

**Appendix D : Pricing Schedule**

**Agreement between the New York State Office of General Services and  
Spruce Technology, Inc. d/b/a Spruce Technology Group  
for Project Based Information Technology Consulting Services**

**Contract Number: PB045AA**

**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>	Spruce Technology, Inc. d/b/a Spruce Technology Group
<b>FEDERAL ID:</b>	20-5656502
<b>NYS VENDOR ID:</b>	1100124930
<b>CONTRACT NUMBER:</b>	PB045AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	10/27/2015

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	ST0001	Business Analyst I	Position Description: Compiles and analyzes business and/or financial information for an organization. Develops integrated revenue/expense analyses, projections, reports, and presentations. Creates and analyzes monthly, quarterly, and annual reports and ensures financial information has been recorded accurately. Identifies trends and developments in competitive environments and presents findings to senior management. Performs financial forecasting and reconciliation of internal accounts. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Typically reports to a supervisor or manager.	Requires a bachelor's degree.	Requires at least 1 year of experience in the field or a related area.	\$78.99

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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)
2	ST0002	Business Analyst II	Position Description: Compiles and analyzes business and/or financial information for an organization. Develops integrated revenue/expense analyses, projections, reports, and presentations. Creates and analyzes monthly, quarterly, and annual reports and ensures financial information has been recorded accurately. Identifies trends and developments in competitive environments and presents findings to senior management. Performs financial forecasting and reconciliation of internal accounts. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Some degree of creativity and latitude is expected. Typically reports to a supervisor.	Requires a bachelor's degree	Requires at least 3 years of experience in the field or in a related area.	\$103.67

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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)
3	ST0003	Business Intelligence Specialist I	Position Description: Responsible for leading the strategic design and maintenance of business intelligence applications. Identifies, researches, and resolves technical problems. Ensures that the use of business intelligence applications enhances business decision making capabilities. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Typically reports to a supervisor or manager.	Requires a bachelor's degree	Requires at least 1 year of experience in the field or in a related area.	\$64.18

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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)
4	ST0004	Business Intelligence Specialist II	Position Description: Responsible for leading the strategic design and maintenance of business intelligence applications. Identifies, researches, and resolves technical problems. Ensures that the use of business intelligence applications enhances business decision making capabilities. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of complex tasks. Works under general supervision. A certain degree of creativity and latitude is required. Typically reports to a supervisor or manager.	Requires a bachelor's degree	Requires at least 3 years of experience in the field or a related area.	\$96.76

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5	ST0005	Business Systems Analyst I	Position Description: Designs new IT solutions to improve business efficiency and productivity. Works closely with client to examine existing business models and flows of data, discuss findings with the client, and design an appropriate improved IT solution. Acts as liaison between the client and the developers. Works closely with the client team to implement the solution. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Typically reports to a supervisor or manager.	Requires a bachelor's degree in area of specialty	Requires at least 1 year of experience in the field or in a related area.	\$74.05

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6	ST0006	Configuration Management Analyst/DBA I	Position Description: Analyzes changes of product design to determine the effect on the end product design and function and determines and prepares documentation necessary for change. Coordinates with customers and manufacturers to determine a process for change reporting. Reviews released engineering change data and changes documenting activities to ensure adherence to configuration management procedures and policies. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of complex tasks. Works under general supervision. A certain degree of creativity and latitude is required. Typically reports to a supervisor or manager.	Requires a bachelor's degree in area of specialty	Requires at least 1 year of experience in the field or in a related area.	\$88.86

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7	ST0007	Configuration Management Analyst/DBA II	Position Description: Analyzes changes of product design to determine the effect on the end product design and function and determines and prepares documentation necessary for change. Coordinates with customers and manufacturers to determine a process for change reporting. Reviews released engineering change data and changes documenting activities to ensure adherence to configuration management procedures and policies. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of complex tasks. Works under general supervision. A certain degree of creativity and latitude is required. Typically reports to a supervisor or manager.	Requires a bachelor's degree in area of specialty	Requires at least 3 years of experience in the field or in a related area.	\$123.42

