

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



**Contract Number: PH65786
Appendix D: Pricing Schedules
Effective for Task Orders posted on or after November 1, 2014**

Table of Contents

- Worksheet #1: Region 1 Rates**
- Worksheet #2: Region 2 Rates (Mid-Hudson)**
- Worksheet #3: Region 3 Rates (NYC Metro)**
- Worksheet #4: Region Definitions**
- Worksheet #5: Job Title Definitions**
- Worksheet #6: Skill Level Definitions**
- Worksheet #7: Skill Demand Definitions**

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

Service Group 1. STANDARD TITLES

Standard Title Markup 48.00%

*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	\$29.17	\$30.71	\$45.45	\$32.91	\$34.64	\$51.27
Project Manager	Mid Level	\$36.77	\$38.71	\$57.29	\$40.75	\$42.89	\$63.48
Project Manager	Senior	\$45.76	\$48.17	\$71.29	\$47.48	\$49.98	\$73.97
Project Manager	Expert	\$62.26	\$65.54	\$97.00	\$65.34	\$68.78	\$101.79
Business Analyst	Junior	\$26.22	\$27.60	\$40.85	\$27.92	\$29.39	\$43.50
Business Analyst	Mid Level	\$32.51	\$34.22	\$50.65	\$34.80	\$36.63	\$54.21
Business Analyst	Senior	\$41.80	\$44.00	\$65.12	\$43.80	\$46.10	\$68.23
Business Analyst	Expert	\$54.56	\$57.43	\$85.00	\$54.56	\$57.43	\$85.00
Technical Writer	Junior	\$18.95	\$19.95	\$29.53	\$19.83	\$20.87	\$30.89
Technical Writer	Mid Level	\$22.75	\$23.95	\$35.45	\$24.08	\$25.35	\$37.52
Technical Writer	Senior	\$26.60	\$28.00	\$41.44	\$28.46	\$29.96	\$44.34
Technical Writer	Expert	\$31.25	\$32.89	\$48.68	\$33.23	\$34.98	\$51.77
Tester	Junior	\$23.26	\$24.48	\$36.23	\$24.25	\$25.53	\$37.78
Tester	Mid Level	\$23.26	\$24.48	\$36.23	\$28.95	\$30.47	\$45.10
Tester	Senior	\$32.40	\$34.10	\$50.47	\$34.08	\$35.87	\$53.09
Tester	Expert	\$37.86	\$39.85	\$58.98	\$39.67	\$41.76	\$61.80
Programmer	Junior	\$24.61	\$25.91	\$38.35	\$25.75	\$27.10	\$40.11
Programmer	Mid Level	\$32.36	\$34.06	\$50.41	\$34.30	\$36.10	\$53.43
Programmer	Senior	\$38.81	\$40.85	\$60.46	\$40.81	\$42.96	\$63.58
Programmer	Expert	\$52.35	\$55.10	\$81.55	\$53.60	\$56.42	\$83.50
Specialist	Junior	\$25.41	\$26.75	\$39.59	\$26.37	\$27.76	\$41.08
Specialist	Mid Level	\$32.42	\$34.13	\$50.51	\$34.40	\$36.21	\$53.59
Specialist	Senior	\$39.90	\$42.00	\$62.16	\$40.86	\$43.01	\$63.65
Specialist	Expert	\$52.39	\$55.15	\$81.62	\$53.83	\$56.66	\$83.86
Database Administrator	Junior	\$26.58	\$27.98	\$41.41	\$27.98	\$29.45	\$43.59
Database Administrator	Mid Level	\$32.40	\$34.10	\$50.47	\$34.11	\$35.91	\$53.15
Database Administrator	Senior	\$41.33	\$43.50	\$64.38	\$42.86	\$45.12	\$66.78
Database Administrator	Expert	\$47.36	\$49.85	\$73.78	\$48.59	\$51.15	\$75.70
System Administrator	Junior	\$24.80	\$26.10	\$38.63	\$25.65	\$27.00	\$39.96
System Administrator	Mid Level	\$28.57	\$30.07	\$44.50	\$29.65	\$31.21	\$46.19
System Administrator	Senior	\$39.15	\$41.21	\$60.99	\$40.56	\$42.69	\$63.18
System Administrator	Expert	\$46.65	\$49.11	\$72.68	\$48.41	\$50.96	\$75.42
Technical Architect	Junior	\$31.30	\$32.95	\$48.77	\$32.02	\$33.70	\$49.88
Technical Architect	Mid Level	\$36.24	\$38.15	\$56.46	\$37.99	\$39.99	\$59.19
Technical Architect	Senior	\$41.57	\$43.76	\$64.76	\$43.72	\$46.02	\$68.11
Technical Architect	Expert	\$54.25	\$57.10	\$84.51	\$56.18	\$59.14	\$87.53

