

**Agreement between the
New York State Office of General Services and
Artech Information Systems, LLC
for Hourly Based IT Services (HBITS)**



**Contract Number: PH65765
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 38.00%

*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 | \$35.52 | \$37.39 | \$51.60 | \$39.78 | \$41.87 | \$57.78 |
| Project Manager | Mid Level | \$45.64 | \$48.04 | \$66.29 | \$53.25 | \$56.05 | \$77.35 |
| Project Manager | Senior | \$54.11 | \$56.96 | \$78.60 | \$58.21 | \$61.27 | \$84.56 |
| Project Manager | Expert | \$67.36 | \$70.91 | \$97.85 | \$74.45 | \$78.37 | \$108.15 |
| Business Analyst | Junior | \$30.22 | \$31.81 | \$43.89 | \$35.52 | \$37.39 | \$51.60 |
| Business Analyst | Mid Level | \$40.32 | \$42.45 | \$58.58 | \$46.16 | \$48.59 | \$67.05 |
| Business Analyst | Senior | \$49.72 | \$52.33 | \$72.22 | \$51.57 | \$54.28 | \$74.91 |
| Business Analyst | Expert | \$56.81 | \$59.80 | \$82.53 | \$64.35 | \$67.73 | \$93.47 |
| Technical Writer | Junior | \$26.30 | \$27.69 | \$38.21 | \$30.06 | \$31.64 | \$43.67 |
| Technical Writer | Mid Level | \$32.61 | \$34.33 | \$47.38 | \$38.37 | \$40.39 | \$55.73 |
| Technical Writer | Senior | \$41.19 | \$43.36 | \$59.84 | \$46.16 | \$48.59 | \$67.05 |
| Technical Writer | Expert | \$45.45 | \$47.84 | \$66.02 | \$53.18 | \$55.98 | \$77.25 |
| Tester | Junior | \$27.72 | \$29.18 | \$40.27 | \$31.27 | \$32.92 | \$45.43 |
| Tester | Mid Level | \$36.23 | \$38.14 | \$52.63 | \$39.28 | \$41.34 | \$57.05 |
| Tester | Senior | \$45.59 | \$47.99 | \$66.22 | \$52.88 | \$55.66 | \$76.81 |
| Tester | Expert | \$48.43 | \$50.97 | \$70.35 | \$60.34 | \$63.52 | \$87.66 |
| Programmer | Junior | \$31.98 | \$33.66 | \$46.45 | \$37.90 | \$39.89 | \$55.05 |
| Programmer | Mid Level | \$40.36 | \$42.49 | \$58.63 | \$48.11 | \$50.65 | \$69.89 |
| Programmer | Senior | \$50.07 | \$52.71 | \$72.73 | \$53.65 | \$56.47 | \$77.94 |
| Programmer | Expert | \$57.15 | \$60.16 | \$83.02 | \$60.18 | \$63.35 | \$87.42 |
| Specialist | Junior | \$32.98 | \$34.71 | \$47.90 | \$39.00 | \$41.06 | \$56.66 |
| Specialist | Mid Level | \$41.13 | \$43.29 | \$59.74 | \$46.28 | \$48.72 | \$67.23 |
| Specialist | Senior | \$53.89 | \$56.72 | \$78.28 | \$58.17 | \$61.23 | \$84.50 |
| Specialist | Expert | \$62.40 | \$65.68 | \$90.64 | \$68.00 | \$71.57 | \$98.77 |
| Database Administrator | Junior | \$34.11 | \$35.91 | \$49.55 | \$40.01 | \$42.12 | \$58.12 |
| Database Administrator | Mid Level | \$41.98 | \$44.19 | \$60.98 | \$50.40 | \$53.06 | \$73.22 |
| Database Administrator | Senior | \$54.24 | \$57.09 | \$78.79 | \$61.15 | \$64.36 | \$88.82 |
| Database Administrator | Expert | \$63.52 | \$66.87 | \$92.28 | \$68.97 | \$72.60 | \$100.19 |
| System Administrator | Junior | \$34.00 | \$35.79 | \$49.39 | \$39.13 | \$41.19 | \$56.84 |
| System Administrator | Mid Level | \$41.17 | \$43.33 | \$59.80 | \$48.99 | \$51.57 | \$71.17 |
| System Administrator | Senior | \$51.95 | \$54.68 | \$75.46 | \$56.39 | \$59.36 | \$81.92 |
| System Administrator | Expert | \$58.55 | \$61.64 | \$85.06 | \$62.68 | \$65.98 | \$91.05 |
| Technical Architect | Junior | \$38.91 | \$40.96 | \$56.53 | \$47.02 | \$49.49 | \$68.30 |
| Technical Architect | Mid Level | \$51.52 | \$54.23 | \$74.84 | \$53.36 | \$56.17 | \$77.51 |
| Technical Architect | Senior | \$58.64 | \$61.73 | \$85.18 | \$62.84 | \$66.15 | \$91.28 |
| Technical Architect | Expert | \$66.22 | \$69.71 | \$96.20 | \$73.78 | \$77.66 | \$107.17 |

