

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



**Contract Number: PH65768
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 28.50%

*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	\$27.74	\$29.20	\$37.52	\$30.82	\$32.45	\$41.69
Project Manager	Mid Level	\$31.27	\$32.92	\$42.30	\$34.75	\$36.58	\$47.00
Project Manager	Senior	\$48.59	\$51.15	\$65.73	\$59.96	\$63.12	\$81.11
Project Manager	Expert	\$56.45	\$59.42	\$76.36	\$56.66	\$59.64	\$76.63
Business Analyst	Junior	\$21.74	\$22.89	\$29.41	\$24.16	\$25.43	\$32.68
Business Analyst	Mid Level	\$24.08	\$25.35	\$32.57	\$26.75	\$28.16	\$36.19
Business Analyst	Senior	\$26.35	\$27.74	\$35.64	\$29.28	\$30.82	\$39.60
Business Analyst	Expert	\$38.60	\$40.63	\$52.21	\$43.86	\$46.16	\$59.32
Technical Writer	Junior	\$17.40	\$18.31	\$23.53	\$19.33	\$20.34	\$26.14
Technical Writer	Mid Level	\$19.55	\$20.58	\$26.44	\$21.72	\$22.87	\$29.38
Technical Writer	Senior	\$29.36	\$30.90	\$39.71	\$31.81	\$33.49	\$43.03
Technical Writer	Expert	\$23.45	\$24.69	\$31.73	\$26.06	\$27.43	\$35.25
Tester	Junior	\$17.08	\$17.98	\$23.11	\$18.98	\$19.98	\$25.68
Tester	Mid Level	\$19.32	\$20.33	\$26.13	\$21.46	\$22.59	\$29.03
Tester	Senior	\$28.95	\$30.48	\$39.16	\$34.79	\$36.62	\$47.05
Tester	Expert	\$29.69	\$31.25	\$40.16	\$35.64	\$37.51	\$48.20
Programmer	Junior	\$21.65	\$22.79	\$29.29	\$24.06	\$25.33	\$32.55
Programmer	Mid Level	\$34.25	\$36.05	\$46.32	\$26.24	\$27.62	\$35.50
Programmer	Senior	\$41.65	\$43.85	\$56.34	\$45.01	\$47.38	\$60.88
Programmer	Expert	\$44.37	\$46.70	\$60.01	\$48.93	\$51.50	\$66.18
Specialist	Junior	\$19.57	\$20.60	\$26.47	\$27.79	\$29.25	\$37.59
Specialist	Mid Level	\$35.96	\$37.85	\$48.64	\$43.01	\$45.28	\$58.18
Specialist	Senior	\$41.37	\$43.55	\$55.96	\$49.48	\$52.09	\$66.93
Specialist	Expert	\$48.93	\$51.50	\$66.18	\$52.84	\$55.62	\$71.47
Database Administrator	Junior	\$24.82	\$26.13	\$33.58	\$27.58	\$29.04	\$37.31
Database Administrator	Mid Level	\$27.96	\$29.43	\$37.81	\$31.06	\$32.69	\$42.01
Database Administrator	Senior	\$42.33	\$44.56	\$57.26	\$51.22	\$53.92	\$69.29
Database Administrator	Expert	\$45.99	\$48.41	\$62.21	\$55.57	\$58.49	\$75.16
System Administrator	Junior	\$20.71	\$21.79	\$28.01	\$23.00	\$24.22	\$31.12
System Administrator	Mid Level	\$23.20	\$24.42	\$31.38	\$25.77	\$27.13	\$34.86
System Administrator	Senior	\$27.04	\$28.46	\$36.57	\$42.84	\$45.09	\$57.95
System Administrator	Expert	\$27.88	\$29.34	\$37.71	\$30.97	\$32.60	\$41.89
Technical Architect	Junior	\$32.19	\$33.89	\$43.54	\$35.76	\$37.65	\$48.38
Technical Architect	Mid Level	\$36.21	\$38.12	\$48.98	\$40.24	\$42.35	\$54.42
Technical Architect	Senior	\$53.36	\$56.17	\$72.17	\$60.67	\$63.86	\$82.06
Technical Architect	Expert	\$58.10	\$61.16	\$78.59	\$67.52	\$71.07	\$91.32

