

**Agreement between the
New York State Office of General Services and
Universal Technologies LLC
for Hourly Based IT Services (HBITS)**



**Contract Number: PH65788
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 25.00%

*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	\$23.09	\$24.30	\$30.38	\$25.65	\$27.00	\$33.75
Project Manager	Mid Level	\$35.48	\$37.35	\$46.69	\$42.75	\$45.00	\$56.25
Project Manager	Senior	\$50.02	\$52.65	\$65.81	\$60.71	\$63.90	\$79.88
Project Manager	Expert	\$64.13	\$67.50	\$84.38	\$78.85	\$83.00	\$103.75
Business Analyst	Junior	\$24.80	\$26.10	\$32.63	\$31.64	\$33.30	\$41.63
Business Analyst	Mid Level	\$38.48	\$40.50	\$50.63	\$46.17	\$48.60	\$60.75
Business Analyst	Senior	\$42.32	\$44.55	\$55.69	\$53.87	\$56.70	\$70.88
Business Analyst	Expert	\$53.20	\$56.00	\$70.00	\$75.05	\$79.00	\$98.75
Technical Writer	Junior	\$19.24	\$20.25	\$25.31	\$27.36	\$28.80	\$36.00
Technical Writer	Mid Level	\$27.36	\$28.80	\$36.00	\$30.78	\$32.40	\$40.50
Technical Writer	Senior	\$34.63	\$36.45	\$45.56	\$41.90	\$44.10	\$55.13
Technical Writer	Expert	\$42.28	\$44.50	\$55.63	\$57.95	\$61.00	\$76.25
Tester	Junior	\$28.22	\$29.70	\$37.13	\$37.62	\$39.60	\$49.50
Tester	Mid Level	\$38.05	\$40.05	\$50.06	\$42.75	\$45.00	\$56.25
Tester	Senior	\$42.32	\$44.55	\$55.69	\$51.30	\$54.00	\$67.50
Tester	Expert	\$51.30	\$54.00	\$67.50	\$65.55	\$69.00	\$86.25
Programmer	Junior	\$34.63	\$36.45	\$45.56	\$43.61	\$45.90	\$57.38
Programmer	Mid Level	\$41.47	\$43.65	\$54.56	\$57.29	\$60.30	\$75.38
Programmer	Senior	\$54.72	\$57.60	\$72.00	\$66.69	\$70.20	\$87.75
Programmer	Expert	\$67.45	\$71.00	\$88.75	\$79.80	\$84.00	\$105.00
Specialist	Junior	\$34.63	\$36.45	\$45.56	\$42.75	\$45.00	\$56.25
Specialist	Mid Level	\$46.17	\$48.60	\$60.75	\$57.29	\$60.30	\$75.38
Specialist	Senior	\$53.87	\$56.70	\$70.88	\$66.69	\$70.20	\$87.75
Specialist	Expert	\$69.35	\$73.00	\$91.25	\$84.55	\$89.00	\$111.25
Database Administrator	Junior	\$38.48	\$40.50	\$50.63	\$52.16	\$54.90	\$68.63
Database Administrator	Mid Level	\$52.58	\$55.35	\$69.19	\$60.71	\$63.90	\$79.88
Database Administrator	Senior	\$61.13	\$64.35	\$80.44	\$71.82	\$75.60	\$94.50
Database Administrator	Expert	\$75.53	\$79.50	\$99.38	\$86.45	\$91.00	\$113.75
System Administrator	Junior	\$38.48	\$40.50	\$50.63	\$50.45	\$53.10	\$66.38
System Administrator	Mid Level	\$51.73	\$54.45	\$68.06	\$59.00	\$62.10	\$77.63
System Administrator	Senior	\$57.71	\$60.75	\$75.94	\$66.69	\$70.20	\$87.75
System Administrator	Expert	\$69.83	\$73.50	\$91.88	\$84.55	\$89.00	\$111.25
Technical Architect	Junior	\$39.76	\$41.85	\$52.31	\$43.61	\$45.90	\$57.38
Technical Architect	Mid Level	\$53.44	\$56.25	\$70.31	\$61.56	\$64.80	\$81.00
Technical Architect	Senior	\$60.28	\$63.45	\$79.31	\$67.55	\$71.10	\$88.88
Technical Architect	Expert	\$73.63	\$77.50	\$96.88	\$86.45	\$91.00	\$113.75