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 38.00%

*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 | \$59.21 | \$62.33 | \$86.01 |
| Principal Consultant | \$59.17 | \$62.28 | \$85.95 |
| IBM Specialty | | | |
| Technical Specialist 3 | \$42.02 | \$44.23 | \$61.03 |
| Technical Specialist 4 | \$47.39 | \$49.88 | \$68.84 |
| Technical Specialist 5 | \$51.19 | \$53.88 | \$74.35 |
| Software Architect #1 | \$55.21 | \$58.11 | \$80.20 |
| Software Architect #2 | \$61.49 | \$64.73 | \$89.32 |
| Unisys Specialty | | | |
| Architectural Specialist I | \$55.15 | \$58.05 | \$80.11 |
| Architectural Specialist II | \$52.82 | \$55.60 | \$76.73 |
| Sr. Production Control Operator | \$30.36 | \$31.96 | \$44.11 |
| Production Control Operator | \$23.15 | \$24.37 | \$33.63 |
| Sr. Equipment Operator | \$30.36 | \$31.96 | \$44.11 |
| Equipment Operator | \$20.45 | \$21.53 | \$29.71 |
| Service Delivery Specialist I | \$35.16 | \$37.01 | \$51.07 |
| Service Delivery Specialist II | \$33.77 | \$35.55 | \$49.05 |

-----REGION 2-----

Service Group 1. STANDARD TITLES

Standard Title Markup 38.00%

*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 | \$35.52 | \$37.39 | \$51.60 | \$39.78 | \$41.87 | \$57.78 |
| Project Manager | Mid Level | \$45.64 | \$48.04 | \$66.29 | \$53.25 | \$56.05 | \$77.35 |
| Project Manager | Senior | \$54.11 | \$56.96 | \$78.60 | \$58.21 | \$61.27 | \$84.56 |
| Project Manager | Expert | \$67.36 | \$70.91 | \$97.85 | \$74.45 | \$78.37 | \$108.15 |
| Business Analyst | Junior | \$30.22 | \$31.81 | \$43.89 | \$35.52 | \$37.39 | \$51.60 |
| Business Analyst | Mid Level | \$40.32 | \$42.45 | \$58.58 | \$46.16 | \$48.59 | \$67.05 |
| Business Analyst | Senior | \$49.72 | \$52.33 | \$72.22 | \$51.57 | \$54.28 | \$74.91 |
| Business Analyst | Expert | \$56.81 | \$59.80 | \$82.53 | \$64.35 | \$67.73 | \$93.47 |
| Technical Writer | Junior | \$26.30 | \$27.69 | \$38.21 | \$30.06 | \$31.64 | \$43.67 |
| Technical Writer | Mid Level | \$32.61 | \$34.33 | \$47.38 | \$38.37 | \$40.39 | \$55.73 |
| Technical Writer | Senior | \$41.19 | \$43.36 | \$59.84 | \$46.16 | \$48.59 | \$67.05 |
| Technical Writer | Expert | \$45.45 | \$47.84 | \$66.02 | \$53.18 | \$55.98 | \$77.25 |
| Tester | Junior | \$27.72 | \$29.18 | \$40.27 | \$31.27 | \$32.92 | \$45.43 |
| Tester | Mid Level | \$36.23 | \$38.14 | \$52.63 | \$39.28 | \$41.34 | \$57.05 |
| Tester | Senior | \$45.59 | \$47.99 | \$66.22 | \$52.88 | \$55.66 | \$76.81 |
| Tester | Expert | \$48.43 | \$50.97 | \$70.35 | \$60.34 | \$63.52 | \$87.66 |
| Programmer | Junior | \$31.98 | \$33.66 | \$46.45 | \$37.90 | \$39.89 | \$55.05 |
| Programmer | Mid Level | \$40.36 | \$42.49 | \$58.63 | \$48.11 | \$50.65 | \$69.89 |
| Programmer | Senior | \$50.07 | \$52.71 | \$72.73 | \$53.65 | \$56.47 | \$77.94 |
| Programmer | Expert | \$57.15 | \$60.16 | \$83.02 | \$60.18 | \$63.35 | \$87.42 |
| Specialist | Junior | \$32.98 | \$34.71 | \$47.90 | \$39.00 | \$41.06 | \$56.66 |
| Specialist | Mid Level | \$41.13 | \$43.29 | \$59.74 | \$46.28 | \$48.72 | \$67.23 |
| Specialist | Senior | \$53.89 | \$56.72 | \$78.28 | \$58.17 | \$61.23 | \$84.50 |
| Specialist | Expert | \$62.40 | \$65.68 | \$90.64 | \$68.00 | \$71.57 | \$98.77 |
| Database Administrator | Junior | \$34.11 | \$35.91 | \$49.55 | \$40.01 | \$42.12 | \$58.12 |
| Database Administrator | Mid Level | \$41.98 | \$44.19 | \$60.98 | \$50.40 | \$53.06 | \$73.22 |
| Database Administrator | Senior | \$54.24 | \$57.09 | \$78.79 | \$61.15 | \$64.36 | \$88.82 |
| Database Administrator | Expert | \$63.52 | \$66.87 | \$92.28 | \$68.97 | \$72.60 | \$100.19 |
| System Administrator | Junior | \$34.00 | \$35.79 | \$49.39 | \$39.13 | \$41.19 | \$56.84 |
| System Administrator | Mid Level | \$41.17 | \$43.33 | \$59.80 | \$48.99 | \$51.57 | \$71.17 |
| System Administrator | Senior | \$51.95 | \$54.68 | \$75.46 | \$56.39 | \$59.36 | \$81.92 |
| System Administrator | Expert | \$58.55 | \$61.64 | \$85.06 | \$62.68 | \$65.98 | \$91.05 |
| Technical Architect | Junior | \$38.91 | \$40.96 | \$56.53 | \$47.02 | \$49.49 | \$68.30 |
| Technical Architect | Mid Level | \$51.52 | \$54.23 | \$74.84 | \$53.36 | \$56.17 | \$77.51 |
| Technical Architect | Senior | \$58.64 | \$61.73 | \$85.18 | \$62.84 | \$66.15 | \$91.28 |
| Technical Architect | Expert | \$66.22 | \$69.71 | \$96.20 | \$73.78 | \$77.66 | \$107.17 |