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 28.50%

*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	\$54.80	\$57.68	\$74.12
Principal Consultant	\$53.82	\$56.65	\$72.80
IBM Specialty			
Technical Specialist 3	\$24.45	\$25.74	\$33.08
Technical Specialist 4	\$31.41	\$33.06	\$42.49
Technical Specialist 5	\$39.39	\$41.47	\$53.29
Software Architect #1	\$32.73	\$34.45	\$44.27
Software Architect #2	\$35.89	\$37.78	\$48.55
Unisys Specialty			
Architectural Specialist I	\$29.26	\$30.80	\$39.57
Architectural Specialist II	\$26.84	\$28.25	\$36.30
Sr. Production Control Operator	\$21.21	\$22.33	\$28.69
Production Control Operator	\$20.22	\$21.28	\$27.34
Sr. Equipment Operator	\$14.79	\$15.56	\$20.00
Equipment Operator	\$14.16	\$14.90	\$19.15
Service Delivery Specialist I	\$20.21	\$21.27	\$27.33
Service Delivery Specialist II	\$19.04	\$20.04	\$25.76

-----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	\$26.88	\$28.29	\$36.36	\$29.57	\$31.13	\$40.00
Project Manager	Mid Level	\$30.21	\$31.80	\$40.86	\$33.23	\$34.98	\$44.95
Project Manager	Senior	\$33.43	\$35.18	\$45.21	\$36.77	\$38.71	\$49.74
Project Manager	Expert	\$36.22	\$38.13	\$49.00	\$39.84	\$41.94	\$53.89
Business Analyst	Junior	\$21.95	\$23.10	\$29.69	\$24.15	\$25.42	\$32.67
Business Analyst	Mid Level	\$24.20	\$25.47	\$32.73	\$26.62	\$28.02	\$36.00
Business Analyst	Senior	\$26.37	\$27.76	\$35.67	\$29.01	\$30.54	\$39.24
Business Analyst	Expert	\$28.42	\$29.91	\$38.44	\$31.25	\$32.90	\$42.27
Technical Writer	Junior	\$16.98	\$17.87	\$22.96	\$18.68	\$19.66	\$25.27
Technical Writer	Mid Level	\$19.01	\$20.01	\$25.72	\$20.92	\$22.02	\$28.30
Technical Writer	Senior	\$20.97	\$22.07	\$28.36	\$23.07	\$24.29	\$31.21
Technical Writer	Expert	\$22.76	\$23.96	\$30.79	\$25.04	\$26.36	\$33.87
Tester	Junior	\$16.50	\$17.37	\$22.32	\$18.14	\$19.10	\$24.54
Tester	Mid Level	\$18.56	\$19.54	\$25.11	\$20.41	\$21.49	\$27.61
Tester	Senior	\$20.46	\$21.54	\$27.68	\$22.51	\$23.69	\$30.44
Tester	Expert	\$22.09	\$23.26	\$29.89	\$24.31	\$25.59	\$32.88
Programmer	Junior	\$21.87	\$23.02	\$29.58	\$24.06	\$25.33	\$32.55
Programmer	Mid Level	\$23.76	\$25.01	\$32.14	\$26.14	\$27.51	\$35.35
Programmer	Senior	\$25.58	\$26.92	\$34.60	\$28.14	\$29.62	\$38.07
Programmer	Expert	\$27.28	\$28.72	\$36.90	\$30.01	\$31.59	\$40.59
Specialist	Junior	\$25.09	\$26.41	\$33.94	\$27.59	\$29.05	\$37.32
Specialist	Mid Level	\$27.85	\$29.31	\$37.67	\$30.64	\$32.25	\$41.44
Specialist	Senior	\$30.51	\$32.12	\$41.27	\$33.56	\$35.33	\$45.40
Specialist	Expert	\$32.97	\$34.70	\$44.59	\$36.26	\$38.17	\$49.05
Database Administrator	Junior	\$24.91	\$26.22	\$33.70	\$27.40	\$28.84	\$37.06
Database Administrator	Mid Level	\$27.92	\$29.39	\$37.76	\$30.71	\$32.32	\$41.53
Database Administrator	Senior	\$30.84	\$32.47	\$41.72	\$33.92	\$35.71	\$45.89
Database Administrator	Expert	\$33.52	\$35.29	\$45.34	\$36.87	\$38.81	\$49.87
System Administrator	Junior	\$20.96	\$22.06	\$28.35	\$23.05	\$24.27	\$31.18
System Administrator	Mid Level	\$23.35	\$24.58	\$31.58	\$25.69	\$27.04	\$34.74
System Administrator	Senior	\$25.67	\$27.02	\$34.72	\$28.24	\$29.73	\$38.20
System Administrator	Expert	\$27.84	\$29.30	\$37.65	\$30.62	\$32.23	\$41.41
Technical Architect	Junior	\$31.37	\$33.02	\$42.43	\$34.50	\$36.32	\$46.67
Technical Architect	Mid Level	\$35.08	\$36.93	\$47.45	\$38.58	\$40.61	\$52.19
Technical Architect	Senior	\$38.65	\$40.69	\$52.28	\$42.52	\$44.75	\$57.51
Technical Architect	Expert	\$42.01	\$44.22	\$56.82	\$46.20	\$48.64	\$62.50

