

**Appendix D : Pricing Schedule**

**Agreement between the New York State Office of General Services and  
INTERNATIONAL PROJECTS CONSULTANCY SERVICES (IPCS), INC.  
for Project Based Information Technology Consulting Services**

**Contract Number: PB025AA**

**Table of Contents**

**Sheet #1: Pricing Schedule**

**Authorized Users please note the following:**

A competitive Mini-Bid is required for every transaction under this Centralized Contract.  
(Section 5.1 of the Contract)

The Contractor acknowledges that any mini-bid under this Centralized Contract which includes pricing in excess of the "maximum Not-To-Exceed price" shall be rejected by the Authorized User.  
(Sections 4.4 and 6.9 of the Contract)

Price increases will only apply to the OGS Centralized Contracts and shall not be applied retroactively to Authorized User Agreements or any Mini-bids already submitted to an Authorized User.  
(Section 4.23 of the Contract)

When provided for in the Mini-Bid and resultant Authorized User Agreement, an Authorized User may reimburse travel expenses. All rules and regulations associated with this travel can be found at <http://osc.state.ny.us/agencies/travel/travel.htm>. In no case will any travel reimbursement be paid that exceeds these rates. All travel will be paid only as part of a deliverable specified within the Authorized User Agreement and must be billed with that associated Invoice with receipts attached.  
(Section 6.10 of the Contract)

## APPENDIX D: PRICING SCHEDULE

<b>CONTRACTOR NAME:</b>	INTERNATIONAL PROJECTS CONSULTANCY SERVICES (IPCS), INC.
<b>FEDERAL ID:</b>	11-3070742
<b>NYS VENDOR ID:</b>	1000043264
<b>CONTRACT NUMBER:</b>	PB025AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	12/21/2015

Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Not to Exceed Hourly Rate, Exclusive of Travel)
1	IPCS001	Analyst	An Analyst has a lead role and works as a liaison among stakeholders in order to elicit, analyze, communicate and validate requirements for complex changes to business processes, finances, policies and information systems. The Analyst understands complex business problems and opportunities in a larger context of the enterprise requirements and recommends solutions that enable the organization to achieve its goals and manage risk. An Analyst may also be required to facilitate group sessions associated with the Analyst activities. Different types of Analyst areas include, but not limited to business analyst, financial analyst, re-engineering analyst, and risk assessment analyst.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar degree with at least 7 years experience as an Analyst	7+	120.00

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2	IPCS002	Architect	Architecture involves the development of specifications, models and guidelines within a coherent information technology architecture framework following formal and information IT solution, enterprise, and infrastructure architecture processes. These processes have been developed over the past few decades in response to the requirement for a coherent, consistent approach to deliver of information technology capabilities. Architecture insures that IT resources are aligned to improve business performance and security. This may require crossing organizational boundaries and laying out a plan for transitioning from the current state to the desired future state. Architect may include, but is not limited to business architecture, information/data architecture, security architecture, and technical architecture.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar with at least 5 years experience as an Architect	10+	135.00

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3	IPCS003	Business Continuity	Business Continuity may involve the review and development of standards, programs, supporting policies, guidelines and procedures needed to ensure critical business functions will continue without interruption irrespective of the adverse circumstances or events. This includes those activities performed daily to maintain service, consistency, and recoverability	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 5years experience with Business Continuity	5+	130.00
4	IPCS004	Database Admin/Developer	Database Administration/Development includes the installation, configuration, upgrade, administration, monitoring and maintenance of databases in an organization. This includes, but is not limited to, the development and design of database strategies, system monitoring and improving database performance and capacity, planning for future expansion requirements, and data warehouse. It may also include planning, coordinating and implementing security measures to safeguard the database. This requires a thorough knowledge and understanding of one or more of the following database technologies: DB2, Oracle, MS SQL, or MS Access.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar with at least 7 years experience	7 year	120.00

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5	IPCS005	Desktop Application & Support	Desktop Application & Support provides technical support of desktop computers, applications, and related technology. The support includes specification, installation, and testing of computer systems and peripherals within established standards and guidelines. This may involve interactions with applications software and operating systems to diagnose and resolve unique, non-recurring problems. It may also involve the maintenance and testing of network servers and associated equipment.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar degree with at least 3 years experience with Desktop Support	5 years	85.00

