

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



**Contract Number: PH65772  
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 100.00%

\*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	\$21.58	\$22.72	\$45.44	\$25.60	\$26.95	\$53.90
Project Manager	Mid Level	\$27.20	\$28.63	\$57.26	\$28.87	\$30.39	\$60.78
Project Manager	Senior	\$35.03	\$36.87	\$73.74	\$37.58	\$39.56	\$79.12
Project Manager	Expert	\$42.09	\$44.31	\$88.62	\$45.52	\$47.92	\$95.84
Business Analyst	Junior	\$20.90	\$22.00	\$44.00	\$21.30	\$22.42	\$44.84
Business Analyst	Mid Level	\$24.94	\$26.25	\$52.50	\$27.20	\$28.63	\$57.26
Business Analyst	Senior	\$31.13	\$32.77	\$65.54	\$32.73	\$34.45	\$68.90
Business Analyst	Expert	\$34.80	\$36.63	\$73.26	\$35.62	\$37.49	\$74.98
Technical Writer	Junior	\$15.49	\$16.30	\$32.60	\$15.49	\$16.30	\$32.60
Technical Writer	Mid Level	\$19.74	\$20.78	\$41.56	\$21.26	\$22.38	\$44.76
Technical Writer	Senior	\$21.49	\$22.62	\$45.24	\$22.06	\$23.22	\$46.44
Technical Writer	Expert	\$25.41	\$26.75	\$53.50	\$25.66	\$27.01	\$54.02
Tester	Junior	\$17.17	\$18.07	\$36.14	\$17.75	\$18.68	\$37.36
Tester	Mid Level	\$20.05	\$21.11	\$42.22	\$21.38	\$22.50	\$45.00
Tester	Senior	\$24.36	\$25.64	\$51.28	\$29.13	\$30.66	\$61.32
Tester	Expert	\$29.69	\$31.25	\$62.50	\$30.02	\$31.60	\$63.20
Programmer	Junior	\$20.31	\$21.38	\$42.76	\$21.66	\$22.80	\$45.60
Programmer	Mid Level	\$26.45	\$27.84	\$55.68	\$29.13	\$30.66	\$61.32
Programmer	Senior	\$33.34	\$35.09	\$70.18	\$35.49	\$37.36	\$74.72
Programmer	Expert	\$36.77	\$38.71	\$77.42	\$39.71	\$41.80	\$83.60
Specialist	Junior	\$22.15	\$23.32	\$46.64	\$24.46	\$25.75	\$51.50
Specialist	Mid Level	\$26.10	\$27.47	\$54.94	\$30.50	\$32.10	\$64.20
Specialist	Senior	\$31.95	\$33.63	\$67.26	\$36.85	\$38.79	\$77.58
Specialist	Expert	\$38.86	\$40.90	\$81.80	\$45.60	\$48.00	\$96.00
Database Administrator	Junior	\$22.10	\$23.26	\$46.52	\$22.71	\$23.91	\$47.82
Database Administrator	Mid Level	\$27.63	\$29.08	\$58.16	\$28.26	\$29.75	\$59.50
Database Administrator	Senior	\$33.06	\$34.80	\$69.60	\$34.94	\$36.78	\$73.56
Database Administrator	Expert	\$38.38	\$40.40	\$80.80	\$41.44	\$43.62	\$87.24
System Administrator	Junior	\$21.40	\$22.53	\$45.06	\$21.64	\$22.78	\$45.56
System Administrator	Mid Level	\$23.98	\$25.24	\$50.48	\$28.14	\$29.62	\$59.24
System Administrator	Senior	\$30.22	\$31.81	\$63.62	\$34.94	\$36.78	\$73.56
System Administrator	Expert	\$34.51	\$36.33	\$72.66	\$36.18	\$38.08	\$76.16
Technical Architect	Junior	\$21.78	\$22.93	\$45.86	\$21.78	\$22.93	\$45.86
Technical Architect	Mid Level	\$30.42	\$32.02	\$64.04	\$34.77	\$36.60	\$73.20
Technical Architect	Senior	\$38.50	\$40.53	\$81.06	\$39.89	\$41.99	\$83.98
Technical Architect	Expert	\$41.16	\$43.33	\$86.66	\$41.16	\$43.33	\$86.66

**Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES**

Software/Hardware Specific Markup 100.00%

\*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
<b>Microsoft Specialty</b>			
Technician V	\$42.29	\$44.52	\$89.04
Principal Consultant	\$44.64	\$46.99	\$93.98
<b>IBM Specialty</b>			
Technical Specialist 3	\$24.14	\$25.41	\$50.82
Technical Specialist 4	\$28.49	\$29.99	\$59.98
Technical Specialist 5	\$30.58	\$32.19	\$64.38
Software Architect #1	\$35.14	\$36.99	\$73.98
Software Architect #2	\$40.29	\$42.41	\$84.82
<b>Unisys Specialty</b>			
Architectural Specialist I	\$37.18	\$39.14	\$78.28
Architectural Specialist II	\$34.77	\$36.60	\$73.20
Sr. Production Control Operator	\$22.11	\$23.27	\$46.54
Production Control Operator	\$19.94	\$20.99	\$41.98
Sr. Equipment Operator	\$19.60	\$20.63	\$41.26
Equipment Operator	\$18.37	\$19.34	\$38.68
Service Delivery Specialist I	\$22.79	\$23.99	\$47.98
Service Delivery Specialist II	\$20.89	\$21.99	\$43.98

-----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	\$21.58	\$22.72	\$45.44	\$25.60	\$26.95	\$53.90
Project Manager	Mid Level	\$27.20	\$28.63	\$57.26	\$28.87	\$30.39	\$60.78
Project Manager	Senior	\$35.03	\$36.87	\$73.74	\$37.58	\$39.56	\$79.12
Project Manager	Expert	\$42.09	\$44.31	\$88.62	\$45.52	\$47.92	\$95.84
Business Analyst	Junior	\$20.90	\$22.00	\$44.00	\$21.30	\$22.42	\$44.84
Business Analyst	Mid Level	\$24.94	\$26.25	\$52.50	\$27.20	\$28.63	\$57.26
Business Analyst	Senior	\$31.13	\$32.77	\$65.54	\$32.73	\$34.45	\$68.90
Business Analyst	Expert	\$34.80	\$36.63	\$73.26	\$35.62	\$37.49	\$74.98
Technical Writer	Junior	\$15.49	\$16.30	\$32.60	\$15.49	\$16.30	\$32.60
Technical Writer	Mid Level	\$19.74	\$20.78	\$41.56	\$21.26	\$22.38	\$44.76
Technical Writer	Senior	\$21.49	\$22.62	\$45.24	\$22.06	\$23.22	\$46.44
Technical Writer	Expert	\$25.41	\$26.75	\$53.50	\$25.66	\$27.01	\$54.02
Tester	Junior	\$17.17	\$18.07	\$36.14	\$17.75	\$18.68	\$37.36
Tester	Mid Level	\$20.05	\$21.11	\$42.22	\$21.38	\$22.50	\$45.00
Tester	Senior	\$24.36	\$25.64	\$51.28	\$29.13	\$30.66	\$61.32
Tester	Expert	\$29.69	\$31.25	\$62.50	\$30.02	\$31.60	\$63.20
Programmer	Junior	\$20.31	\$21.38	\$42.76	\$21.66	\$22.80	\$45.60
Programmer	Mid Level	\$26.45	\$27.84	\$55.68	\$29.13	\$30.66	\$61.32
Programmer	Senior	\$33.34	\$35.09	\$70.18	\$35.49	\$37.36	\$74.72
Programmer	Expert	\$36.77	\$38.71	\$77.42	\$39.71	\$41.80	\$83.60
Specialist	Junior	\$22.15	\$23.32	\$46.64	\$24.46	\$25.75	\$51.50
Specialist	Mid Level	\$26.10	\$27.47	\$54.94	\$30.50	\$32.10	\$64.20
Specialist	Senior	\$31.95	\$33.63	\$67.26	\$36.85	\$38.79	\$77.58
Specialist	Expert	\$38.86	\$40.90	\$81.80	\$45.60	\$48.00	\$96.00
Database Administrator	Junior	\$22.10	\$23.26	\$46.52	\$22.71	\$23.91	\$47.82
Database Administrator	Mid Level	\$27.63	\$29.08	\$58.16	\$28.26	\$29.75	\$59.50
Database Administrator	Senior	\$33.06	\$34.80	\$69.60	\$34.94	\$36.78	\$73.56
Database Administrator	Expert	\$38.38	\$40.40	\$80.80	\$41.44	\$43.62	\$87.24
System Administrator	Junior	\$21.40	\$22.53	\$45.06	\$21.64	\$22.78	\$45.56
System Administrator	Mid Level	\$23.98	\$25.24	\$50.48	\$28.14	\$29.62	\$59.24
System Administrator	Senior	\$30.22	\$31.81	\$63.62	\$34.94	\$36.78	\$73.56
System Administrator	Expert	\$34.51	\$36.33	\$72.66	\$36.18	\$38.08	\$76.16
Technical Architect	Junior	\$21.78	\$22.93	\$45.86	\$21.78	\$22.93	\$45.86
Technical Architect	Mid Level	\$30.42	\$32.02	\$64.04	\$34.77	\$36.60	\$73.20
Technical Architect	Senior	\$38.50	\$40.53	\$81.06	\$39.89	\$41.99	\$83.98
Technical Architect	Expert	\$41.16	\$43.33	\$86.66	\$41.16	\$43.33	\$86.66

**Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES**

Software/Hardware Specific Markup 100.00%

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
<b>Microsoft Specialty</b>			
Technician V	\$42.29	\$44.52	\$89.04
Principal Consultant	\$44.64	\$46.99	\$93.98
<b>IBM Specialty</b>			
Technical Specialist 3	\$24.14	\$25.41	\$50.82
Technical Specialist 4	\$28.49	\$29.99	\$59.98
Technical Specialist 5	\$30.58	\$32.19	\$64.38
Software Architect #1	\$35.14	\$36.99	\$73.98
Software Architect #2	\$40.29	\$42.41	\$84.82
<b>Unisys Specialty</b>			
Architectural Specialist I	\$37.18	\$39.14	\$78.28
Architectural Specialist II	\$34.77	\$36.60	\$73.20
Sr. Production Control Operator	\$22.11	\$23.27	\$46.54
Production Control Operator	\$19.94	\$20.99	\$41.98
Sr. Equipment Operator	\$19.60	\$20.63	\$41.26
Equipment Operator	\$18.37	\$19.34	\$38.68
Service Delivery Specialist I	\$22.79	\$23.99	\$47.98
Service Delivery Specialist II	\$20.89	\$21.99	\$43.98

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

**Service Group 1. STANDARD TITLES**

Standard Title Markup 100.00%

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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	\$27.67	\$29.13	\$58.26	\$27.67	\$29.13	\$58.26
Project Manager	Mid Level	\$36.23	\$38.14	\$76.28	\$36.23	\$38.14	\$76.28
Project Manager	Senior	\$44.79	\$47.15	\$94.30	\$44.79	\$47.15	\$94.30
Project Manager	Expert	\$47.31	\$49.80	\$99.60	\$47.31	\$49.80	\$99.60
Business Analyst	Junior	\$22.64	\$23.83	\$47.66	\$22.64	\$23.83	\$47.66
Business Analyst	Mid Level	\$31.20	\$32.84	\$65.68	\$31.20	\$32.84	\$65.68
Business Analyst	Senior	\$38.75	\$40.79	\$81.58	\$38.75	\$40.79	\$81.58
Business Analyst	Expert	\$38.75	\$40.79	\$81.58	\$38.75	\$40.79	\$81.58
Technical Writer	Junior	\$16.09	\$16.94	\$33.88	\$16.09	\$16.94	\$33.88
Technical Writer	Mid Level	\$23.14	\$24.36	\$48.72	\$23.14	\$24.36	\$48.72
Technical Writer	Senior	\$28.18	\$29.66	\$59.32	\$28.18	\$29.66	\$59.32
Technical Writer	Expert	\$30.19	\$31.78	\$63.56	\$30.19	\$31.78	\$63.56
Tester	Junior	\$19.11	\$20.12	\$40.24	\$19.11	\$20.12	\$40.24
Tester	Mid Level	\$28.18	\$29.66	\$59.32	\$28.18	\$29.66	\$59.32
Tester	Senior	\$31.20	\$32.84	\$65.68	\$31.20	\$32.84	\$65.68
Tester	Expert	\$31.20	\$32.84	\$65.68	\$31.20	\$32.84	\$65.68
Programmer	Junior	\$24.15	\$25.42	\$50.84	\$24.15	\$25.42	\$50.84