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 28.50%

*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	\$49.01	\$51.59	\$66.30
Principal Consultant	\$39.10	\$41.16	\$52.89
IBM Specialty			
Technical Specialist 3	\$24.98	\$26.30	\$33.79
Technical Specialist 4	\$26.09	\$27.46	\$35.29
Technical Specialist 5	\$27.17	\$28.60	\$36.75
Software Architect #1	\$33.04	\$34.78	\$44.70
Software Architect #2	\$36.18	\$38.09	\$48.94
Unisys Specialty			
Architectural Specialist I	\$29.65	\$31.21	\$40.10
Architectural Specialist II	\$27.31	\$28.75	\$36.94
Sr. Production Control Operator	\$20.74	\$21.84	\$28.06
Production Control Operator	\$19.80	\$20.85	\$26.79
Sr. Equipment Operator	\$14.26	\$15.01	\$19.28
Equipment Operator	\$13.63	\$14.35	\$18.44
Service Delivery Specialist I	\$19.90	\$20.95	\$26.92
Service Delivery Specialist II	\$18.79	\$19.78	\$25.41

REGION 3

Service Group 1. STANDARD TITLES

Standard Title Markup 28.50%

*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	\$33.80	\$35.58	\$45.72	\$37.55	\$39.53	\$50.80
Project Manager	Mid Level	\$37.84	\$39.83	\$51.18	\$42.05	\$44.26	\$56.87
Project Manager	Senior	\$41.54	\$43.72	\$56.18	\$46.16	\$48.59	\$62.43
Project Manager	Expert	\$44.87	\$47.24	\$60.70	\$49.85	\$52.48	\$67.43
Business Analyst	Junior	\$25.91	\$27.27	\$35.05	\$28.79	\$30.30	\$38.94
Business Analyst	Mid Level	\$28.49	\$29.99	\$38.54	\$31.65	\$33.32	\$42.82
Business Analyst	Senior	\$30.97	\$32.60	\$41.89	\$34.41	\$36.23	\$46.55
Business Analyst	Expert	\$33.25	\$35.00	\$44.97	\$36.94	\$38.88	\$49.96
Technical Writer	Junior	\$20.94	\$22.04	\$28.32	\$23.27	\$24.49	\$31.47
Technical Writer	Mid Level	\$23.50	\$24.74	\$31.79	\$26.12	\$27.49	\$35.33
Technical Writer	Senior	\$25.97	\$27.34	\$35.13	\$28.86	\$30.37	\$39.03
Technical Writer	Expert	\$28.23	\$29.72	\$38.18	\$31.37	\$33.02	\$42.43
Tester	Junior	\$19.39	\$20.41	\$26.23	\$21.55	\$22.68	\$29.14
Tester	Mid Level	\$21.87	\$23.02	\$29.58	\$24.30	\$25.57	\$32.86
Tester	Senior	\$24.17	\$25.44	\$32.69	\$26.85	\$28.26	\$36.32
Tester	Expert	\$26.15	\$27.52	\$35.37	\$29.05	\$30.58	\$39.30
Programmer	Junior	\$25.82	\$27.18	\$34.93	\$28.69	\$30.20	\$38.81
Programmer	Mid Level	\$27.99	\$29.46	\$37.85	\$31.10	\$32.73	\$42.06
