

## Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and  
JANUS SOFTWARE, INC. D/B/A JANUS ASSOCIATES, INC.  
for Project Based Information Technology Consulting Services**

**Contract Number: PB028AA**

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**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>	JANUS SOFTWARE, INC. D/B/A JANUS ASSOCIATES, INC.
<b>FEDERAL ID:</b>	59-3026157
<b>NYS VENDOR ID:</b>	1100129127
<b>CONTRACT NUMBER:</b>	PB028AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	9/15/2015

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	JAN001	Program Manager	<ol style="list-style-type: none"> <li>1. Responsible for formulating and enforcing work standards on multiple contracts, assigning of contractor work schedules, and the review of work discrepancies.</li> <li>2. Supervises contractor personnel.</li> <li>3. Communicates policies, purposes, and goals of the organization to subordinates.</li> <li>4. Coordinates all project admin. matters with the Contracting Officer's Representative.</li> <li>5. Responsible for the overall management, performance, and staff for multiple contracts.</li> <li>6. Meets regularly with customer executives and is accustomed to interacting with them.</li> </ol>	Bachelor's degree in Computer Science, Engineering, or Information Technology or equivalent experience. Advanced degree desirable.	10+	\$320.10

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2	JAN002	Sr. Project Manager	<ol style="list-style-type: none"> <li>1. Oversees the operation of projects at client sites.</li> <li>2. Able to understand what technical staff is undertaking.</li> <li>3. Develops own and oversees other's complete test plans.</li> <li>4. Works with management to offer optimal design for projects and proposals.</li> <li>5. Estimates and produces work plans and activity timings needed to complete projects. Ensures schedules are met within established priorities.</li> <li>6. Manages group of professional consultants on projects/assignments where required.</li> <li>7. Has expertise in major IT frameworks and compliance requirements such as ISO, NIST, OWASP, PCI DSS, HIPAA, GLBA, NERC, etc.</li> <li>8. Performs with high professional standards and conduct.</li> <li>9. Expected to manage client relationships and continually improve them.</li> <li>10. Advises other staff on techniques and innovative solutions.</li> <li>11. Ensures high quality documentation and supervises/approves technical aspects of staff on his/her projects.</li> <li>12. Prepares and/or manages management and technical reports containing analysis, program code, and results.</li> <li>13. Ability to prepare and conduct executive-level client presentations and briefings.</li> <li>14. Capable of leading project planning.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	8+	\$280.20

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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	JAN003	PM III	<ol style="list-style-type: none"> <li>1. Oversees the operation of a major project.</li> <li>2. Able to understand what technical staff is undertaking.</li> <li>3. Develops own and oversees other's complete test plans.</li> <li>4. Works with technical staff to offer improved designs.</li> <li>5. Estimates and produces work plans and activity timings needed to complete projects. Ensures schedules are met within established priorities.</li> <li>6. Manages group of professional consultants on projects/assignments where required.</li> <li>7. Has expertise in major IT frameworks and compliance requirements for projects assigned.</li> <li>8. Performs with high professional standards and conduct.</li> <li>9. Expected to manage client relationship.</li> <li>10. Advises other staff on techniques and innovative solutions.</li> <li>11. Ability to prepare and conduct executive-level client presentations and briefings.</li> <li>12. Capable of leading project planning.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	5-7 years	\$174.36

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4	JAN004	PM II	<ol style="list-style-type: none"> <li>1. Schedules meetings with customer staff depending on JANUS needs.</li> <li>2. Ensures that status reports are completed and submitted to clients.</li> <li>3. Coordinates travel of JANUS staff with client schedules.</li> <li>4. Documents all work and supervises staff schedules.</li> <li>5. Provides advice and guidance to JANUS consultants.</li> <li>6. Capable of leading project planning:                             <ol style="list-style-type: none"> <li>a. Monitor project activity to ensure that project scope is addressed fully but also contained;</li> <li>b. Proactively identify and communicate project risks, and recommend adjustments to process and approach to meet all milestones;</li> <li>c. Track completion of milestones, and gain ongoing consensus with client on the successful completion of milestones and interim deliverables.</li> </ol> </li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	4-6 years	\$174.60

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5	JAN005	PM I	1. Schedules meetings with customer staff depending on JANUS needs. 2. Ensures that status reports are completed and submitted to clients. 3. Documents all work and supervises staff schedules. 4. Supervises small group of JANUS consultants. 5. Tracks completion of milestones, and works with client on the successful completion of milestones and interim deliverables.	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	3-4 years	\$162.87

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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)
6	JAN006	Principal/Chief Functional Specialist	<ol style="list-style-type: none"> <li>1. Able to adapt to difficult projects with high risk and achieve successful outcome.</li> <li>2. Ability to solve highly complex problems in a sophisticated client environment.</li> <li>3. Ability to work with no significant direction and achieve desired results.</li> <li>4. Ability to take on projects in trouble and bring them to successful conclusion.</li> <li>5. Highly competent in areas of specialty and learns new concepts quickly.</li> <li>6. Prepares and delivers presentations for professional organizations, conferences, and classes.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	Requires ten or more years of business or project experience using professional skills associated with that discipline. Previous management experience with demonstrated proficiency in project development and consulting is desirable. Must have demonstrated good communication and leadership	\$280.30
Group 73600			Award 22772	Project Based Information Technology Consulting Services (Statewide)		

