

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



**Contract Number: PH65769
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 | \$19.95 | \$21.00 | \$42.00 | \$21.85 | \$23.00 | \$46.00 |
| Project Manager | Mid Level | \$26.66 | \$28.06 | \$56.12 | \$28.16 | \$29.64 | \$59.28 |
| Project Manager | Senior | \$34.79 | \$36.62 | \$73.24 | \$37.91 | \$39.90 | \$79.80 |
| Project Manager | Expert | \$42.28 | \$44.50 | \$89.00 | \$46.20 | \$48.63 | \$97.26 |
| Business Analyst | Junior | \$17.22 | \$18.13 | \$36.26 | \$19.02 | \$20.02 | \$40.04 |
| Business Analyst | Mid Level | \$22.98 | \$24.19 | \$48.38 | \$25.92 | \$27.28 | \$54.56 |
| Business Analyst | Senior | \$30.74 | \$32.36 | \$64.72 | \$32.54 | \$34.25 | \$68.50 |
| Business Analyst | Expert | \$34.09 | \$35.88 | \$71.76 | \$35.86 | \$37.75 | \$75.50 |
| Technical Writer | Junior | \$14.25 | \$15.00 | \$30.00 | \$15.32 | \$16.13 | \$32.26 |
| Technical Writer | Mid Level | \$16.94 | \$17.83 | \$35.66 | \$18.54 | \$19.52 | \$39.04 |
| Technical Writer | Senior | \$20.71 | \$21.80 | \$43.60 | \$22.03 | \$23.19 | \$46.38 |
| Technical Writer | Expert | \$24.12 | \$25.39 | \$50.78 | \$25.44 | \$26.78 | \$53.56 |
| Tester | Junior | \$16.59 | \$17.46 | \$34.92 | \$17.62 | \$18.55 | \$37.10 |
| Tester | Mid Level | \$19.52 | \$20.55 | \$41.10 | \$21.61 | \$22.75 | \$45.50 |
| Tester | Senior | \$23.96 | \$25.22 | \$50.44 | \$26.78 | \$28.19 | \$56.38 |
| Tester | Expert | \$27.69 | \$29.15 | \$58.30 | \$29.24 | \$30.78 | \$61.56 |
| Programmer | Junior | \$17.58 | \$18.50 | \$37.00 | \$19.95 | \$21.00 | \$42.00 |
| Programmer | Mid Level | \$25.65 | \$27.00 | \$54.00 | \$28.03 | \$29.50 | \$59.00 |
| Programmer | Senior | \$31.33 | \$32.98 | \$65.96 | \$34.49 | \$36.30 | \$72.60 |
| Programmer | Expert | \$35.63 | \$37.50 | \$75.00 | \$39.33 | \$41.40 | \$82.80 |
| Specialist | Junior | \$19.95 | \$21.00 | \$42.00 | \$22.98 | \$24.19 | \$48.38 |
| Specialist | Mid Level | \$25.65 | \$27.00 | \$54.00 | \$29.14 | \$30.67 | \$61.34 |
| Specialist | Senior | \$31.22 | \$32.86 | \$65.72 | \$35.18 | \$37.03 | \$74.06 |
| Specialist | Expert | \$34.32 | \$36.13 | \$72.26 | \$38.24 | \$40.25 | \$80.50 |
| Database Administrator | Junior | \$20.89 | \$21.99 | \$43.98 | \$21.45 | \$22.58 | \$45.16 |
| Database Administrator | Mid Level | \$25.81 | \$27.17 | \$54.34 | \$27.13 | \$28.56 | \$57.12 |
| Database Administrator | Senior | \$31.96 | \$33.64 | \$67.28 | \$35.44 | \$37.31 | \$74.62 |
| Database Administrator | Expert | \$36.39 | \$38.31 | \$76.62 | \$41.80 | \$44.00 | \$88.00 |
| System Administrator | Junior | \$20.34 | \$21.41 | \$42.82 | \$20.61 | \$21.69 | \$43.38 |
| System Administrator | Mid Level | \$22.51 | \$23.69 | \$47.38 | \$25.25 | \$26.58 | \$53.16 |
| System Administrator | Senior | \$28.98 | \$30.50 | \$61.00 | \$31.59 | \$33.25 | \$66.50 |
| System Administrator | Expert | \$33.96 | \$35.75 | \$71.50 | \$37.72 | \$39.70 | \$79.40 |
| Technical Architect | Junior | \$22.80 | \$24.00 | \$48.00 | \$24.49 | \$25.78 | \$51.56 |
| Technical Architect | Mid Level | \$28.45 | \$29.95 | \$59.90 | \$33.49 | \$35.25 | \$70.50 |
| Technical Architect | Senior | \$38.12 | \$40.13 | \$80.26 | \$39.43 | \$41.50 | \$83.00 |
| Technical Architect | Expert | \$40.92 | \$43.07 | \$86.14 | \$45.13 | \$47.50 | \$95.00 |