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 48.00%

*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	\$35.14	\$36.99	\$54.75
Principal Consultant	\$41.97	\$44.18	\$65.39
IBM Specialty			
Technical Specialist 3	\$20.84	\$21.94	\$32.47
Technical Specialist 4	\$23.95	\$25.21	\$37.31
Technical Specialist 5	\$27.11	\$28.54	\$42.24
Software Architect #1	\$32.16	\$33.85	\$50.10
Software Architect #2	\$39.90	\$42.00	\$62.16
Unisys Specialty			
Architectural Specialist I	\$35.13	\$36.98	\$54.73
Architectural Specialist II	\$27.56	\$29.01	\$42.93
Sr. Production Control Operator	\$15.47	\$16.28	\$24.09
Production Control Operator	\$13.45	\$14.16	\$20.96
Sr. Equipment Operator	\$14.35	\$15.10	\$22.35
Equipment Operator	\$12.48	\$13.14	\$19.45
Service Delivery Specialist I	\$24.56	\$25.85	\$38.26
Service Delivery Specialist II	\$19.91	\$20.96	\$31.02

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

Service Group 1. STANDARD TITLES

Standard Title Markup 48.00%

*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	\$29.17	\$30.71	\$45.45	\$32.35	\$34.05	\$50.39
Project Manager	Mid Level	\$39.74	\$41.83	\$61.91	\$39.25	\$41.32	\$61.15
Project Manager	Senior	\$45.45	\$47.84	\$70.80	\$47.84	\$50.36	\$74.53
Project Manager	Expert	\$60.98	\$64.19	\$95.00	\$62.36	\$65.64	\$97.15
Business Analyst	Junior	\$24.52	\$25.81	\$38.20	\$27.72	\$29.18	\$43.19
Business Analyst	Mid Level	\$33.24	\$34.99	\$51.79	\$35.16	\$37.01	\$54.77
Business Analyst	Senior	\$41.56	\$43.75	\$64.75	\$44.26	\$46.59	\$68.95
Business Analyst	Expert	\$54.56	\$57.43	\$85.00	\$54.56	\$57.43	\$85.00
Technical Writer	Junior	\$19.06	\$20.06	\$29.69	\$20.47	\$21.55	\$31.89
Technical Writer	Mid Level	\$22.56	\$23.75	\$35.15	\$24.98	\$26.29	\$38.91
Technical Writer	Senior	\$27.39	\$28.83	\$42.67	\$28.84	\$30.36	\$44.93
Technical Writer	Expert	\$31.69	\$33.36	\$49.37	\$33.98	\$35.77	\$52.94
Tester	Junior	\$22.31	\$23.48	\$34.75	\$24.33	\$25.61	\$37.90
Tester	Mid Level	\$27.72	\$29.18	\$43.19	\$30.13	\$31.72	\$46.95
Tester	Senior	\$32.88	\$34.61	\$51.22	\$34.51	\$36.33	\$53.77
Tester	Expert	\$36.37	\$38.28	\$56.65	\$40.52	\$42.65	\$63.12
Programmer	Junior	\$25.31	\$26.64	\$39.43	\$26.55	\$27.95	\$41.37
Programmer	Mid Level	\$33.06	\$34.80	\$51.50	\$35.01	\$36.85	\$54.54
Programmer	Senior	\$39.29	\$41.36	\$61.21	\$41.79	\$43.99	\$65.11
Programmer	Expert	\$53.14	\$55.94	\$82.79	\$52.75	\$55.53	\$82.18
Specialist	Junior	\$25.76	\$27.12	\$40.14	\$26.67	\$28.07	\$41.54
Specialist	Mid Level	\$33.16	\$34.91	\$51.67	\$35.05	\$36.89	\$54.60
Specialist	Senior	\$40.68	\$42.82	\$63.37	\$41.87	\$44.07	\$65.22
Specialist	Expert	\$53.16	\$55.96	\$82.82	\$54.76	\$57.64	\$85.31
Database Administrator	Junior	\$27.72	\$29.18	\$43.19	\$29.21	\$30.75	\$45.51
Database Administrator	Mid Level	\$33.22	\$34.97	\$51.76	\$34.61	\$36.43	\$53.92
Database Administrator	Senior	\$41.59	\$43.78	\$64.79	\$43.61	\$45.90	\$67.93
Database Administrator	Expert	\$47.76	\$50.27	\$74.40	\$49.65	\$52.26	\$77.34
System Administrator	Junior	\$24.52	\$25.81	\$38.20	\$26.16	\$27.54	\$40.76
System Administrator	Mid Level	\$28.96	\$30.48	\$45.11	\$30.28	\$31.87	\$47.17
System Administrator	Senior	\$39.76	\$41.85	\$61.94	\$41.14	\$43.30	\$64.08
System Administrator	Expert	\$45.25	\$47.63	\$70.49	\$49.05	\$51.63	\$76.41
Technical Architect	Junior	\$30.74	\$32.36	\$47.89	\$32.53	\$34.24	\$50.68
Technical Architect	Mid Level	\$37.01	\$38.96	\$57.66	\$38.85	\$40.89	\$60.52
Technical Architect	Senior	\$41.96	\$44.17	\$65.37	\$44.60	\$46.95	\$69.49
Technical Architect	Expert	\$54.96	\$57.85	\$85.62	\$56.91	\$59.90	\$88.65