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 25.00%

*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	\$42.75	\$45.00	\$56.25
Principal Consultant	\$54.15	\$57.00	\$71.25
IBM Specialty			
Technical Specialist 3	\$34.20	\$36.00	\$45.00
Technical Specialist 4	\$39.90	\$42.00	\$52.50
Technical Specialist 5	\$48.45	\$51.00	\$63.75
Software Architect #1	\$56.05	\$59.00	\$73.75
Software Architect #2	\$64.60	\$68.00	\$85.00
Unisys Specialty			
Architectural Specialist I	\$55.10	\$58.00	\$72.50
Architectural Specialist II	\$55.10	\$58.00	\$72.50
Sr. Production Control Operator	\$32.30	\$34.00	\$42.50
Production Control Operator	\$25.65	\$27.00	\$33.75
Sr. Equipment Operator	\$26.60	\$28.00	\$35.00
Equipment Operator	\$21.38	\$22.50	\$28.13
Service Delivery Specialist I	\$35.63	\$37.50	\$46.88
Service Delivery Specialist II	\$33.25	\$35.00	\$43.75

-----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	\$23.09	\$24.30	\$30.38	\$25.65	\$27.00	\$33.75
Project Manager	Mid Level	\$35.48	\$37.35	\$46.69	\$42.75	\$45.00	\$56.25
Project Manager	Senior	\$50.02	\$52.65	\$65.81	\$60.71	\$63.90	\$79.88
Project Manager	Expert	\$64.13	\$67.50	\$84.38	\$78.85	\$83.00	\$103.75
Business Analyst	Junior	\$24.80	\$26.10	\$32.63	\$31.64	\$33.30	\$41.63
Business Analyst	Mid Level	\$38.48	\$40.50	\$50.63	\$46.17	\$48.60	\$60.75
Business Analyst	Senior	\$42.32	\$44.55	\$55.69	\$53.87	\$56.70	\$70.88
Business Analyst	Expert	\$53.20	\$56.00	\$70.00	\$75.05	\$79.00	\$98.75
Technical Writer	Junior	\$19.24	\$20.25	\$25.31	\$27.36	\$28.80	\$36.00
Technical Writer	Mid Level	\$27.36	\$28.80	\$36.00	\$30.78	\$32.40	\$40.50
Technical Writer	Senior	\$34.63	\$36.45	\$45.56	\$41.90	\$44.10	\$55.13
Technical Writer	Expert	\$42.28	\$44.50	\$55.63	\$57.95	\$61.00	\$76.25
Tester	Junior	\$28.22	\$29.70	\$37.13	\$37.62	\$39.60	\$49.50
Tester	Mid Level	\$38.05	\$40.05	\$50.06	\$42.75	\$45.00	\$56.25
Tester	Senior	\$42.32	\$44.55	\$55.69	\$51.30	\$54.00	\$67.50
Tester	Expert	\$51.30	\$54.00	\$67.50	\$65.55	\$69.00	\$86.25
Programmer	Junior	\$34.63	\$36.45	\$45.56	\$43.61	\$45.90	\$57.38
Programmer	Mid Level	\$41.47	\$43.65	\$54.56	\$57.29	\$60.30	\$75.38
Programmer	Senior	\$54.72	\$57.60	\$72.00	\$66.69	\$70.20	\$87.75
Programmer	Expert	\$67.45	\$71.00	\$88.75	\$79.80	\$84.00	\$105.00
Specialist	Junior	\$34.63	\$36.45	\$45.56	\$42.75	\$45.00	\$56.25
Specialist	Mid Level	\$46.17	\$48.60	\$60.75	\$57.29	\$60.30	\$75.38
Specialist	Senior	\$53.87	\$56.70	\$70.88	\$66.69	\$70.20	\$87.75
Specialist	Expert	\$69.35	\$73.00	\$91.25	\$84.55	\$89.00	\$111.25
Database Administrator	Junior	\$38.48	\$40.50	\$50.63	\$52.16	\$54.90	\$68.63
Database Administrator	Mid Level	\$52.58	\$55.35	\$69.19	\$60.71	\$63.90	\$79.88
Database Administrator	Senior	\$61.13	\$64.35	\$80.44	\$71.82	\$75.60	\$94.50
Database Administrator	Expert	\$75.53	\$79.50	\$99.38	\$86.45	\$91.00	\$113.75
System Administrator	Junior	\$38.48	\$40.50	\$50.63	\$50.45	\$53.10	\$66.38
System Administrator	Mid Level	\$51.73	\$54.45	\$68.06	\$59.00	\$62.10	\$77.63
System Administrator	Senior	\$57.71	\$60.75	\$75.94	\$66.69	\$70.20	\$87.75
System Administrator	Expert	\$69.83	\$73.50	\$91.88	\$84.55	\$89.00	\$111.25
Technical Architect	Junior	\$39.76	\$41.85	\$52.31	\$43.61	\$45.90	\$57.38
Technical Architect	Mid Level	\$53.44	\$56.25	\$70.31	\$61.56	\$64.80	\$81.00
Technical Architect	Senior	\$60.28	\$63.45	\$79.31	\$67.55	\$71.10	\$88.88
Technical Architect	Expert	\$73.63	\$77.50	\$96.88	\$86.45	\$91.00	\$113.75

