

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



**Contract Number: PH65774
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 35.00%

*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	\$31.31	\$32.96	\$44.50	\$34.25	\$36.05	\$48.67
Project Manager	Mid Level	\$39.14	\$41.20	\$55.62	\$39.14	\$41.20	\$55.62
Project Manager	Senior	\$53.82	\$56.65	\$76.48	\$58.71	\$61.80	\$83.43
Project Manager	Expert	\$63.60	\$66.95	\$90.38	\$71.75	\$75.53	\$101.97
Business Analyst	Junior	\$29.36	\$30.90	\$41.72	\$29.36	\$30.90	\$41.72
Business Analyst	Mid Level	\$34.25	\$36.05	\$48.67	\$38.16	\$40.17	\$54.23
Business Analyst	Senior	\$45.29	\$47.68	\$64.37	\$48.93	\$51.50	\$69.53
Business Analyst	Expert	\$52.55	\$55.31	\$74.67	\$56.18	\$59.13	\$79.83
Technical Writer	Junior	\$21.53	\$22.66	\$30.59	\$25.36	\$26.70	\$36.04
Technical Writer	Mid Level	\$27.40	\$28.84	\$38.93	\$30.44	\$32.04	\$43.26
Technical Writer	Senior	\$32.58	\$34.30	\$46.30	\$36.24	\$38.15	\$51.50
Technical Writer	Expert	\$38.42	\$40.44	\$54.59	\$41.31	\$43.49	\$58.71
Tester	Junior	\$23.48	\$24.72	\$33.37	\$27.40	\$28.84	\$38.93
Tester	Mid Level	\$30.44	\$32.04	\$43.26	\$33.34	\$35.09	\$47.37
Tester	Senior	\$36.97	\$38.91	\$52.53	\$41.31	\$43.49	\$58.71
Tester	Expert	\$44.93	\$47.30	\$63.85	\$48.55	\$51.11	\$69.00
Programmer	Junior	\$28.99	\$30.52	\$41.20	\$32.61	\$34.33	\$46.35
Programmer	Mid Level	\$39.86	\$41.96	\$56.65	\$44.21	\$46.54	\$62.82
Programmer	Senior	\$47.83	\$50.35	\$67.97	\$52.91	\$55.69	\$75.18
Programmer	Expert	\$55.08	\$57.98	\$78.27	\$60.88	\$64.09	\$86.52
Specialist	Junior	\$31.89	\$33.57	\$45.32	\$35.51	\$37.38	\$50.46
Specialist	Mid Level	\$39.82	\$41.92	\$56.59	\$44.03	\$46.35	\$62.57
Specialist	Senior	\$50.74	\$53.41	\$72.10	\$56.54	\$59.51	\$80.34
Specialist	Expert	\$59.14	\$62.25	\$84.04	\$62.62	\$65.92	\$88.99
Database Administrator	Junior	\$31.31	\$32.96	\$44.50	\$35.51	\$37.38	\$50.46
Database Administrator	Mid Level	\$40.23	\$42.34	\$57.16	\$43.35	\$45.63	\$61.60
Database Administrator	Senior	\$46.97	\$49.44	\$66.74	\$53.82	\$56.65	\$76.48
Database Administrator	Expert	\$56.54	\$59.51	\$80.34	\$62.33	\$65.61	\$88.57
System Administrator	Junior	\$31.31	\$32.96	\$44.50	\$32.29	\$33.99	\$45.89
System Administrator	Mid Level	\$37.69	\$39.68	\$53.56	\$41.31	\$43.49	\$58.71
System Administrator	Senior	\$47.11	\$49.59	\$66.95	\$57.26	\$60.28	\$81.37
System Administrator	Expert	\$56.75	\$59.74	\$80.65	\$59.43	\$62.56	\$84.46
Technical Architect	Junior	\$39.86	\$41.96	\$56.65	\$43.48	\$45.77	\$61.79
Technical Architect	Mid Level	\$47.11	\$49.59	\$66.95	\$50.74	\$53.41	\$72.10
Technical Architect	Senior	\$56.54	\$59.51	\$80.34	\$61.61	\$64.85	\$87.55
Technical Architect	Expert	\$66.54	\$70.04	\$94.55	\$76.32	\$80.34	\$108.46

