

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



**Contract Number: PH65785
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	\$20.90	\$22.00	\$44.00	\$23.75	\$25.00	\$50.00
Project Manager	Mid Level	\$26.60	\$28.00	\$56.00	\$28.03	\$29.50	\$59.00
Project Manager	Senior	\$34.44	\$36.25	\$72.50	\$36.10	\$38.00	\$76.00
Project Manager	Expert	\$38.00	\$40.00	\$80.00	\$42.75	\$45.00	\$90.00
Business Analyst	Junior	\$18.76	\$19.75	\$39.50	\$19.95	\$21.00	\$42.00
Business Analyst	Mid Level	\$23.75	\$25.00	\$50.00	\$25.65	\$27.00	\$54.00
Business Analyst	Senior	\$28.50	\$30.00	\$60.00	\$31.35	\$33.00	\$66.00
Business Analyst	Expert	\$28.50	\$30.00	\$60.00	\$31.35	\$33.00	\$66.00
Technical Writer	Junior	\$14.25	\$15.00	\$30.00	\$14.73	\$15.50	\$31.00
Technical Writer	Mid Level	\$17.10	\$18.00	\$36.00	\$18.53	\$19.50	\$39.00
Technical Writer	Senior	\$20.90	\$22.00	\$44.00	\$21.38	\$22.50	\$45.00
Technical Writer	Expert	\$23.75	\$25.00	\$50.00	\$23.75	\$25.00	\$50.00
Tester	Junior	\$16.63	\$17.50	\$35.00	\$17.58	\$18.50	\$37.00
Tester	Mid Level	\$19.48	\$20.50	\$41.00	\$20.90	\$22.00	\$44.00
Tester	Senior	\$23.75	\$25.00	\$50.00	\$27.55	\$29.00	\$58.00
Tester	Expert	\$28.50	\$30.00	\$60.00	\$29.45	\$31.00	\$62.00
Programmer	Junior	\$18.05	\$19.00	\$38.00	\$19.95	\$21.00	\$42.00
Programmer	Mid Level	\$26.13	\$27.50	\$55.00	\$28.50	\$30.00	\$60.00
Programmer	Senior	\$30.88	\$32.50	\$65.00	\$34.44	\$36.25	\$72.50
Programmer	Expert	\$35.15	\$37.00	\$74.00	\$35.15	\$37.00	\$74.00
Specialist	Junior	\$19.00	\$20.00	\$40.00	\$19.00	\$20.00	\$40.00
Specialist	Mid Level	\$25.18	\$26.50	\$53.00	\$28.50	\$30.00	\$60.00
Specialist	Senior	\$30.88	\$32.50	\$65.00	\$34.91	\$36.75	\$73.50
Specialist	Expert	\$37.53	\$39.50	\$79.00	\$40.61	\$42.75	\$85.50
Database Administrator	Junior	\$19.95	\$21.00	\$42.00	\$21.85	\$23.00	\$46.00
Database Administrator	Mid Level	\$25.41	\$26.75	\$53.50	\$27.55	\$29.00	\$58.00
Database Administrator	Senior	\$29.93	\$31.50	\$63.00	\$34.20	\$36.00	\$72.00
Database Administrator	Expert	\$34.44	\$36.25	\$72.50	\$37.05	\$39.00	\$78.00
System Administrator	Junior	\$19.00	\$20.00	\$40.00	\$19.00	\$20.00	\$40.00
System Administrator	Mid Level	\$23.28	\$24.50	\$49.00	\$24.70	\$26.00	\$52.00
System Administrator	Senior	\$28.98	\$30.50	\$61.00	\$32.30	\$34.00	\$68.00
System Administrator	Expert	\$33.73	\$35.50	\$71.00	\$37.05	\$39.00	\$78.00
Technical Architect	Junior	\$19.00	\$20.00	\$40.00	\$19.00	\$20.00	\$40.00
Technical Architect	Mid Level	\$29.45	\$31.00	\$62.00	\$33.25	\$35.00	\$70.00
Technical Architect	Senior	\$35.63	\$37.50	\$75.00	\$38.95	\$41.00	\$82.00
Technical Architect	Expert	\$38.00	\$40.00	\$80.00	\$38.00	\$40.00	\$80.00