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 |
|---------------------------------|--|---------------------|---------------------|
| Microsoft Specialty | | | |
| Technician V | \$41.93 | \$44.14 | \$88.28 |
| Principal Consultant | \$41.93 | \$44.14 | \$88.28 |
| IBM Specialty | | | |
| Technical Specialist 3 | \$25.80 | \$27.16 | \$54.32 |
| Technical Specialist 4 | \$29.03 | \$30.56 | \$61.12 |
| Technical Specialist 5 | \$35.48 | \$37.35 | \$74.70 |
| Software Architect #1 | \$40.00 | \$42.10 | \$84.20 |
| Software Architect #2 | \$43.87 | \$46.18 | \$92.36 |
| Unisys Specialty | | | |
| Architectural Specialist I | \$41.93 | \$44.14 | \$88.28 |
| Architectural Specialist II | \$41.93 | \$44.14 | \$88.28 |
| Sr. Production Control Operator | \$25.16 | \$26.48 | \$52.96 |
| Production Control Operator | \$21.94 | \$23.09 | \$46.18 |
| Sr. Equipment Operator | \$22.58 | \$23.77 | \$47.54 |
| Equipment Operator | \$18.07 | \$19.02 | \$38.04 |
| Service Delivery Specialist I | \$25.17 | \$26.49 | \$52.98 |
| Service Delivery Specialist II | \$23.85 | \$25.10 | \$50.20 |

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

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 | \$19.95 | \$21.00 | \$42.00 | \$21.85 | \$23.00 | \$46.00 |
| Project Manager | Mid Level | \$26.66 | \$28.06 | \$56.12 | \$28.16 | \$29.64 | \$59.28 |
| Project Manager | Senior | \$34.79 | \$36.62 | \$73.24 | \$37.91 | \$39.90 | \$79.80 |
| Project Manager | Expert | \$42.28 | \$44.50 | \$89.00 | \$46.20 | \$48.63 | \$97.26 |
| Business Analyst | Junior | \$17.22 | \$18.13 | \$36.26 | \$19.02 | \$20.02 | \$40.04 |
| Business Analyst | Mid Level | \$22.98 | \$24.19 | \$48.38 | \$25.92 | \$27.28 | \$54.56 |
| Business Analyst | Senior | \$30.74 | \$32.36 | \$64.72 | \$32.54 | \$34.25 | \$68.50 |
| Business Analyst | Expert | \$34.09 | \$35.88 | \$71.76 | \$35.86 | \$37.75 | \$75.50 |
| Technical Writer | Junior | \$14.25 | \$15.00 | \$30.00 | \$15.32 | \$16.13 | \$32.26 |
| Technical Writer | Mid Level | \$16.94 | \$17.83 | \$35.66 | \$18.54 | \$19.52 | \$39.04 |
| Technical Writer | Senior | \$20.71 | \$21.80 | \$43.60 | \$22.03 | \$23.19 | \$46.38 |
| Technical Writer | Expert | \$24.12 | \$25.39 | \$50.78 | \$25.44 | \$26.78 | \$53.56 |
| Tester | Junior | \$16.59 | \$17.46 | \$34.92 | \$17.62 | \$18.55 | \$37.10 |
| Tester | Mid Level | \$19.52 | \$20.55 | \$41.10 | \$21.61 | \$22.75 | \$45.50 |
| Tester | Senior | \$23.96 | \$25.22 | \$50.44 | \$26.78 | \$28.19 | \$56.38 |
| Tester | Expert | \$27.69 | \$29.15 | \$58.30 | \$29.24 | \$30.78 | \$61.56 |
| Programmer | Junior | \$17.58 | \$18.50 | \$37.00 | \$19.95 | \$21.00 | \$42.00 |
| Programmer | Mid Level | \$25.65 | \$27.00 | \$54.00 | \$28.03 | \$29.50 | \$59.00 |
| Programmer | Senior | \$31.33 | \$32.98 | \$65.96 | \$34.49 | \$36.30 | \$72.60 |
| Programmer | Expert | \$35.63 | \$37.50 | \$75.00 | \$39.33 | \$41.40 | \$82.80 |
| Specialist | Junior | \$19.95 | \$21.00 | \$42.00 | \$22.98 | \$24.19 | \$48.38 |
| Specialist | Mid Level | \$25.65 | \$27.00 | \$54.00 | \$29.14 | \$30.67 | \$61.34 |
| Specialist | Senior | \$31.22 | \$32.86 | \$65.72 | \$35.18 | \$37.03 | \$74.06 |
| Specialist | Expert | \$34.32 | \$36.13 | \$72.26 | \$38.24 | \$40.25 | \$80.50 |
| Database Administrator | Junior | \$20.89 | \$21.99 | \$43.98 | \$21.45 | \$22.58 | \$45.16 |
| Database Administrator | Mid Level | \$25.81 | \$27.17 | \$54.34 | \$27.13 | \$28.56 | \$57.12 |
| Database Administrator | Senior | \$31.96 | \$33.64 | \$67.28 | \$35.44 | \$37.31 | \$74.62 |
| Database Administrator | Expert | \$36.39 | \$38.31 | \$76.62 | \$41.80 | \$44.00 | \$88.00 |
| System Administrator | Junior | \$20.34 | \$21.41 | \$42.82 | \$20.61 | \$21.69 | \$43.38 |
| System Administrator | Mid Level | \$22.51 | \$23.69 | \$47.38 | \$25.25 | \$26.58 | \$53.16 |
| System Administrator | Senior | \$28.98 | \$30.50 | \$61.00 | \$31.59 | \$33.25 | \$66.50 |
| System Administrator | Expert | \$33.96 | \$35.75 | \$71.50 | \$37.72 | \$39.70 | \$79.40 |
| Technical Architect | Junior | \$22.80 | \$24.00 | \$48.00 | \$24.49 | \$25.78 | \$51.56 |
| Technical Architect | Mid Level | \$28.45 | \$29.95 | \$59.90 | \$33.49 | \$35.25 | \$70.50 |
| Technical Architect | Senior | \$38.12 | \$40.13 | \$80.26 | \$39.43 | \$41.50 | \$83.00 |
| Technical Architect | Expert | \$40.92 | \$43.07 | \$86.14 | \$45.13 | \$47.50 | \$95.00 |