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 35.00%

*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	\$58.71	\$61.80	\$83.43
Principal Consultant	\$54.01	\$56.86	\$76.76
IBM Specialty			
Technical Specialist 3	\$27.40	\$28.84	\$38.93
Technical Specialist 4	\$33.27	\$35.02	\$47.28
Technical Specialist 5	\$44.03	\$46.35	\$62.57
Software Architect #1	\$54.36	\$57.22	\$77.24
Software Architect #2	\$61.61	\$64.85	\$87.55
Unisys Specialty			
Architectural Specialist I	\$55.08	\$57.98	\$78.27
Architectural Specialist II	\$52.91	\$55.69	\$75.18
Sr. Production Control Operator	\$31.31	\$32.96	\$44.50
Production Control Operator	\$25.20	\$26.52	\$35.81
Sr. Equipment Operator	\$25.80	\$27.16	\$36.67
Equipment Operator	\$21.03	\$22.13	\$29.88
Service Delivery Specialist I	\$33.45	\$35.21	\$47.53
Service Delivery Specialist II	\$32.60	\$34.32	\$46.33

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	\$29.36	\$30.90	\$41.72	\$34.25	\$36.05	\$48.67
Project Manager	Mid Level	\$39.14	\$41.20	\$55.62	\$44.03	\$46.35	\$62.57
Project Manager	Senior	\$52.18	\$54.93	\$74.16	\$53.82	\$56.65	\$76.48
Project Manager	Expert	\$61.61	\$64.85	\$87.55	\$68.12	\$71.71	\$96.81
Business Analyst	Junior	\$27.40	\$28.84	\$38.93	\$30.44	\$32.04	\$43.26
Business Analyst	Mid Level	\$34.25	\$36.05	\$48.67	\$39.14	\$41.20	\$55.62
Business Analyst	Senior	\$44.93	\$47.30	\$63.85	\$50.01	\$52.64	\$71.07
Business Analyst	Expert	\$50.74	\$53.41	\$72.10	\$55.81	\$58.75	\$79.31
Technical Writer	Junior	\$20.66	\$21.74	\$29.35	\$23.04	\$24.26	\$32.75
Technical Writer	Mid Level	\$24.46	\$25.75	\$34.76	\$30.44	\$32.04	\$43.26
Technical Writer	Senior	\$32.61	\$34.33	\$46.35	\$35.51	\$37.38	\$50.46
Technical Writer	Expert	\$38.42	\$40.44	\$54.59	\$42.04	\$44.25	\$59.74
Tester	Junior	\$23.48	\$24.72	\$33.37	\$28.27	\$29.76	\$40.17
Tester	Mid Level	\$31.17	\$32.81	\$44.29	\$34.06	\$35.85	\$48.40
Tester	Senior	\$37.18	\$39.14	\$52.84	\$41.31	\$43.49	\$58.71
Tester	Expert	\$43.48	\$45.77	\$61.79	\$47.11	\$49.59	\$66.95
Programmer	Junior	\$28.99	\$30.52	\$41.20	\$32.61	\$34.33	\$46.35
Programmer	Mid Level	\$38.42	\$40.44	\$54.59	\$42.76	\$45.01	\$60.76
Programmer	Senior	\$47.11	\$49.59	\$66.95	\$50.74	\$53.41	\$72.10
Programmer	Expert	\$53.63	\$56.45	\$76.21	\$59.43	\$62.56	\$84.46
Specialist	Junior	\$30.44	\$32.04	\$43.26	\$34.06	\$35.85	\$48.40
Specialist	Mid Level	\$39.86	\$41.96	\$56.65	\$44.03	\$46.35	\$62.57
Specialist	Senior	\$47.83	\$50.35	\$67.97	\$54.36	\$57.22	\$77.24
Specialist	Expert	\$56.54	\$59.51	\$80.34	\$61.79	\$65.04	\$87.81
Database Administrator	Junior	\$31.31	\$32.96	\$44.50	\$34.79	\$36.62	\$49.43
Database Administrator	Mid Level	\$39.86	\$41.96	\$56.65	\$43.48	\$45.77	\$61.79
Database Administrator	Senior	\$46.97	\$49.44	\$66.74	\$52.91	\$55.69	\$75.18
Database Administrator	Expert	\$55.81	\$58.75	\$79.31	\$61.61	\$64.85	\$87.55
System Administrator	Junior	\$30.08	\$31.66	\$42.74	\$31.89	\$33.57	\$45.32
System Administrator	Mid Level	\$36.24	\$38.15	\$51.50	\$39.86	\$41.96	\$56.65
System Administrator	Senior	\$44.21	\$46.54	\$62.82	\$49.29	\$51.88	\$70.04
System Administrator	Expert	\$51.46	\$54.17	\$73.13	\$57.26	\$60.28	\$81.37
Technical Architect	Junior	\$36.97	\$38.91	\$52.53	\$40.59	\$42.72	\$57.68
Technical Architect	Mid Level	\$45.67	\$48.07	\$64.89	\$49.29	\$51.88	\$70.04
Technical Architect	Senior	\$54.36	\$57.22	\$77.24	\$59.43	\$62.56	\$84.46
Technical Architect	Expert	\$61.61	\$64.85	\$87.55	\$68.86	\$72.48	\$97.85

