5	\$26.68	\$28.09	\$56.17
Software Architect #1	\$30.89	\$32.52	\$65.04
Software Architect #2	\$37.00	\$38.95	\$77.89
<b>Unisys Specialty</b>			
Architectural Specialist I	\$31.93	\$33.62	\$67.23
Architectural Specialist II	\$28.67	\$30.18	\$60.36
Sr. Production Control Operator	\$16.19	\$17.05	\$34.09
Production Control Operator	\$12.84	\$13.52	\$27.03
Sr. Equipment Operator	\$12.01	\$12.65	\$25.29
Equipment Operator	\$9.78	\$10.29	\$20.58
Service Delivery Specialist I	\$18.15	\$19.11	\$38.21
Service Delivery Specialist II	\$13.96	\$14.69	\$29.38

-----REGION 3-----

**Service Group 1. STANDARD TITLES**

Standard Title Markup 100.00%

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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	\$21.19	\$22.30	\$44.60	\$21.66	\$22.81	\$45.61
Project Manager	Mid Level	\$24.48	\$25.77	\$51.54	\$27.31	\$28.75	\$57.50
Project Manager	Senior	\$33.48	\$35.25	\$70.49	\$36.22	\$38.13	\$76.26
Project Manager	Expert	\$39.64	\$41.73	\$83.46	\$43.55	\$45.84	\$91.68
Business Analyst	Junior	\$17.31	\$18.23	\$36.45	\$19.66	\$20.69	\$41.38
Business Analyst	Mid Level	\$22.94	\$24.15	\$48.30	\$24.84	\$26.15	\$52.29
Business Analyst	Senior	\$28.88	\$30.40	\$60.79	\$31.05	\$32.69	\$65.37
Business Analyst	Expert	\$32.40	\$34.10	\$68.20	\$35.68	\$37.56	\$75.11
Technical Writer	Junior	\$13.48	\$14.19	\$28.37	\$15.18	\$15.98	\$31.95
Technical Writer	Mid Level	\$16.05	\$16.89	\$33.78	\$17.98	\$18.93	\$37.86
Technical Writer	Senior	\$19.00	\$20.00	\$40.00	\$20.97	\$22.07	\$44.14
Technical Writer	Expert	\$22.37	\$23.55	\$47.09	\$24.51	\$25.81	\$51.61
Tester	Junior	\$15.11	\$15.91	\$31.81	\$17.74	\$18.68	\$37.35
Tester	Mid Level	\$18.19	\$19.15	\$38.29	\$20.97	\$22.07	\$44.14
Tester	Senior	\$22.59	\$23.78	\$47.56	\$25.10	\$26.42	\$52.84
Tester	Expert	\$25.17	\$26.50	\$52.99	\$22.56	\$23.75	\$47.50
Programmer	Junior	\$17.12	\$18.02	\$36.04	\$19.26	\$20.28	\$40.55
Programmer	Mid Level	\$23.96	\$25.23	\$50.45	\$25.47	\$26.81	\$53.62
Programmer	Senior	\$29.62	\$31.18	\$62.35	\$32.94	\$34.67	\$69.34
Programmer	Expert	\$35.09	\$36.94	\$73.87	\$38.03	\$40.03	\$80.06
Specialist	Junior	\$18.33	\$19.29	\$38.58	\$20.09	\$21.15	\$42.30
Specialist	Mid Level	\$24.59	\$25.89	\$51.77	\$26.93	\$28.35	\$56.70
Specialist	Senior	\$30.25	\$31.85	\$63.69	\$36.38	\$38.29	\$76.58
Specialist	Expert	\$35.06	\$36.90	\$73.80	\$41.04	\$43.20	\$86.39
Database Administrator	Junior	\$18.80	\$19.79	\$39.57	\$20.48	\$21.56	\$43.12
Database Administrator	Mid Level	\$23.83	\$25.08	\$50.16	\$25.13	\$26.45	\$52.90
Database Administrator	Senior	\$32.19	\$33.89	\$67.77	\$34.01	\$35.80	\$71.59
Database Administrator	Expert	\$35.63	\$37.51	\$75.01	\$38.71	\$40.75	\$81.50
System Administrator	Junior	\$16.49	\$17.36	\$34.71	\$19.18	\$20.19	\$40.38
System Administrator	Mid Level	\$20.73	\$21.82	\$43.64	\$24.05	\$25.32	\$50.64
System Administrator	Senior	\$28.05	\$29.53	\$59.05	\$29.93	\$31.50	\$63.00
System Administrator	Expert	\$31.63	\$33.30	\$66.59	\$35.49	\$37.36	\$74.72
Technical Architect	Junior	\$22.39	\$23.57	\$47.14	\$23.85	\$25.10	\$50.20
Technical Architect	Mid Level	\$27.37	\$28.82	\$57.63	\$29.56	\$31.12	\$62.23
Technical Architect	Senior	\$32.69	\$34.42	\$68.83	\$29.83	\$31.40	\$62.80
Technical Architect	Expert	\$38.88	\$40.93	\$81.85	\$34.22	\$36.03	\$72.05

**Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES**

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
<b>Microsoft Specialty</b>			
Technician V	\$36.48	\$38.40	\$76.79
Principal Consultant	\$35.71	\$37.59	\$75.18
<b>IBM Specialty</b>			
Technical Specialist 3	\$21.19	\$22.30	\$44.60
Technical Specialist 4	\$25.24	\$26.57	\$53.14
Technical Specialist 5	\$31.72	\$33.39	\$66.78
Software Architect #1	\$34.98	\$36.83	\$73.65
Software Architect #2	\$40.26	\$42.38	\$84.76
<b>Unisys Specialty</b>			
Architectural Specialist I	\$34.34	\$36.15	\$72.30
Architectural Specialist II	\$29.98	\$31.56	\$63.11
Sr. Production Control Operator	\$19.74	\$20.78	\$41.55
Production Control Operator	\$15.05	\$15.84	\$31.68
Sr. Equipment Operator	\$15.61	\$16.43	\$32.86
Equipment Operator	\$12.60	\$13.26	\$26.52
Service Delivery Specialist I	\$21.88	\$23.04	\$46.07
Service Delivery Specialist II	\$18.61	\$19.59	\$39.18