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6	IPCS006	Developer/Programmer	This includes the development of computer programs/applications used for everything from the systems that allow computers to run properly to the latest software applications for mobile devices. This requires the analysis of business needs and then designing a system to meet those needs. Detailed work may involve creating step-by-step flowcharts for computing systems that show how program code must be written in order for it to work properly. This usually requires the documentation of all the tasks to ensure that subsequent users can diagnose and fix any problems that might arise in a system, as well perform any maintenance	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 7 years experience as a developer. MS or Sun Certifications	7	125.00

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7	IPCS007	E-Commerce	Electronic commerce involves the buying and selling of products or services using electronic systems such as the Internet and other computer networks. It draws on technologies such as mobile, electronic funds transfer, supply chain management, Internet marketing, online transaction processing, electronic data interchange (EDI), inventory management systems, and automated data collection systems. E-Commerce typically uses web-based infrastructure/software although it may encompass a wider range of technologies such as e-mail, social media, and telephones as well.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 5 years experience in e-commerce	7+	120.00

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8	IPCS008	GIS	Geographic Information Systems (GIS) requires significant level of knowledge and understanding of geomatics. Geomatics includes the tools, techniques and data used in geographic information systems (GIS), remote sensing, cartography, global navigation satellite systems, photogrammetry, geography and related forms of earth mapping. GIS may also require knowledge and understanding of the suite of computer-based approaches to manage relational databases, digital maps, data from global position systems, and remotely sensed imagery to organize, display, and analyze spatial data related to the environment, business, planning, health care, homeland security, and infrastructure	Bachelor's Degree in Computer Science, Information Technology, Engineering, Geography, GIS or Similar Degree with at least 3 years GIS Experience.	5+	130.00
9	IPCS009	MainFrame Computing	Mainframe computing is used for critical applications, bulk data processing, enterprise resource planning and transaction processing. Most of this is Mainframe/Mid-Range and includes, but is not limited to, operating system, application design & development, operations, support, storage and security	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 7 years experience in Mainframes	7+	105.00

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10	IPCS010	Modeling	Modeling is used for describing and classifying businesses and processes. It is the design of an organizational or data structure to enact an opportunity or value. Examples include, but are not limited to, business modeling, data modeling, event modeling, location modeling and process modeling.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 7 years experience in modeling	7+	125.00

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11	IPCS011	Program/Project Management	<p>Program/Project Management involves the managing and accountability for accomplishing the stated objectives involving large and complex projects. Program management requires leadership with strategic vision and thinking with a focus on outcomes. Key project management responsibilities include creating clear and attainable project objectives, building the project requirements, and managing the triple constraint for projects, which is cost, time, and scope. It may require being a client representative, determining and implementing the exact needs of the client, based on knowledge of the entity being represented. The ability to adapt to the various internal procedures of the contracting party, and form close links with the nominated representatives, is essential in ensuring that the key issues of cost, time, quality and client satisfaction, can be realized.</p>	<p>Bachelor's Degree with PMP Certification preferred. Master's Degree preferred. At least 5 years Project Management experience. Knowledge of MS Office Suite</p>	5+	150.00

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12	IPCS012	Quality Assurance	<p>Quality Assurance may involve directing the planned and systematic production processes that provide confidence in a product's suitability for its intended purpose. It usually involves large and complex projects. It is a set of activities intended to ensure that products/services satisfy customer requirements in a systematic, reliable fashion. Whereas Quality Assurance cannot absolutely guarantee the production of quality products/services unfortunately, it does make it more likely. Two key principles characterize Quality Assurance: "fit for purpose" (the product should be suitable for the intended purpose) and "right first time" (mistakes should be eliminated). It may include testing to insure that quality goals are met</p>	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 7 years experience QA experience. Certification preferred	7+	110.00

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13	IPCS013	Security	<p>Security in the information technology realm may involve the protection of applications, computing, data, information, and network security. It requires an extensive knowledge of risk management and security techniques, understanding of network architecture, application and database security.</p> <p>This includes knowledge of applicable regulatory requirements that may be relevant as well as working experience with ISO2700X series, NIST series, and Cobit standards. Examples include, but are not limited to, a security analysis generalist, computer/data forensics, identity and access management administrator and/or engineer, network forensics, security architect, and security incident management.</p>	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 5 years experience in security	5+	140.00

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14	IPCS014	Server Support & Development	Server support and development provides analytical and technical on-site support for the operation of servers, usually windows based. This includes, but is not limited to, planning and coordinating installation, testing, troubleshooting, operation, backup, and maintenance of hardware and software systems. It may also include the allocating of systems resources, virtualization, maintaining systems configuration, managing the installation and integration of system patches, updates, and enhancement, managing accounts, network rights, and access to the systems and equipment.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 5 years experience. Certification preferred	5+	125.00