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7	JAN007	Sr. Technical SME	<ol style="list-style-type: none"> <li>1. Requires an in depth knowledge of computer systems or technical specialty field. Needs to be especially trained in advanced technique of area of specialty.</li> <li>2. Provides enterprise-wide or functional project leadership in assigned technical areas for large, complex client environment.</li> <li>3. Assists clients in analyzing environment (depending on consulting assignment).</li> <li>4. Provides technical leadership and guidance to clients regarding projects and in implementation of recommendations.</li> <li>5. Provides technical guidance in multiple areas of expertise.</li> <li>6. Supervises, structures, and implements technical aspects of projects for large, complex environments.</li> <li>7. Performs technical leadership role in client projects.</li> <li>8. Reviews reports of other consultants under his/her supervision.</li> <li>9. Designs and conducts technical symposia and classes for clients as required.</li> <li>10. Prepares and delivers presentations for professional organizations, conferences, and classes.</li> <li>11. Regularly contributes articles for trade journals and professional magazines.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	Requires ten or more years of technical experience using professional skills associated with that discipline. Must have demonstrated good communications and leadership skills with a high degree of adaptability to new concepts and techniques.	\$214.77

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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)
8	JAN008	Technical SME	<ol style="list-style-type: none"> <li>1. Manages consulting projects which may include teams of consultants and/or performs all aspects of complex, difficult assignments independently, requiring no supervision.</li> <li>2. Assists clients in analyzing environment (depending on consulting assignment). Provides technical leadership and guidance to clients regarding projects and in implementation of recommendations.</li> <li>3. Provides technical guidance in multiple areas of expertise.</li> <li>4. Supervises, structures, and implements technical aspects of projects for large, complex environments.</li> <li>5. Performs technical leadership role in on-site client projects.</li> <li>6. Reviews reports of other consultants under his/her supervision.</li> <li>7. Regularly contributes articles for trade journals and professional magazines.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	5-8 years	\$193.92

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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)
9	JAN009	Sr. Forensics/ Security/Processes/ Infrastructure SME	<ol style="list-style-type: none"> <li>1. Able to make independent visits to client sites for purposes of assessing and assisting in all areas relative to technical and project needs.</li> <li>2. Conduct client on-site project planning and meet with all levels of client management to review designs, findings, recommendations, project needs and action plans.</li> <li>3. Able to encounter situations without precedent and take positions based on general knowledge of business and area of expertise and technical possibilities.</li> <li>4. Be innovative, have considerable independent action, and sound business judgment.</li> <li>5. In depth knowledge of technical specialty.</li> <li>6. Needs to be especially trained in advanced area of expertise techniques.</li> <li>7. Be able to conceive and recommend alternative practices to maximize results and minimize risk.</li> <li>8. Requires dealing with increasingly more complex and difficult technical and procedural methods.</li> <li>9. Demonstrates an in-depth understanding of area of specialization and familiarity with the interactions of system components.</li> <li>10. Requires analysis of complex interrelated technical facts and conditions.</li> <li>11. Decisions required to resolve difficulties and overcome problems are often made without benefit of established procedure</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	8 years	\$198.85
Group 73600			Award 22772	Project Based Information Technology Consulting Services (Statewide)		

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10	JAN010	Sr. Tech. Consultant/Architect	<ol style="list-style-type: none"> <li>1. Requires an in depth knowledge of computer systems or technical specialty field. Needs to be especially trained in advanced technique of area of specialty.</li> <li>2. Provides enterprise-wide or functional project leadership in assigned technical areas for large, complex client environment.</li> <li>3. Assists clients in analyzing environment (depending on consulting assignment).</li> <li>4. Provides technical leadership and guidance to clients regarding projects and in implementation of recommendations.</li> <li>5. Provides technical guidance in multiple areas of expertise..</li> <li>6. Reviews reports of other consultants under his/her supervision.</li> <li>7. Designs and conducts technical symposia and classes for clients as required.</li> <li>8. Prepares and delivers presentations for professional organizations, conferences, and classes.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	8 years	\$208.40

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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)
11	JAN011	Sr. Forensic Analyst	<ol style="list-style-type: none"> <li>1. Able to make independent visits to client sites for purposes of assessing and assisting in all areas relative to technical and project needs.</li> <li>2. Able to encounter situations without precedent and work through situations based on general knowledge of area of expertise and technical possibilities.</li> <li>3. Be innovative, have considerable independent action, and sound business judgment.</li> <li>4. In depth knowledge of technical specialty.</li> <li>5. Needs to be especially trained in advanced area of expertise techniques.</li> <li>6. Be able to conceive and recommend alternative practices to maximize results and minimize risk.</li> <li>7. Requires dealing with increasingly more complex and difficult technical and procedural methods.</li> <li>8. Demonstrates an in-depth understanding of area of specialization and familiarity with the interactions of system components.</li> <li>9. Requires analysis of complex interrelated technical facts and conditions.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	4-6 years	\$189.95