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 38.00%

*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 | \$59.21 | \$62.33 | \$86.01 |
| Principal Consultant | \$59.17 | \$62.28 | \$85.95 |
| IBM Specialty | | | |
| Technical Specialist 3 | \$42.02 | \$44.23 | \$61.03 |
| Technical Specialist 4 | \$47.39 | \$49.88 | \$68.84 |
| Technical Specialist 5 | \$51.19 | \$53.88 | \$74.35 |
| Software Architect #1 | \$55.21 | \$58.11 | \$80.20 |
| Software Architect #2 | \$61.49 | \$64.73 | \$89.32 |
| Unisys Specialty | | | |
| Architectural Specialist I | \$55.15 | \$58.05 | \$80.11 |
| Architectural Specialist II | \$52.82 | \$55.60 | \$76.73 |
| Sr. Production Control Operator | \$30.36 | \$31.96 | \$44.11 |
| Production Control Operator | \$23.15 | \$24.37 | \$33.63 |
| Sr. Equipment Operator | \$30.36 | \$31.96 | \$44.11 |
| Equipment Operator | \$20.45 | \$21.53 | \$29.71 |
| Service Delivery Specialist I | \$35.16 | \$37.01 | \$51.07 |
| Service Delivery Specialist II | \$33.77 | \$35.55 | \$49.05 |