Programmer	Mid Level	\$36.23	\$38.14	\$76.28	\$36.23	\$38.14	\$76.28
Programmer	Senior	\$41.27	\$43.44	\$86.88	\$41.27	\$43.44	\$86.88
Programmer	Expert	\$41.27	\$43.44	\$86.88	\$41.27	\$43.44	\$86.88
Specialist	Junior	\$25.16	\$26.48	\$52.96	\$29.20	\$30.74	\$61.48
Specialist	Mid Level	\$37.74	\$39.73	\$79.46	\$39.27	\$41.34	\$82.68
Specialist	Senior	\$42.78	\$45.03	\$90.06	\$47.83	\$50.35	\$100.70
Specialist	Expert	\$42.78	\$45.03	\$90.06	\$47.83	\$50.35	\$100.70
Database Administrator	Junior	\$24.15	\$25.42	\$50.84	\$24.15	\$25.42	\$50.84
Database Administrator	Mid Level	\$34.22	\$36.02	\$72.04	\$34.22	\$36.02	\$72.04
Database Administrator	Senior	\$41.27	\$43.44	\$86.88	\$41.27	\$43.44	\$86.88
Database Administrator	Expert	\$43.79	\$46.09	\$92.18	\$43.79	\$46.09	\$92.18
System Administrator	Junior	\$22.64	\$23.83	\$47.66	\$22.64	\$23.83	\$47.66
System Administrator	Mid Level	\$30.19	\$31.78	\$63.56	\$30.19	\$31.78	\$63.56
System Administrator	Senior	\$37.74	\$39.73	\$79.46	\$37.74	\$39.73	\$79.46
System Administrator	Expert	\$37.74	\$39.73	\$79.46	\$37.74	\$39.73	\$79.46
Technical Architect	Junior	\$22.64	\$23.83	\$47.66	\$22.64	\$23.83	\$47.66
Technical Architect	Mid Level	\$37.74	\$39.73	\$79.46	\$37.74	\$39.73	\$79.46
Technical Architect	Senior	\$42.78	\$45.03	\$90.06	\$42.78	\$45.03	\$90.06
Technical Architect	Expert	\$42.78	\$45.03	\$90.06	\$42.78	\$45.03	\$90.06

**Service Group 2. SOFTWARE/HARDWARE SPECIFIC TITLES**

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
<b>Microsoft Specialty</b>			
Technician V	\$55.37	\$58.28	\$116.56
Principal Consultant	\$47.31	\$49.80	\$99.60
<b>IBM Specialty</b>			
Technical Specialist 3	\$27.67	\$29.13	\$58.26
Technical Specialist 4	\$30.19	\$31.78	\$63.56
Technical Specialist 5	\$32.71	\$34.43	\$68.86
Software Architect #1	\$37.24	\$39.20	\$78.40
Software Architect #2	\$42.78	\$45.03	\$90.06
<b>Unisys Specialty</b>			
Architectural Specialist I	\$46.81	\$49.27	\$98.54
Architectural Specialist II	\$42.78	\$45.03	\$90.06
Sr. Production Control Operator	\$24.15	\$25.42	\$50.84
Production Control Operator	\$21.13	\$22.24	\$44.48
Sr. Equipment Operator	\$22.64	\$23.83	\$47.66
Equipment Operator	\$21.13	\$22.24	\$44.48
Service Delivery Specialist I	\$24.15	\$25.42	\$50.84
Service Delivery Specialist II	\$22.14	\$23.30	\$46.60