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8	ST0008	Database Administrator I	"Position Description: Develops, implements, administers, and maintains policies and procedures for ensuring the security and integrity of the company database. Implements data models, database designs, data access and table maintenance codes. Resolves database performance and capacity issues, and replication and other distributed data issues. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Primary job functions do not typically require exercising independent judgment. Typically reports to a manager.	Requires a bachelor's degree or 3 years experience in field or in related area	Requires at least 1 year of experience in the field or in a related area.	\$78.99

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9	ST0009	Engineering Consultant (Managerial)	Position description: Participates in client project teams to help firm deliver services to clients. Serves primarily a managerial role, contributing technical expertise where necessary. Coordinates efforts and activities of other project team members including other disciplines and specialties to ensure effective project delivery. Demonstrates expertise in a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May provide consultation on complex projects and is considered to be the top level contributor/specialist. A wide degree of creativity and latitude is expected. Typically reports to head of a unit/department.	Requires a bachelor's degree	Requires at least 8 years of experience in the field.	\$103.67

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10	ST0010	ERP Analyst	Position description: Assists with the development and maintenance of the Enterprise Resource Planning (ERP) program. Customizes and configures workflow to allow the integration of client/server applications. Tests ERP layout to ensure the system is meeting corporate needs. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. A wide degree of creativity and latitude is expected. Typically reports to a supervisor or manager.	Requires a bachelor's degree	Requires at least 4 years of experience in the field or in a related area.	\$123.42

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11	ST0011	Implementation Analyst II	Position description: Becomes an expert of the software developed by a particular company. Runs usability tests on software. Creates documentation to accompany software. Assists client with software implementation, including installation and training. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	Requires a bachelor's degree	Requires at least 8 years of experience in the field.	\$98.74

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12	ST0012	Lead Programmer/Developer	Position description: Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and documenting programs. Codes software applications to adhere to designs supporting internal business requirements or external customers. Standardizes the quality assurance procedure for software. Oversees testing and develops fixes. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. May provide consultation on complex projects and is considered to be the top level contributor/specialist. Typically reports to a manager or head of a unit/department.	Requires a bachelor's degree	Requires at least 10 years of experience in the field or in a related area.	\$103.67

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13	ST0013	Lead Technology/Data Architect I	Position Description: Designs and builds relational databases for data storage or processing. Develops strategies for warehouse implementation, data acquisition, and archive recovery. Cleans and maintains the database by removing and deleting old data. May evaluate new data sources for adherence to the organization's quality standards and ease of integration. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision; typically reports to a project leader or manager. A certain degree of creativity and latitude is required.	Requires a bachelor's degree	Requires at least 2 years of experience in the field or in a related area.	\$118.48

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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)
14	ST0014	Network/Systems Administrator I	<p>Position Description: Sets up, configures, and supports internal and/or external networks. Develops and maintains all systems, applications, security, and network configurations. Troubleshoots network performance issues and creates and maintains a disaster recovery plan. Recommends upgrades, patches, and new applications and equipment. Provides technical support and guidance to users. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Typically reports to a supervisor or manager.</p>	Requires a bachelor's degree	Requires at least 1 year of experience in the field or in a related area.	\$88.86

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15	ST0015	Programmer/Developer I	Position description: Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and documenting programs. Has knowledge of commonly-used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Works under immediate supervision. Primary job functions do not typically require exercising independent judgment. Typically reports to a project leader or manager.	Requires an Associate's degree in computer sciences, information technology, or related field.	Requires at least 1 year of experience in the field.	\$83.92
16	ST0016	Programmer Developer II	Position Description: Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and documenting programs. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision; typically reports to a project leader or manager. A certain degree of creativity and latitude is required.	Requires an Associate's degree in computer sciences, information technology or a related field of study.	Requires at least 3 years of experience in the field.	\$103.67