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 25.00%

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
Microsoft Specialty			
Technician V	\$42.75	\$45.00	\$56.25
Principal Consultant	\$54.15	\$57.00	\$71.25
IBM Specialty			
Technical Specialist 3	\$34.20	\$36.00	\$45.00
Technical Specialist 4	\$39.90	\$42.00	\$52.50
Technical Specialist 5	\$48.45	\$51.00	\$63.75
Software Architect #1	\$56.05	\$59.00	\$73.75
Software Architect #2	\$64.60	\$68.00	\$85.00
Unisys Specialty			
Architectural Specialist I	\$55.10	\$58.00	\$72.50
Architectural Specialist II	\$55.10	\$58.00	\$72.50
Sr. Production Control Operator	\$32.30	\$34.00	\$42.50
Production Control Operator	\$25.65	\$27.00	\$33.75
Sr. Equipment Operator	\$26.60	\$28.00	\$35.00
Equipment Operator	\$21.38	\$22.50	\$28.13
Service Delivery Specialist I	\$35.63	\$37.50	\$46.88
Service Delivery Specialist II	\$33.25	\$35.00	\$43.75

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

Service Group 1. STANDARD TITLES

Standard Title Markup 25.00%

*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	\$25.65	\$27.00	\$33.75	\$25.65	\$27.00	\$33.75
Project Manager	Mid Level	\$38.48	\$40.50	\$50.63	\$47.03	\$49.50	\$61.88
Project Manager	Senior	\$55.58	\$58.50	\$73.13	\$65.84	\$69.30	\$86.63
Project Manager	Expert	\$71.25	\$75.00	\$93.75	\$85.50	\$90.00	\$112.50
Business Analyst	Junior	\$27.36	\$28.80	\$36.00	\$34.20	\$36.00	\$45.00
Business Analyst	Mid Level	\$42.75	\$45.00	\$56.25	\$48.74	\$51.30	\$64.13
Business Analyst	Senior	\$47.03	\$49.50	\$61.88	\$59.00	\$62.10	\$77.63
Business Analyst	Expert	\$58.90	\$62.00	\$77.50	\$76.95	\$81.00	\$101.25
Technical Writer	Junior	\$21.38	\$22.50	\$28.13	\$27.36	\$28.80	\$36.00
Technical Writer	Mid Level	\$27.36	\$28.80	\$36.00	\$33.35	\$35.10	\$43.88
Technical Writer	Senior	\$38.48	\$40.50	\$50.63	\$44.46	\$46.80	\$58.50
Technical Writer	Expert	\$43.61	\$45.90	\$57.38	\$61.75	\$65.00	\$81.25
Tester	Junior	\$31.64	\$33.30	\$41.63	\$37.62	\$39.60	\$49.50
Tester	Mid Level	\$41.90	\$44.10	\$55.13	\$47.03	\$49.50	\$61.88
Tester	Senior	\$47.03	\$49.50	\$61.88	\$54.72	\$57.60	\$72.00
Tester	Expert	\$57.00	\$60.00	\$75.00	\$69.35	\$73.00	\$91.25