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

Service Group 1. STANDARD TITLES

Standard Title Markup 38.00%

*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 | \$37.65 | \$39.63 | \$54.70 | \$42.16 | \$44.38 | \$61.25 |
| Project Manager | Mid Level | \$48.38 | \$50.92 | \$70.27 | \$56.45 | \$59.42 | \$82.00 |
| Project Manager | Senior | \$61.64 | \$64.88 | \$89.53 | \$71.40 | \$75.16 | \$103.72 |
| Project Manager | Expert | \$71.40 | \$75.16 | \$103.72 | \$78.92 | \$83.07 | \$114.64 |
| Business Analyst | Junior | \$32.04 | \$33.72 | \$46.54 | \$37.65 | \$39.63 | \$54.70 |
| Business Analyst | Mid Level | \$42.74 | \$44.99 | \$62.09 | \$48.93 | \$51.50 | \$71.07 |
| Business Analyst | Senior | \$52.70 | \$55.48 | \$76.56 | \$59.04 | \$62.15 | \$85.77 |
| Business Analyst | Expert | \$60.22 | \$63.39 | \$87.47 | \$68.21 | \$71.80 | \$99.09 |
| Technical Writer | Junior | \$27.89 | \$29.36 | \$40.51 | \$31.87 | \$33.55 | \$46.29 |
| Technical Writer | Mid Level | \$34.57 | \$36.39 | \$50.22 | \$40.67 | \$42.81 | \$59.07 |
| Technical Writer | Senior | \$43.67 | \$45.97 | \$63.44 | \$48.93 | \$51.50 | \$71.07 |
| Technical Writer | Expert | \$48.18 | \$50.72 | \$69.99 | \$56.37 | \$59.34 | \$81.89 |
| Tester | Junior | \$29.38 | \$30.93 | \$42.68 | \$33.14 | \$34.89 | \$48.14 |
| Tester | Mid Level | \$38.41 | \$40.43 | \$55.79 | \$41.64 | \$43.83 | \$60.48 |
| Tester | Senior | \$48.33 | \$50.87 | \$70.20 | \$56.06 | \$59.01 | \$81.43 |
| Tester | Expert | \$51.32 | \$54.02 | \$74.55 | \$63.96 | \$67.33 | \$92.92 |
| Programmer | Junior | \$33.90 | \$35.68 | \$49.24 | \$40.18 | \$42.29 | \$58.36 |
| Programmer | Mid Level | \$42.79 | \$45.04 | \$62.16 | \$51.00 | \$53.68 | \$74.08 |
| Programmer | Senior | \$55.94 | \$58.89 | \$81.26 | \$61.85 | \$65.11 | \$89.85 |
| Programmer | Expert | \$64.88 | \$68.30 | \$94.25 | \$71.47 | \$75.23 | \$103.82 |
| Specialist | Junior | \$34.95 | \$36.79 | \$50.77 | \$41.34 | \$43.52 | \$60.05 |
| Specialist | Mid Level | \$43.59 | \$45.89 | \$63.32 | \$51.98 | \$54.71 | \$75.50 |
| Specialist | Senior | \$57.12 | \$60.13 | \$82.98 | \$63.13 | \$66.46 | \$91.71 |
| Specialist | Expert | \$66.14 | \$69.62 | \$96.07 | \$72.91 | \$76.75 | \$105.91 |
| Database Administrator | Junior | \$36.16 | \$38.06 | \$52.52 | \$42.41 | \$44.64 | \$61.60 |
| Database Administrator | Mid Level | \$44.32 | \$46.65 | \$64.38 | \$53.44 | \$56.25 | \$77.62 |
| Database Administrator | Senior | \$57.49 | \$60.51 | \$83.51 | \$64.81 | \$68.22 | \$94.14 |
| Database Administrator | Expert | \$67.34 | \$70.88 | \$97.82 | \$73.10 | \$76.95 | \$106.19 |
| System Administrator | Junior | \$36.05 | \$37.95 | \$52.36 | \$41.48 | \$43.66 | \$60.25 |
| System Administrator | Mid Level | \$43.42 | \$45.70 | \$63.07 | \$51.94 | \$54.67 | \$75.45 |
| System Administrator | Senior | \$55.07 | \$57.97 | \$80.00 | \$59.78 | \$62.92 | \$86.83 |
| System Administrator | Expert | \$62.08 | \$65.34 | \$90.17 | \$66.44 | \$69.94 | \$96.51 |
| Technical Architect | Junior | \$40.72 | \$42.86 | \$59.14 | \$48.82 | \$51.39 | \$70.91 |
| Technical Architect | Mid Level | \$54.22 | \$57.07 | \$78.76 | \$61.15 | \$64.36 | \$88.82 |
| Technical Architect | Senior | \$64.13 | \$67.51 | \$93.16 | \$71.03 | \$74.77 | \$103.18 |
| Technical Architect | Expert | \$74.35 | \$78.26 | \$108.00 | \$82.65 | \$87.00 | \$120.07 |

Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES

Software/Hardware Specific Markup 38.00%

*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 | \$70.47 | \$74.18 | \$102.37 |
| Principal Consultant | \$63.31 | \$66.64 | \$91.96 |
| IBM Specialty | | | |
| Technical Specialist 3 | \$44.96 | \$47.33 | \$65.31 |
| Technical Specialist 4 | \$50.71 | \$53.37 | \$73.66 |
| Technical Specialist 5 | \$54.77 | \$57.65 | \$79.56 |
| Software Architect #1 | \$59.07 | \$62.18 | \$85.81 |
| Software Architect #2 | \$65.79 | \$69.26 | \$95.57 |
| Unisys Specialty | | | |
| Architectural Specialist I | \$59.01 | \$62.12 | \$85.72 |
| Architectural Specialist II | \$56.52 | \$59.49 | \$82.10 |
| Sr. Production Control Operator | \$32.16 | \$33.86 | \$46.72 |
| Production Control Operator | \$25.54 | \$26.88 | \$37.10 |
| Sr. Equipment Operator | \$32.16 | \$33.86 | \$46.72 |
| Equipment Operator | \$22.64 | \$23.83 | \$32.89 |
| Service Delivery Specialist I | \$37.62 | \$39.60 | \$54.65 |
| Service Delivery Specialist II | \$36.13 | \$38.03 | \$52.48 |