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 |
|---------------------------------|--|---------------------|---------------------|
| Microsoft Specialty | | | |
| Technician V | \$41.93 | \$44.14 | \$88.28 |
| Principal Consultant | \$40.64 | \$42.78 | \$85.56 |
| IBM Specialty | | | |
| Technical Specialist 3 | \$25.80 | \$27.16 | \$54.32 |
| Technical Specialist 4 | \$28.39 | \$29.88 | \$59.76 |
| Technical Specialist 5 | \$30.96 | \$32.59 | \$65.18 |
| Software Architect #1 | \$40.00 | \$42.10 | \$84.20 |
| Software Architect #2 | \$45.15 | \$47.53 | \$95.06 |
| Unisys Specialty | | | |
| Architectural Specialist I | \$43.86 | \$46.17 | \$92.34 |
| Architectural Specialist II | \$43.86 | \$46.17 | \$92.34 |
| Sr. Production Control Operator | \$27.09 | \$28.52 | \$57.04 |
| Production Control Operator | \$23.86 | \$25.12 | \$50.24 |
| Sr. Equipment Operator | \$22.58 | \$23.77 | \$47.54 |
| Equipment Operator | \$18.07 | \$19.02 | \$38.04 |
| Service Delivery Specialist I | \$27.09 | \$28.52 | \$57.04 |
| Service Delivery Specialist II | \$25.84 | \$27.20 | \$54.40 |