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12	JAN012	Sr. Engineer/ Consultant/Programmer	Provides enterprise-wide business advice and project management leadership incorporating all business and technical aspects of a problem or need in a large, complex client environment.	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	8 years	\$179.15
13	JAN013	Advisory Engineer	<ol style="list-style-type: none"> <li>1. Assists clients in analyzing environment (depending on consulting assignment), helping them understand problems and methods of solving each.</li> <li>2. Provides technical and business guidance in areas of expertise.</li> <li>3. Structures and implements technical and business project.</li> <li>4. Completes all required written reports with little or no supervision.</li> <li>5. Provides supervisory advice and guidance to small group of consultants.</li> <li>6. May participate in project planning.</li> <li>7. Conducts client briefings with little or no supervision.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	6-8 years	\$169.75

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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	JAN014	Staff Engineer/Programmer	<ol style="list-style-type: none"> <li>1. Oversees the development and analysis of functional specifications of a program, project, or series of duties to develop detailed specifications, general flow charts, outlines, and project tasks for projects.</li> <li>2. Develops conceptual architecture and design for projects.</li> <li>3. Estimates and produces work plans and activity timings needed to complete projects.</li> <li>4. Ensures schedules are met within established priorities.</li> <li>5. Expected to improve existing techniques as applicable to meeting assigned objectives.</li> <li>6. Advises other staff/ programmers on techniques and innovative solutions.</li> <li>7. Leads coding requirements and/or testing of assigned routines, as required.</li> <li>8. Documents all work and supervises/approves technical aspects of documentation of staff and programmers in his/her group.</li> <li>9. Conducts feasibility studies and analyses of problems for development of solutions or data processing applications.</li> <li>10. Estimates and plans own work, but may require supervision to assure schedules are met.</li> <li>11. Follows up and reevaluates installed procedure to assure proper application.</li> <li>12. Documents all work.</li> <li>13. Keeps technically abreast of changes, advancements and improvements within area of responsibility, incorporating them where applicable.</li> </ol>	College degree in relevant field or equivalent experience.	4-6 years	\$162.94
<p>Group 73600 <span style="float: right;">Award 23772</span></p> <p style="text-align: right;">Project Based Information Technology Consulting Services (Statewide)</p>						

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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)
15	JAN015	Technical Analyst/Training Consultant/Programmer	<ol style="list-style-type: none"> <li>1. Assists clients in analyzing technical environment, helping them understand problems and methods of solving problems.</li> <li>2. Provides technical guidance in area(s) of expertise and training content.</li> <li>3. Structures and implements segments of technical and business projects for complex environment with only moderate levels of supervision.</li> <li>4. Functions in leadership role for non-complex technical projects.</li> <li>5. Completes all required written reports with only moderate levels of supervision.</li> <li>6. Assists in the development and analysis of functional specifications of a complex technical program to develop detailed specifications and general flow charts for assigned routines.</li> <li>7. Develops complete test plans.</li> <li>8. Provides for technical interfaces.</li> <li>9. Determines appropriate technical design, method of development and test plan of routine from detailed specifications.</li> <li>10. Estimates and plans own work. Ensures schedules are met within established priorities.</li> <li>11. Documents all work.</li> </ol>	Bachelor's degree in relevant area. In lieu of Bachelor's degree, equivalent experience will be considered.	2-3 years	\$155.05

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16	JAN016	Anaylst/Consultant	<ol style="list-style-type: none"> <li>1. Assists clients in analyzing business environment, helping them understand problems and methods of solving problems.</li> <li>2. Provides business guidance in area(s) of expertise.</li> <li>3. Structures and implements segments of business projects for complex environment with only moderate levels of supervision.</li> <li>4. Designs and conducts classes for clients as required.</li> <li>6. Completes all required written reports with only moderate levels of supervision.</li> <li>7. Conducts client presentations and briefings.</li> <li>8. Assigns additional responsibilities as required.</li> </ol>	College degree or equivalent experience.	2-3 years	\$150.35
17	JAN017	QA Analyst	<ol style="list-style-type: none"> <li>1. Assists JANUS staff in analyzing deliverables and ensuring that adequate quality has been incorporated.</li> <li>2. Provides technical/ business guidance regarding language, format, and content for deliverables.</li> <li>3. Performs assigned duties for technical projects in complex environments with only slight levels of supervision.</li> <li>4. Periodically analyzes Quality Assurance process with goal of improvement.</li> <li>5. Occasionally prepares and delivers presentations on the JANUS quality process.</li> </ol>	College degree in English or writing, or equivalent experience.	4-6 years of writing	\$130.44