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 35.00%

*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	\$57.61	\$60.65	\$81.87
Principal Consultant	\$54.50	\$57.37	\$77.45
IBM Specialty			
Technical Specialist 3	\$27.40	\$28.84	\$38.93
Technical Specialist 4	\$33.27	\$35.02	\$47.28
Technical Specialist 5	\$43.01	\$45.28	\$61.13
Software Architect #1	\$52.91	\$55.69	\$75.18
Software Architect #2	\$58.71	\$61.80	\$83.43
Unisys Specialty			
Architectural Specialist I	\$52.91	\$55.69	\$75.18
Architectural Specialist II	\$51.46	\$54.17	\$73.13
Sr. Production Control Operator	\$29.53	\$31.09	\$41.97
Production Control Operator	\$24.60	\$25.89	\$34.96
Sr. Equipment Operator	\$26.19	\$27.57	\$37.22
Equipment Operator	\$20.94	\$22.04	\$29.76
Service Delivery Specialist I	\$31.04	\$32.67	\$44.11
Service Delivery Specialist II	\$31.57	\$33.23	\$44.86

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

Service Group 1. STANDARD TITLES

Standard Title Markup 35.00%

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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	\$36.15	\$38.05	\$51.37	\$39.86	\$41.96	\$56.65
Project Manager	Mid Level	\$41.10	\$43.26	\$58.40	\$46.97	\$49.44	\$66.74
Project Manager	Senior	\$57.26	\$60.28	\$81.37	\$63.78	\$67.14	\$90.63
Project Manager	Expert	\$68.86	\$72.48	\$97.85	\$75.37	\$79.34	\$107.11
Business Analyst	Junior	\$32.61	\$34.33	\$46.35	\$35.51	\$37.38	\$50.46
Business Analyst	Mid Level	\$39.14	\$41.20	\$55.62	\$44.93	\$47.30	\$63.85
Business Analyst	Senior	\$50.01	\$52.64	\$71.07	\$54.36	\$57.22	\$77.24
Business Analyst	Expert	\$56.54	\$59.51	\$80.34	\$62.33	\$65.61	\$88.57
Technical Writer	Junior	\$21.53	\$22.66	\$30.59	\$23.48	\$24.72	\$33.37
Technical Writer	Mid Level	\$24.46	\$25.75	\$34.76	\$32.61	\$34.33	\$46.35
Technical Writer	Senior	\$36.24	\$38.15	\$51.50	\$40.59	\$42.72	\$57.68
Technical Writer	Expert	\$43.48	\$45.77	\$61.79	\$47.11	\$49.59	\$66.95
Tester	Junior	\$23.48	\$24.72	\$33.37	\$27.40	\$28.84	\$38.93
Tester	Mid Level	\$31.31	\$32.96	\$44.50	\$34.25	\$36.05	\$48.67
Tester	Senior	\$40.59	\$42.72	\$57.68	\$46.38	\$48.82	\$65.91
Tester	Expert	\$47.11	\$49.59	\$66.95	\$52.18	\$54.93	\$74.16
Programmer	Junior	\$32.61	\$34.33	\$46.35	\$36.24	\$38.15	\$51.50