Programmer	Senior	\$30.07	\$31.65	\$40.67	\$33.41	\$35.16	\$45.19
Programmer	Expert	\$50.54	\$53.20	\$68.36	\$54.58	\$57.45	\$73.83
Specialist	Junior	\$29.51	\$31.06	\$39.92	\$32.79	\$34.52	\$44.35
Specialist	Mid Level	\$32.63	\$34.35	\$44.14	\$36.25	\$38.16	\$49.04
Specialist	Senior	\$35.43	\$37.30	\$47.93	\$39.37	\$41.44	\$53.25
Specialist	Expert	\$50.80	\$53.48	\$68.72	\$60.39	\$63.57	\$81.69
Database Administrator	Junior	\$29.31	\$30.85	\$39.64	\$32.56	\$34.28	\$44.05
Database Administrator	Mid Level	\$32.70	\$34.42	\$44.23	\$36.33	\$38.24	\$49.14
Database Administrator	Senior	\$35.76	\$37.65	\$48.38	\$39.74	\$41.83	\$53.75
Database Administrator	Expert	\$38.68	\$40.72	\$52.32	\$42.98	\$45.24	\$58.13
System Administrator	Junior	\$24.77	\$26.07	\$33.50	\$27.52	\$28.96	\$37.22
System Administrator	Mid Level	\$27.52	\$28.96	\$37.22	\$30.57	\$32.18	\$41.35
System Administrator	Senior	\$30.17	\$31.75	\$40.81	\$33.52	\$35.29	\$45.34
System Administrator	Expert	\$32.61	\$34.33	\$44.11	\$36.23	\$38.14	\$49.01
Technical Architect	Junior	\$37.52	\$39.49	\$50.74	\$41.68	\$43.88	\$56.38
Technical Architect	Mid Level	\$41.86	\$44.06	\$56.62	\$46.51	\$48.96	\$62.91
Technical Architect	Senior	\$46.09	\$48.51	\$62.34	\$51.20	\$53.90	\$69.26
Technical Architect	Expert	\$50.07	\$52.71	\$67.73	\$55.63	\$58.56	\$75.24

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 28.50%

*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	\$57.69	\$60.73	\$78.04
Principal Consultant	\$46.32	\$48.76	\$62.66
IBM Specialty			
Technical Specialist 3	\$29.11	\$30.64	\$39.38
Technical Specialist 4	\$30.36	\$31.96	\$41.07
Technical Specialist 5	\$52.35	\$55.11	\$70.81
Software Architect #1	\$38.02	\$40.03	\$51.43
Software Architect #2	\$41.30	\$43.48	\$55.87
Unisys Specialty			
Architectural Specialist I	\$34.39	\$36.20	\$46.52
Architectural Specialist II	\$31.75	\$33.42	\$42.95
Sr. Production Control Operator	\$24.68	\$25.98	\$33.38
Production Control Operator	\$23.52	\$24.76	\$31.82
Sr. Equipment Operator	\$16.70	\$17.58	\$22.59
Equipment Operator	\$15.93	\$16.77	\$21.55
Service Delivery Specialist I	\$23.12	\$24.34	\$31.28
Service Delivery Specialist II	\$21.81	\$22.96	\$29.50