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	\$28.50	\$30.00	\$60.00
Principal Consultant	\$34.20	\$36.00	\$72.00
IBM Specialty			
Technical Specialist 3	\$20.43	\$21.50	\$43.00
Technical Specialist 4	\$24.70	\$26.00	\$52.00
Technical Specialist 5	\$29.45	\$31.00	\$62.00
Software Architect #1	\$34.20	\$36.00	\$72.00
Software Architect #2	\$38.95	\$41.00	\$82.00
Unisys Specialty			
Architectural Specialist I	\$33.25	\$35.00	\$70.00
Architectural Specialist II	\$33.25	\$35.00	\$70.00
Sr. Production Control Operator	\$19.00	\$20.00	\$40.00
Production Control Operator	\$15.68	\$16.50	\$33.00
Sr. Equipment Operator	\$16.63	\$17.50	\$35.00
Equipment Operator	\$13.30	\$14.00	\$28.00
Service Delivery Specialist I	\$21.38	\$22.50	\$45.00
Service Delivery Specialist II	\$20.90	\$22.00	\$44.00

-----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	\$20.90	\$22.00	\$44.00	\$23.28	\$24.50	\$49.00
Project Manager	Mid Level	\$26.13	\$27.50	\$55.00	\$28.03	\$29.50	\$59.00
Project Manager	Senior	\$32.78	\$34.50	\$69.00	\$34.68	\$36.50	\$73.00
Project Manager	Expert	\$38.00	\$40.00	\$80.00	\$42.75	\$45.00	\$90.00
Business Analyst	Junior	\$17.58	\$18.50	\$37.00	\$19.95	\$21.00	\$42.00
Business Analyst	Mid Level	\$23.75	\$25.00	\$50.00	\$25.65	\$27.00	\$54.00
Business Analyst	Senior	\$28.50	\$30.00	\$60.00	\$31.35	\$33.00	\$66.00
Business Analyst	Expert	\$28.50	\$30.00	\$60.00	\$31.35	\$33.00	\$66.00
Technical Writer	Junior	\$13.78	\$14.50	\$29.00	\$14.73	\$15.50	\$31.00
Technical Writer	Mid Level	\$16.39	\$17.25	\$34.50	\$18.53	\$19.50	\$39.00
Technical Writer	Senior	\$19.48	\$20.50	\$41.00	\$21.61	\$22.75	\$45.50
Technical Writer	Expert	\$23.75	\$25.00	\$50.00	\$23.75	\$25.00	\$50.00
Tester	Junior	\$16.15	\$17.00	\$34.00	\$17.34	\$18.25	\$36.50
Tester	Mid Level	\$19.95	\$21.00	\$42.00	\$21.38	\$22.50	\$45.00
Tester	Senior	\$23.75	\$25.00	\$50.00	\$25.65	\$27.00	\$54.00
Tester	Expert	\$26.13	\$27.50	\$55.00	\$29.45	\$31.00	\$62.00
Programmer	Junior	\$18.05	\$19.00	\$38.00	\$19.95	\$21.00	\$42.00
Programmer	Mid Level	\$24.70	\$26.00	\$52.00	\$27.08	\$28.50	\$57.00
Programmer	Senior	\$31.35	\$33.00	\$66.00	\$33.25	\$35.00	\$70.00
Programmer	Expert	\$32.78	\$34.50	\$69.00	\$35.15	\$37.00	\$74.00
Specialist	Junior	\$19.00	\$20.00	\$40.00	\$19.00	\$20.00	\$40.00
Specialist	Mid Level	\$25.65	\$27.00	\$54.00	\$29.45	\$31.00	\$62.00
Specialist	Senior	\$29.45	\$31.00	\$62.00	\$33.73	\$35.50	\$71.00
Specialist	Expert	\$33.73	\$35.50	\$71.00	\$39.90	\$42.00	\$84.00
Database Administrator	Junior	\$19.95	\$21.00	\$42.00	\$20.90	\$22.00	\$44.00
Database Administrator	Mid Level	\$25.65	\$27.00	\$54.00	\$27.08	\$28.50	\$57.00
Database Administrator	Senior	\$29.93	\$31.50	\$63.00	\$32.30	\$34.00	\$68.00
Database Administrator	Expert	\$34.68	\$36.50	\$73.00	\$37.05	\$39.00	\$78.00
System Administrator	Junior	\$18.05	\$19.00	\$38.00	\$19.00	\$20.00	\$40.00
System Administrator	Mid Level	\$22.80	\$24.00	\$48.00	\$23.75	\$25.00	\$50.00
System Administrator	Senior	\$28.50	\$30.00	\$60.00	\$29.69	\$31.25	\$62.50
System Administrator	Expert	\$32.78	\$34.50	\$69.00	\$35.63	\$37.50	\$75.00
Technical Architect	Junior	\$19.00	\$20.00	\$40.00	\$19.00	\$20.00	\$40.00
Technical Architect	Mid Level	\$29.45	\$31.00	\$62.00	\$30.40	\$32.00	\$64.00
Technical Architect	Senior	\$33.73	\$35.50	\$71.00	\$37.05	\$39.00	\$78.00
Technical Architect	Expert	\$38.00	\$40.00	\$80.00	\$38.00	\$40.00	\$80.00