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

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 | \$21.82 | \$22.97 | \$45.94 | \$25.71 | \$27.06 | \$54.12 |
| Project Manager | Mid Level | \$27.77 | \$29.23 | \$58.46 | \$30.69 | \$32.31 | \$64.62 |
| Project Manager | Senior | \$36.72 | \$38.65 | \$77.30 | \$38.99 | \$41.04 | \$82.08 |
| Project Manager | Expert | \$44.77 | \$47.13 | \$94.26 | \$47.70 | \$50.21 | \$100.42 |
| Business Analyst | Junior | \$20.29 | \$21.36 | \$42.72 | \$21.61 | \$22.75 | \$45.50 |
| Business Analyst | Mid Level | \$25.39 | \$26.73 | \$53.46 | \$29.27 | \$30.81 | \$61.62 |
| Business Analyst | Senior | \$31.07 | \$32.70 | \$65.40 | \$34.95 | \$36.79 | \$73.58 |
| Business Analyst | Expert | \$36.45 | \$38.37 | \$76.74 | \$39.07 | \$41.13 | \$82.26 |
| Technical Writer | Junior | \$15.51 | \$16.33 | \$32.66 | \$16.54 | \$17.41 | \$34.82 |
| Technical Writer | Mid Level | \$18.32 | \$19.28 | \$38.56 | \$20.29 | \$21.36 | \$42.72 |
| Technical Writer | Senior | \$22.67 | \$23.86 | \$47.72 | \$25.41 | \$26.75 | \$53.50 |
| Technical Writer | Expert | \$27.68 | \$29.14 | \$58.28 | \$29.00 | \$30.53 | \$61.06 |
| Tester | Junior | \$17.81 | \$18.75 | \$37.50 | \$18.76 | \$19.75 | \$39.50 |
| Tester | Mid Level | \$19.95 | \$21.00 | \$42.00 | \$22.33 | \$23.50 | \$47.00 |
| Tester | Senior | \$25.41 | \$26.75 | \$53.50 | \$27.82 | \$29.28 | \$58.56 |
| Tester | Expert | \$29.14 | \$30.67 | \$61.34 | \$30.64 | \$32.25 | \$64.50 |
| Programmer | Junior | \$19.71 | \$20.75 | \$41.50 | \$21.93 | \$23.08 | \$46.16 |
| Programmer | Mid Level | \$26.47 | \$27.86 | \$55.72 | \$31.01 | \$32.64 | \$65.28 |
| Programmer | Senior | \$32.97 | \$34.70 | \$69.40 | \$36.27 | \$38.18 | \$76.36 |
| Programmer | Expert | \$38.62 | \$40.65 | \$81.30 | \$41.55 | \$43.74 | \$87.48 |
| Specialist | Junior | \$21.08 | \$22.19 | \$44.38 | \$23.25 | \$24.47 | \$48.94 |
| Specialist | Mid Level | \$25.52 | \$26.86 | \$53.72 | \$30.14 | \$31.73 | \$63.46 |
| Specialist | Senior | \$30.90 | \$32.53 | \$65.06 | \$35.61 | \$37.48 | \$74.96 |
| Specialist | Expert | \$38.35 | \$40.37 | \$80.74 | \$43.35 | \$45.63 | \$91.26 |
| Database Administrator | Junior | \$22.03 | \$23.19 | \$46.38 | \$22.59 | \$23.78 | \$47.56 |
| Database Administrator | Mid Level | \$27.79 | \$29.25 | \$58.50 | \$30.62 | \$32.23 | \$64.46 |
| Database Administrator | Senior | \$33.54 | \$35.31 | \$70.62 | \$35.87 | \$37.76 | \$75.52 |
| Database Administrator | Expert | \$38.14 | \$40.15 | \$80.30 | \$42.95 | \$45.21 | \$90.42 |
| System Administrator | Junior | \$20.34 | \$21.41 | \$42.82 | \$20.90 | \$22.00 | \$44.00 |
| System Administrator | Mid Level | \$25.15 | \$26.47 | \$52.94 | \$26.92 | \$28.34 | \$56.68 |
| System Administrator | Senior | \$31.85 | \$33.53 | \$67.06 | \$35.06 | \$36.90 | \$73.80 |
| System Administrator | Expert | \$37.22 | \$39.18 | \$78.36 | \$38.72 | \$40.76 | \$81.52 |
| Technical Architect | Junior | \$23.46 | \$24.69 | \$49.38 | \$26.57 | \$27.97 | \$55.94 |
| Technical Architect | Mid Level | \$30.16 | \$31.75 | \$63.50 | \$35.61 | \$37.48 | \$74.96 |
| Technical Architect | Senior | \$34.91 | \$36.75 | \$73.50 | \$41.92 | \$44.13 | \$88.26 |
| Technical Architect | Expert | \$44.75 | \$47.10 | \$94.20 | \$47.10 | \$49.58 | \$99.16 |

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 |
|---------------------------------|--|---------------------|---------------------|
| Microsoft Specialty | | | |
| Technician V | \$48.38 | \$50.93 | \$101.86 |
| Principal Consultant | \$47.09 | \$49.57 | \$99.14 |
| IBM Specialty | | | |
| Technical Specialist 3 | \$26.45 | \$27.84 | \$55.68 |
| Technical Specialist 4 | \$30.96 | \$32.59 | \$65.18 |
| Technical Specialist 5 | \$37.41 | \$39.38 | \$78.76 |
| Software Architect #1 | \$41.29 | \$43.46 | \$86.92 |
| Software Architect #2 | \$44.51 | \$46.85 | \$93.70 |
| Unisys Specialty | | | |
| Architectural Specialist I | \$44.51 | \$46.85 | \$93.70 |
| Architectural Specialist II | \$42.57 | \$44.81 | \$89.62 |
| Sr. Production Control Operator | \$27.09 | \$28.52 | \$57.04 |
| Production Control Operator | \$21.94 | \$23.09 | \$46.18 |
| Sr. Equipment Operator | \$21.94 | \$23.09 | \$46.18 |
| Equipment Operator | \$19.35 | \$20.37 | \$40.74 |
| Service Delivery Specialist I | \$27.74 | \$29.20 | \$58.40 |
| Service Delivery Specialist II | \$30.31 | \$31.91 | \$63.82 |