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15	IPCS015	Systems Analyst	The Systems Analyst is a general area which provides support for hardware systems or application(s). This may require some programming, system administration skills, and the ability to analyze a given problem, diagnose it and find its root cause, and then either solve it or pass the problem on to the appropriate staff within the organization with that responsibility. This may involve responsibility for supporting applications programmed with a variety of programming languages and using a variety of database systems and middleware systems	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 7 years experience	7+	120.00
16	IPCS016	Web Application Design & Development	Web Application Design & Development involves the design, layout, and/or coding of a website. This includes the graphical and technical aspects of a website – how the site works and how it looks. It may also involve the creation of the information architecture and structure of the website as well as the maintenance and updating of an existing website	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 5 years experience. Certification preferred	5+ years	120.00

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17	IPCS017	Computer Programmer Senior	: Must be capable of utilizing third- and fourth-generation or current state-of-the-art IT equipment and languages to develop and prepare diagrammatic plans for solution of business, management, communications, and strategic problems. Must be able to design detailed programs, flowcharts, and diagrams showing mathematical computations and sequence of machine operations necessary to copy and process data and print results. Must be able to verify the accuracy and completeness of programs and systems by preparing sample representative data and perform testing by means of cycle and system processing.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 7 years experience. Certification required	At least 7 years experience	\$125.00
18	IPCS018	Sr Systems Architect	Responsible for developing business, data, systems, and infrastructure models to develop enterprise architectures. Develops plans for migrating architectures. Develops technical reference models to include hardware/software standards. Engineer's integrated hardware and software solutions to meet mission requirements	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 10 years IT experience	10 years	\$130.00

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19	IPCS019	Subject Matter Expert	Defines the problems and analyzes and develops plans and requirements in the subject matter area for moderately complex-to-complex systems. Coordinates and manages the preparation of analysis, evaluations, and recommendations for proper implementation of programs and systems specifications including, but not limited to: information technology, health care, education, public safety, social services, human resources, transportation, and environment.	Bachelor's Degree in Computer Science, Information Technology, Engineering, or Similar Degree.	At least 7 years of experience	\$150.00
20	IPCS020	Business Process Consultant	Develops business requirements and business processes re-engineering methodologies. Solves application and process related problems by creating detail process and system design specifications; and works with other areas across the business units to support a total solution approach. Communicates business requirements for reports and applications development. Facilitates collaboration within and across business units and across IT functions. Resolves problems and improves business units' technical environments.	Bachelor's Degree from an accredited college or university in Business, Human Resources Management or a related field. An MBA or MPA is preferred.	At least eight (8) years of experience in business process re-engineering.	\$150.00

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21	IPCS021	Database Manager	Must be capable of managing the development of database projects. Must be able to plan and budget staff and data resources. Supports application developers in planning preparation, load analysis, and backup and recovery of data. When necessary, reallocates resources to maximize benefits. Must be able to prepare and deliver presentations on DBMS concepts. Provides daily supervision and direction to support staff. Monitors performance and evaluates areas to improve efficiency.	A Bachelor's Degree from an accredited college or university with a major in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline or three (3) years of equivalent experience in a related field. A Master's Degree is preferred.	Must have seven (7) years of experience in the development and maintenance of database systems.	\$130.00

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22	IPCS022	Network Administrator	Performs a variety of network management functions related to the operation, performance or availability of data communications networks. Experience with cable/LAN meters, protocol analyzers, SNMF' and RMON based software products. Knowledge of Ethernet, FDDI and high speed WANs and routers. Analyze client LANs/WANs, isolate source of problems, and recommend reconfiguration and implementation of new network hardware to increase performance. Advanced knowledge of network operating systems. Modifies command language programs, network start up files, assigns/reassigns network device logicals, participates in load balancing efforts throughout the network to achieve optimum device utilization and performance. Establishes new user accounts on the network granting access to required network files and programs. Manages network Email functions. Establishes mailboxes and monitors mail performance on the network. Troubleshoots network/user problems, presents resolutions for implementation. Prepares a variety of network resource reports.	Bachelor's Degree in Computer Science, Information Technology, Engineering, or Similar Degree. Certifications required.	At least 4 years experience	\$150.00