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 48.00%

*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	\$36.99	\$38.94	\$57.63
Principal Consultant	\$42.82	\$45.07	\$66.70
IBM Specialty			
Technical Specialist 3	\$22.67	\$23.86	\$35.31
Technical Specialist 4	\$26.06	\$27.43	\$40.60
Technical Specialist 5	\$28.36	\$29.85	\$44.18
Software Architect #1	\$32.44	\$34.15	\$50.54
Software Architect #2	\$40.00	\$42.10	\$62.31
Unisys Specialty			
Architectural Specialist I	\$35.88	\$37.77	\$55.90
Architectural Specialist II	\$29.12	\$30.65	\$45.36
Sr. Production Control Operator	\$16.09	\$16.94	\$25.07
Production Control Operator	\$14.22	\$14.97	\$22.16
Sr. Equipment Operator	\$15.10	\$15.89	\$23.52
Equipment Operator	\$13.03	\$13.72	\$20.31
Service Delivery Specialist I	\$25.13	\$26.45	\$39.15
Service Delivery Specialist II	\$20.89	\$21.99	\$32.55

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

Service Group 1. STANDARD TITLES

Standard Title Markup 48.00%

*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	\$31.97	\$33.65	\$49.80	\$33.37	\$35.13	\$51.99
Project Manager	Mid Level	\$39.74	\$41.83	\$61.91	\$41.10	\$43.26	\$64.02
Project Manager	Senior	\$45.84	\$48.25	\$71.41	\$47.84	\$50.36	\$74.53
Project Manager	Expert	\$63.93	\$67.29	\$99.59	\$66.48	\$69.98	\$103.57
Business Analyst	Junior	\$27.41	\$28.85	\$42.70	\$28.64	\$30.15	\$44.62
Business Analyst	Mid Level	\$33.24	\$34.99	\$51.79	\$35.16	\$37.01	\$54.77
Business Analyst	Senior	\$42.07	\$44.28	\$65.53	\$44.26	\$46.59	\$68.95
Business Analyst	Expert	\$54.56	\$57.43	\$85.00	\$56.65	\$59.63	\$88.25
Technical Writer	Junior	\$19.74	\$20.78	\$30.75	\$20.47	\$21.55	\$31.89
Technical Writer	Mid Level	\$23.66	\$24.91	\$36.87	\$24.98	\$26.29	\$38.91
Technical Writer	Senior	\$27.39	\$28.83	\$42.67	\$28.84	\$30.36	\$44.93
Technical Writer	Expert	\$31.69	\$33.36	\$49.37	\$33.98	\$35.77	\$52.94
Tester	Junior	\$24.64	\$25.94	\$38.39	\$26.74	\$28.15	\$41.66
Tester	Mid Level	\$28.37	\$29.86	\$44.19	\$30.13	\$31.72	\$46.95
Tester	Senior	\$32.88	\$34.61	\$51.22	\$34.51	\$36.33	\$53.77
Tester	Expert	\$38.18	\$40.19	\$59.48	\$40.52	\$42.65	\$63.12
Programmer	Junior	\$25.31	\$26.64	\$39.43	\$26.55	\$27.95	\$41.37
