

Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and
Annese & Associates, Inc.
for Project Based Information Technology Consulting Services**

Contract Number: PB132AA

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 4.22 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)

PRICING SCHEDULE

| | |
|---------------------------------|---------------------------|
| CONTRACTOR NAME: | Annese & Associates, Inc. |
| FEDERAL ID: | 160984328 |
| NYS VENDOR ID: | 1000003417 |
| CONTRACT NUMBER: | PB132AA |
| DATE PRICELIST APPROVED BY OGS: | 10/12/2016 |

| 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 | PS-ENC-III | Enterprise Network Consultant III | An Enterprise Network Consultant is an individual who is well versed in the understanding of networking technologies. The role requires both broad and deep technology knowledge and the ability to provide solutions to a customer's technical business problem. The position requires a demonstrated ability of commonly used concepts, practices, and procedures within collaboration, mobility, data center, and/or infrastructure technologies. | Cisco CCIE, CCDE or Multiple (two or more) professional certification(s) required. Professional certifications are defined as CCNP Collaboration, CCNP Route/Switch, CCNP Wireless, CCNP Security, CCDP | 7+ | \$250.00 |
| 2 | PS-SA | Solution Architect | The Solutions Architect must demonstrate ability to position complex IT solutions to traditional IT hierarchy as well as non-IT business units. The Solutions Architect will be tasked with presenting all available lines of business to the client; partner with the assigned Account Manager to sell wide and deep wherever possible in engaging multi-level contracts, ensuring that all lines of business are connected across relevant company or divisional contacts. | Bachelor's degree or 5+ yrs. relevant experience | 10+ | \$174.00 |

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| 3 | PS-PM | Project Manager | The Project Manager is responsible for managing the project from inception to a successful close out. The Project Manager ensures the success of the project by developing and implementing the project plan for each customer engagement. The plan will develop and implement processes around schedule, communication, risk and quality. This clearly defined plan is used by the Project Lead Engineer, the Project Team and Customer for the achievement of the project objectives/deliverables, providing customer satisfaction and controlling change while managing budgets/finances to ensure project profitability for the organization. | Bachelor's degree PMP Certification, encouraged | 3-5yrs | \$144.90 |
| 4 | PS-NE | Network Engineer | A Network Engineer is an individual who is well versed in the understanding of networking technologies. The role requires both broad and deep technology knowledge and the ability to provide solutions to a customer's technical business problem. The position requires a demonstrated ability of commonly used concepts, practices, and procedures within Unified Communication Technologies. | Cisco CCNA/CCDA is preferred. | 1-2yrs+ | \$137.75 |
| 5 | PS-SE | Systems Engineer | A Systems Engineer is an individual contributor with broad based knowledge in general technology requirements. This role can be focused for a single client and a single project or can span across multiple client or projects as assigned. Tactical in focus and executing on plans constructed by either the Solutions Architect. | Cisco CCNA/CCDA is preferred. | 2yrs+ | \$174.00 |

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|---|---------|--------------------------------|---|---|---------|----------|
| 6 | PS-SSE | Senior Systems Engineer | A Senior Systems Engineer is an individual contributor with project level strategic responsibilities and very deep technical expertise in the Data Center and Virtualization technology product set. Involved tactically in projects to execute in area of specialization encompassing installation, troubleshooting, cutover support, and knowledge transfer. | CCNA Required CCNA/CCNP Voice (or CCVP) Highly Desired | 5+ yrs | \$188.50 |
| 7 | PS-SE-D | Systems Engineer - Data Center | A Systems Engineer is an individual contributor with project level strategic responsibilities and deep technical expertise in the Data Center and Virtualization technology product set. Involved tactically in projects to execute in area of specialization encompassing installation, configuration, troubleshooting, cutover support, and knowledge transfer. | VMMare VCP or Citrix CCA preferred. | 3-5yrs+ | \$188.50 |