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23	IPCS023	Sr Geospational Web Developer	Responsibilities include: install and configure ArcGIS Server; develop mapping applications and web services using ArcGIS Server for Flex and JavaScript/HTML5, build and publish maps via ArcGIS and ArcGIS Online resources, ArcSDE databases, and geo-processing tools as services in ArcGIS Server to streamline existing geospatial procedures; develop mobile GIS applications, assume responsibility of full project lifecycle on simple projects; act proactively to avoid agency customer issues and meet their business needs.	Bachelor's Degree in Computer Science, Information Technology, Engineering, Geography, GIS or Similar Degree. Course work in GIS required.	At least 4 years GIS experience	\$135.00

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24	IPCS024	GIS Specialist	<p>Conducts geographic information system (GIS) program activities, utilizing GIS hardware and software to produce maps, spatial databases and thematic data (such as wetlands, road centerlines, cadastre, and historic sites). Creates, adjusts, corrects, converts and distributes base maps and thematic data. Digitize and maintain spatial databases of Maryland information; document procedures, validate data for accuracy and completeness, complete approved metadata forms and produce maps of the resulting information. Evaluate information and data from outside sources to determine the quality of the data. Provide geographic location coordinates from the GIS to facilitate spatial analysis and data manipulation, calculate distances and area of features and interpret legal descriptions and certify changes in boundary lines. Act as a "consultant" to internal customers during their use, development and quality assessment of spatial databases.</p>	<p>Bachelor's Degree in Computer Science, Information Technology, Engineering, Geography, GIS or Similar Degree. Course work in GIS required.</p>	<p>At least 2 years experience in GIS</p>	<p>\$135.00</p>

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25	IPCS025	Sr Network Engineer	<p>Responsible for the design and implementation of large data communications or telecommunications networks. Plans and monitors the installation of communications circuits. Manage and monitor local area networks and associated equipment (e.g., bridges, routers, modem pools, and gateways) Conducts short and long-term plan to meet communications requirements. Responsible for the design and implementation of LANs/WANs using hub switching and router technology. Performs hardware/software analyses to provide comparative data of performance characteristics and suitability within the existing systems environment. Prepares tradeoff studies and evaluations for vendor equipment. Generates network monitoring/performance report, for LAN/WAN utilization studies. Recommends network design changes/enhancements for improved system availability and performance.</p>	<p>A Bachelor's degree from an accredited college or university with a major in Computer Science, Information Systems, Engineering or other related scientific or technical discipline. If applicable, shall be certified as network engineer for the specific network operating system as defined in the State task request. The certification criteria are determined by the network operating system vendor.</p>	9 years	\$125.00

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26	IPCS026	Network Security Engineer	: Designs, develops, engineers, and implements solutions for projects such as biometrics, smart cards, Secure remote access, VPN, Intrusion detection, port scanning, web security and vulnerability assessments and remediation.	A Bachelor's Degree from an accredited college or university with a major in Computer Science, Information Systems, Engineering, Business, or other related scientific or technical discipline.	At least 8 years experience	\$135.00

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27	IPCS027	GIS Analyst	Write programs and develop user interfaces, menus, and macro-level commands to meet user needs in addition to performing simple spatial analyses and producing reports according to customer specifications. Assist in the development of geographic information systems which may link parcel maps or orthophotos with environmental data, historic data, transportation data and health data to produce maps or quantify information about the impacts of features on parcel ownership. Conducts geographic information system (GIS) program activities, utilizing GIS hardware and software to produce maps, spatial databases and thematic data (such as wetlands, road centerlines, cadastre, and historic sites). Creates, adjusts, corrects, converts and distributes base maps and thematic data. Digitize and maintain spatial databases of Maryland information; document procedures, validate data for accuracy and completeness, complete approved metadata forms and produce maps of the resulting information. Evaluate information and data from outside sources to determine the quality of the data. Provide geographic location coordinates from the GIS to facilitate spatial analysis and data manipulation, calculate distances and area of features and interpret legal descriptions and boundary lines. Act as a "consultant" to internal customers during	Bachelor's Degree in Computer Science, Information Technology, Engineering, Geography, GIS or Similar Degree. Course work in GIS required.	At least 2 years experience in GIS with education in GIS	\$125.00
<p>Group 73600</p> <p style="text-align: right;">Based Information Technology Consulting Services (Statewide)</p>						