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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)
17	ST0017	Programmer Developer III	Position Description: Reviews, analyzes, and modifies programming systems including encoding, testing, debugging and documenting programs. Familiar with standard concepts, practices, and procedures within a particular field. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. Works under general supervision; typically reports to a project leader or manager. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	Requires an Associate's degree in computer sciences, information technology or a related field of study.	Requires at least 6 years of experience in the field.	\$127.37

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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)
18	ST0018	Project Manager I	<p>Position Description: Responsible for the coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project. Prepares reports for upper management regarding status of project. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.</p>	Requires a bachelor's degree	Requires at least 7 years of experience in the field or in a related area.	\$98.74

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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)
19	ST0019	Project Manager II	Position Description: Responsible for the coordination and completion of projects. Oversees all aspects of projects. Sets deadlines, assigns responsibilities, and monitors and summarizes progress of project. Prepares reports for upper management regarding status of project. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	Requires a bachelor's degree.	Requires at least 10 years of experience in the field or in a related area.	\$128.36

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20	ST0020	QA Analyst I	Position Description: Develops, publishes, and implements test plans. Writes and maintains test automation. Develops quality assurance standards. Defines and tracks quality assurance metrics such as defect densities and open defect counts. Must have a working knowledge of quality assurance methodologies. Familiar with Microsoft, Linux, UNIX and/or Solaris environments. Relies on experience and judgment to plan and accomplish goals. Performs a variety of tasks. May lead and direct the work of others. Works under general supervision; typically reports to a manager. A certain degree of creativity and latitude is required.	Requires a bachelor's degree	Requires at least 3 years of experience coding in C, C++, Java or other applicable language	\$69.11

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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)
21	ST0021	Senior Data/Technology Architect I	Position Description: Designs and builds relational databases for data storage or processing. Develops strategies for warehouse implementation, data acquisition, and archive recovery. Cleans and maintains the database by removing and deleting old data. May evaluate new data sources for adherence to the organization's quality standards and ease of integration. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.	Requires a bachelor's degree	Requires at least 5 years of experience in the field or in a related area.	\$92.81

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22	ST0022	Specialist I	<p>Position description: Participates in IT projects as a specialist in a specified technology. Responsible for implementing part or all of a technical solution to a client. Understands a broad spectrum of technology in order to provide detailed technical designs that meet customer requirements. Often leads small to medium technical projects. Provides technical support and input on the application of technology to a defined business segment. Provides advice on solution and integration opportunities to defined segments. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.</p>	Requires a bachelor's degree	Requires at least 4 years of experience in the specialty.	\$83.92

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23	ST0023	Specialist II	<p>Position description: Participates in IT projects as a specialist in a specified technology. Responsible for implementing part or all of a technical solution to a client. Understands a broad spectrum of technology in order to provide detailed technical designs that meet customer requirements. Often leads small to medium technical projects. Provides technical support and input on the application of technology to a defined business segment. Provides advice on solution and integration opportunities to defined segments. Familiar with a variety of the field's concepts, practices, and procedures. Relies on extensive experience and judgment to plan and accomplish goals. Performs a variety of tasks. Leads and directs the work of others. A wide degree of creativity and latitude is expected. Typically reports to a manager or head of a unit/department.</p>	Requires a bachelor's degree	Requires at least 7 years of experience in the specialty.	\$118.48



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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)
25	ST0025	Tech Architect/Network Security Systems	Position description: Ensures security of computer networks by planning and implementing proper coding, firewalls, and secure user procedures. Identifies potential information and network security risks and vulnerabilities. Provides consultation on possible solutions to mitigate risks and enhance security. Educates network users on proper security methods and creation of security protocols.	Requires a bachelor's degree. 4-6 years' work experience may sometimes substitute for degree.	Requires at least 1 year of experience in the field.	\$96.76