Programmer	Junior	\$38.48	\$40.50	\$50.63	\$47.88	\$50.40	\$63.00
Programmer	Mid Level	\$55.58	\$58.50	\$73.13	\$60.71	\$63.90	\$79.88
Programmer	Senior	\$60.71	\$63.90	\$79.88	\$70.11	\$73.80	\$92.25
Programmer	Expert	\$75.05	\$79.00	\$98.75	\$86.45	\$91.00	\$113.75
Specialist	Junior	\$38.48	\$40.50	\$50.63	\$47.03	\$49.50	\$61.88
Specialist	Mid Level	\$52.16	\$54.90	\$68.63	\$61.56	\$64.80	\$81.00
Specialist	Senior	\$59.85	\$63.00	\$78.75	\$71.82	\$75.60	\$94.50
Specialist	Expert	\$76.95	\$81.00	\$101.25	\$90.25	\$95.00	\$118.75
Database Administrator	Junior	\$42.75	\$45.00	\$56.25	\$55.58	\$58.50	\$73.13
Database Administrator	Mid Level	\$58.14	\$61.20	\$76.50	\$64.13	\$67.50	\$84.38
Database Administrator	Senior	\$67.55	\$71.10	\$88.88	\$76.10	\$80.10	\$100.13
Database Administrator	Expert	\$82.65	\$87.00	\$108.75	\$91.20	\$96.00	\$120.00
System Administrator	Junior	\$42.75	\$45.00	\$56.25	\$54.72	\$57.60	\$72.00
System Administrator	Mid Level	\$57.29	\$60.30	\$75.38	\$62.42	\$65.70	\$82.13
System Administrator	Senior	\$63.27	\$66.60	\$83.25	\$71.82	\$75.60	\$94.50
System Administrator	Expert	\$77.90	\$82.00	\$102.50	\$91.20	\$96.00	\$120.00
Technical Architect	Junior	\$43.61	\$45.90	\$57.38	\$48.74	\$51.30	\$64.13
Technical Architect	Mid Level	\$59.00	\$62.10	\$77.63	\$65.84	\$69.30	\$86.63
Technical Architect	Senior	\$66.69	\$70.20	\$87.75	\$71.82	\$75.60	\$94.50
Technical Architect	Expert	\$80.75	\$85.00	\$106.25	\$91.20	\$96.00	\$120.00

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IBM Specialty			
Technical Specialist 3	\$38.00	\$40.00	\$50.00
Technical Specialist 4	\$44.65	\$47.00	\$58.75
Technical Specialist 5	\$52.25	\$55.00	\$68.75
Software Architect #1	\$59.85	\$63.00	\$78.75
Software Architect #2	\$68.88	\$72.50	\$90.63
Unisys Specialty			
Architectural Specialist I	\$63.65	\$67.00	\$83.75
Architectural Specialist II	\$59.38	\$62.50	\$78.13
Sr. Production Control Operator	\$34.20	\$36.00	\$45.00
Production Control Operator	\$27.55	\$29.00	\$36.25
Sr. Equipment Operator	\$29.45	\$31.00	\$38.75
Equipment Operator	\$24.70	\$26.00	\$32.50
Service Delivery Specialist I	\$38.48	\$40.50	\$50.63
Service Delivery Specialist II	\$39.90	\$42.00	\$52.50