## APPENDIX D: PRICING SCHEDULE

<b>CONTRACTOR NAME:</b>	INTERNATIONAL PROJECTS CONSULTANCY SERVICES (IPCS), INC.
<b>FEDERAL ID:</b>	11-3070742
<b>NYS VENDOR ID:</b>	1000043264
<b>CONTRACT NUMBER:</b>	PB025AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	12/21/2015

Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Not to Exceed Hourly Rate, Exclusive of Travel)
28	IPCS028	Tech writer	Assists in collecting and organizing information for preparation of user manuals, training materials, installation guides, proposals, and reports. Edits functional descriptions, system specifications, user manuals, special reports, or any other customer deliverables and documents. Conducts research and ensures the use of proper technical terminology. Translates technical information into clear, readable documents to be used by technical and non-technical personnel. For applications built to run in a Windows environment, uses the standard help compiler to prepare all on-line documentation. Assists in performing financial and administrative functions. Must demonstrate the ability to work independently or under only general direction.	Bachelor's Degree in Computer Science, Information Technology, English, or Similar Degree. At least 3 years Tech writing experience. Knowledge of MS Office Suite and Documentation tools	at Least 5 years experience	\$95.00

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Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Not to Exceed Hourly Rate, Exclusive of Travel)
29	IPCS029	Project Manager	<p>The Project Manager is assigned the management of a specific project and the work performed under assigned Task Orders. Performs day-to-day management of the project, identifies issues and risks and recommends possible issue and risk mitigation strategies associated with the project. Acts as a facilitator between a State agency and IT contractor. Is responsible for ensuring that work performed under TOs is within scope, consistent with requirements, and delivered on time and on budget. Identifies critical paths, tasks, dates, testing, and acceptance criteria. Provides solutions to improve efficiency (e.g., reduce costs while maintaining or improving performance levels). Monitors issues and provides resolutions for up-to-date status reports. Demonstrates excellent writing and oral communications skills.</p>	Bachelor's Degree, Masters Degree preferred PMP certification	at Least 5 years experience as a Project Manager	\$145.00

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30	IPCS030	Sr Quality Assurance Consultant	Provides quality management for information systems using the standard methodologies, techniques, and metrics for assuring product quality and key activities in quality management. Establish capable processes, monitoring and control of critical processes and product mechanisms for feedback of performance, implementation of an effective root cause analysis and corrective action system, and continuous process improvement. Provides strategic quality plans in targeted areas of the organization. Provides QA strategies to ensure continuous production of products consistent with established industry standards, government regulations and customer requirements. Develops and implements life cycle and QA methodologies and educates, and implements QA metrics.	Bachelor's Degree in Computer Science, Information Technology, Engineering, or Similar Degree. At least 8 years QA experience required.	At least 8 years experience	\$110.00

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Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Not to Exceed Hourly Rate, Exclusive of Travel)
31	IPCS031	Senior Application Architect	Manages major projects that involve providing professional support services and or the implementation/integration / transition of large complex systems	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 10 years experience IT experience	10 years	\$135.00
32	IPCS032	Sr Info Tech Architect	Provides expertise in in the most current principles and practices of architecture data management systems and experience in large system designs, and with data modeling in the information management arena. Provides expertise in modeling and organizing information to facilitate support of projects or information architectures.	Bachelor's Degree from an accredited college or university with a major in Engineering, Computer Science, Mathematics or a related field. Master's degree preferred.	10 years	\$135.00

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Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Not to Exceed Hourly Rate, Exclusive of Travel)
33	IPCS033	Internet/Web Architect	<p>Responsible for analyzing assigned specifications, planning, designing and developing solutions, utilizing appropriate Internet/Intranet/Extranet architecture processes supporting a wide range of business process. Provides appropriate documentation for object design decisions, estimating assumptions, applets and performance metrics – as required by organization architecture process standards, or as assigned.</p> <p>Responsible for minimizing the issues between the client and the server applications and for the overall setup and design of the Internet and web server architecture. Impact and complexity of this job increases if organization is utilizing Internet solutions (vs. only Intranet), especially those with significant business impact (e.g., e-business).</p>	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 10 years IT experience	10 years	\$135.00

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Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Not to Exceed Hourly Rate, Exclusive of Travel)
34	IPCS034	Computer Programmer Junior	Must be capable of translating detail program flowcharts into program-coded instructions used by third- and fourth-generation, or current state-of-the-art computers.	Bachelor's Degree in Computer Science, Information Technology, Engineering or Similar Degree with at least 3 years experience. Certification preferred	4+ years	\$80.00