Programmer	Mid Level	\$33.06	\$34.80	\$51.50	\$35.01	\$36.85	\$54.54
Programmer	Senior	\$39.29	\$41.36	\$61.21	\$41.79	\$43.99	\$65.11
Programmer	Expert	\$53.14	\$55.94	\$82.79	\$54.53	\$57.40	\$84.95
Specialist	Junior	\$25.76	\$27.12	\$40.14	\$26.67	\$28.07	\$41.54
Specialist	Mid Level	\$33.16	\$34.91	\$51.67	\$35.05	\$36.89	\$54.60
Specialist	Senior	\$40.68	\$42.82	\$63.37	\$41.87	\$44.07	\$65.22
Specialist	Expert	\$53.16	\$55.96	\$82.82	\$54.76	\$57.64	\$85.31
Database Administrator	Junior	\$28.47	\$29.97	\$44.36	\$29.21	\$30.75	\$45.51
Database Administrator	Mid Level	\$33.22	\$34.97	\$51.76	\$34.61	\$36.43	\$53.92
Database Administrator	Senior	\$41.66	\$43.85	\$64.90	\$43.61	\$45.90	\$67.93
Database Administrator	Expert	\$48.20	\$50.74	\$75.10	\$49.65	\$52.26	\$77.34
System Administrator	Junior	\$25.55	\$26.89	\$39.80	\$26.16	\$27.54	\$40.76
System Administrator	Mid Level	\$28.96	\$30.48	\$45.11	\$30.28	\$31.87	\$47.17
System Administrator	Senior	\$39.76	\$41.85	\$61.94	\$41.14	\$43.30	\$64.08
System Administrator	Expert	\$47.40	\$49.89	\$73.84	\$49.05	\$51.63	\$76.41
Technical Architect	Junior	\$31.97	\$33.65	\$49.80	\$32.53	\$34.24	\$50.68
Technical Architect	Mid Level	\$37.01	\$38.96	\$57.66	\$38.85	\$40.89	\$60.52
Technical Architect	Senior	\$41.96	\$44.17	\$65.37	\$44.60	\$46.95	\$69.49
Technical Architect	Expert	\$54.96	\$57.85	\$85.62	\$56.91	\$59.90	\$88.65

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 48.00%

*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	\$36.99	\$38.94	\$57.63
Principal Consultant	\$42.82	\$45.07	\$66.70
IBM Specialty			
Technical Specialist 3	\$22.67	\$23.86	\$35.31
Technical Specialist 4	\$26.06	\$27.43	\$40.60
Technical Specialist 5	\$28.36	\$29.85	\$44.18
Software Architect #1	\$32.44	\$34.15	\$50.54
Software Architect #2	\$40.00	\$42.10	\$62.31
Unisys Specialty			
Architectural Specialist I	\$35.88	\$37.77	\$55.90
Architectural Specialist II	\$29.12	\$30.65	\$45.36
Sr. Production Control Operator	\$16.09	\$16.94	\$25.07
Production Control Operator	\$14.22	\$14.97	\$22.16
Sr. Equipment Operator	\$15.10	\$15.89	\$23.52
Equipment Operator	\$13.03	\$13.72	\$20.31
Service Delivery Specialist I	\$25.13	\$26.45	\$39.15
Service Delivery Specialist II	\$20.89	\$21.99	\$32.55