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	\$28.50	\$30.00	\$60.00
Principal Consultant	\$35.15	\$37.00	\$74.00
IBM Specialty			
Technical Specialist 3	\$20.43	\$21.50	\$43.00
Technical Specialist 4	\$23.75	\$25.00	\$50.00
Technical Specialist 5	\$27.55	\$29.00	\$58.00
Software Architect #1	\$33.73	\$35.50	\$71.00
Software Architect #2	\$37.29	\$39.25	\$78.50
Unisys Specialty			
Architectural Specialist I	\$33.73	\$35.50	\$71.00
Architectural Specialist II	\$31.35	\$33.00	\$66.00
Sr. Production Control Operator	\$19.00	\$20.00	\$40.00
Production Control Operator	\$15.68	\$16.50	\$33.00
Sr. Equipment Operator	\$16.63	\$17.50	\$35.00
Equipment Operator	\$13.30	\$14.00	\$28.00
Service Delivery Specialist I	\$19.95	\$21.00	\$42.00
Service Delivery Specialist II	\$19.95	\$21.00	\$42.00

-----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	\$23.04	\$24.25	\$48.50	\$25.65	\$27.00	\$54.00
Project Manager	Mid Level	\$28.50	\$30.00	\$60.00	\$30.88	\$32.50	\$65.00
Project Manager	Senior	\$37.53	\$39.50	\$79.00	\$39.43	\$41.50	\$83.00
Project Manager	Expert	\$42.75	\$45.00	\$90.00	\$42.75	\$45.00	\$90.00
Business Analyst	Junior	\$20.43	\$21.50	\$43.00	\$21.85	\$23.00	\$46.00
Business Analyst	Mid Level	\$25.65	\$27.00	\$54.00	\$30.16	\$31.75	\$63.50
Business Analyst	Senior	\$31.35	\$33.00	\$66.00	\$31.35	\$33.00	\$66.00
Business Analyst	Expert	\$31.35	\$33.00	\$66.00	\$31.35	\$33.00	\$66.00
Technical Writer	Junior	\$15.20	\$16.00	\$32.00	\$16.39	\$17.25	\$34.50
Technical Writer	Mid Level	\$19.24	\$20.25	\$40.50	\$20.43	\$21.50	\$43.00
Technical Writer	Senior	\$23.04	\$24.25	\$48.50	\$25.65	\$27.00	\$54.00
Technical Writer	Expert	\$28.50	\$30.00	\$60.00	\$28.50	\$30.00	\$60.00
Tester	Junior	\$17.58	\$18.50	\$37.00	\$19.00	\$20.00	\$40.00
Tester	Mid Level	\$20.66	\$21.75	\$43.50	\$23.04	\$24.25	\$48.50
Tester	Senior	\$26.13	\$27.50	\$55.00	\$29.45	\$31.00	\$62.00
Tester	Expert	\$28.50	\$30.00	\$60.00	\$31.35	\$33.00	\$66.00
Programmer	Junior	\$19.95	\$21.00	\$42.00	\$21.85	\$23.00	\$46.00
Programmer	Mid Level	\$26.60	\$28.00	\$56.00	\$31.59	\$33.25	\$66.50