Programmer	Mid Level	\$39.14	\$41.20	\$55.62	\$46.97	\$49.44	\$66.74
Programmer	Senior	\$48.93	\$51.50	\$69.53	\$56.54	\$59.51	\$80.34
Programmer	Expert	\$60.16	\$63.32	\$85.49	\$66.68	\$70.19	\$94.76
Specialist	Junior	\$33.27	\$35.02	\$47.28	\$36.24	\$38.15	\$51.50
Specialist	Mid Level	\$39.14	\$41.20	\$55.62	\$46.97	\$49.44	\$66.74
Specialist	Senior	\$48.93	\$51.50	\$69.53	\$56.75	\$59.74	\$80.65
Specialist	Expert	\$58.71	\$61.80	\$83.43	\$68.50	\$72.10	\$97.34
Database Administrator	Junior	\$33.27	\$35.02	\$47.28	\$38.42	\$40.44	\$54.59
Database Administrator	Mid Level	\$41.10	\$43.26	\$58.40	\$45.01	\$47.38	\$63.96
Database Administrator	Senior	\$52.18	\$54.93	\$74.16	\$57.99	\$61.04	\$82.40
Database Administrator	Expert	\$60.16	\$63.32	\$85.49	\$68.13	\$71.72	\$96.82
System Administrator	Junior	\$31.31	\$32.96	\$44.50	\$32.29	\$33.99	\$45.89
System Administrator	Mid Level	\$39.86	\$41.96	\$56.65	\$43.48	\$45.77	\$61.79
System Administrator	Senior	\$50.01	\$52.64	\$71.07	\$55.08	\$57.98	\$78.27
System Administrator	Expert	\$57.99	\$61.04	\$82.40	\$62.33	\$65.61	\$88.57
Technical Architect	Junior	\$43.48	\$45.77	\$61.79	\$47.11	\$49.59	\$66.95
Technical Architect	Mid Level	\$46.39	\$48.83	\$65.92	\$54.36	\$57.22	\$77.24
Technical Architect	Senior	\$55.77	\$58.71	\$79.26	\$66.68	\$70.19	\$94.76
Technical Architect	Expert	\$69.58	\$73.24	\$98.88	\$76.11	\$80.11	\$108.15

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 35.00%

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Microsoft Specialty			
Technician V	\$64.50	\$67.90	\$91.66
Principal Consultant	\$62.33	\$65.61	\$88.57
IBM Specialty			
Technical Specialist 3	\$31.31	\$32.96	\$44.50
Technical Specialist 4	\$37.18	\$39.14	\$52.84
Technical Specialist 5	\$46.97	\$49.44	\$66.74
Software Architect #1	\$56.54	\$59.51	\$80.34
Software Architect #2	\$65.24	\$68.67	\$92.70
Unisys Specialty			
Architectural Specialist I	\$60.16	\$63.32	\$85.49
Architectural Specialist II	\$55.81	\$58.75	\$79.31
Sr. Production Control Operator	\$32.61	\$34.33	\$46.35
Production Control Operator	\$26.82	\$28.23	\$38.11
Sr. Equipment Operator	\$28.27	\$29.76	\$40.17
Equipment Operator	\$23.19	\$24.41	\$32.95
Service Delivery Specialist I	\$36.84	\$38.78	\$52.35
Service Delivery Specialist II	\$37.69	\$39.68	\$53.56