Programmer	Senior	\$32.78	\$34.50	\$69.00	\$35.15	\$37.00	\$74.00
Programmer	Expert	\$35.15	\$37.00	\$74.00	\$35.15	\$37.00	\$74.00
Specialist	Junior	\$21.38	\$22.50	\$45.00	\$23.28	\$24.50	\$49.00
Specialist	Mid Level	\$26.60	\$28.00	\$56.00	\$31.11	\$32.75	\$65.50
Specialist	Senior	\$31.35	\$33.00	\$66.00	\$36.58	\$38.50	\$77.00
Specialist	Expert	\$38.48	\$40.50	\$81.00	\$43.70	\$46.00	\$92.00
Database Administrator	Junior	\$20.90	\$22.00	\$44.00	\$23.04	\$24.25	\$48.50
Database Administrator	Mid Level	\$28.26	\$29.75	\$59.50	\$30.64	\$32.25	\$64.50
Database Administrator	Senior	\$33.96	\$35.75	\$71.50	\$35.86	\$37.75	\$75.50
Database Administrator	Expert	\$38.00	\$40.00	\$80.00	\$38.00	\$40.00	\$80.00
System Administrator	Junior	\$19.00	\$20.00	\$40.00	\$19.00	\$20.00	\$40.00
System Administrator	Mid Level	\$25.41	\$26.75	\$53.50	\$28.74	\$30.25	\$60.50
System Administrator	Senior	\$32.06	\$33.75	\$67.50	\$35.86	\$37.75	\$75.50
System Administrator	Expert	\$37.05	\$39.00	\$78.00	\$38.00	\$40.00	\$80.00
Technical Architect	Junior	\$23.51	\$24.75	\$49.50	\$23.75	\$25.00	\$50.00
Technical Architect	Mid Level	\$30.16	\$31.75	\$63.50	\$36.10	\$38.00	\$76.00
Technical Architect	Senior	\$36.58	\$38.50	\$77.00	\$41.80	\$44.00	\$88.00
Technical Architect	Expert	\$40.85	\$43.00	\$86.00	\$42.75	\$45.00	\$90.00

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	\$28.50	\$30.00	\$60.00
Principal Consultant	\$38.00	\$40.00	\$80.00
IBM Specialty			
Technical Specialist 3	\$21.85	\$23.00	\$46.00
Technical Specialist 4	\$27.55	\$29.00	\$58.00
Technical Specialist 5	\$33.96	\$35.75	\$71.50
Software Architect #1	\$36.58	\$38.50	\$77.00
Software Architect #2	\$41.80	\$44.00	\$88.00
Unisys Specialty			
Architectural Specialist I	\$38.00	\$40.00	\$80.00
Architectural Specialist II	\$35.63	\$37.50	\$75.00
Sr. Production Control Operator	\$19.00	\$20.00	\$40.00
Production Control Operator	\$17.58	\$18.50	\$37.00
Sr. Equipment Operator	\$18.05	\$19.00	\$38.00
Equipment Operator	\$15.20	\$16.00	\$32.00
Service Delivery Specialist I	\$22.80	\$24.00	\$48.00
Service Delivery Specialist II	\$24.46	\$25.75	\$51.50