

Appendix D : Pricing Schedule**Agreement between the New York State Office of General Services and
The North Highland Company
for Project Based Information Technology Consulting Services****Contract Number: PB071AA****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

CONTRACTOR NAME:	The North Highland Company
FEDERAL ID:	581823492
NYS VENDOR ID:	1100136643
CONTRACT NUMBER:	PB071AA
DATE PRICELIST APPROVED BY OGS:	11/25/2015

Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Maximum Not to Exceed Hourly Rate, Exclusive of Travel)
1	NY-OGS-MD1	Managing Director	Managing Directors plan and guide multiple complex projects with high visibility and business impact and oversee all aspects of executive interaction.	Bachelor's Degree	15	\$278.69
2	NY-OGS-SM1	Senior Manager	Senior Managers perform day-to-day management of overall project/contract support functions, possibly involving multiple projects and groups of personnel at multiple locations. They organize, direct, and coordinate the planning and production of all contract support activities. Senior Managers provide the primary interface with client management personnel regarding strategic issues, and direct completion of the projects within estimated time frames and budget constraints.	Bachelor's Degree	10	\$236.89

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3	NY-OGS-M1	Manager	Managers are Project Team Members with a primary focus on delivery. They plan and lead work streams, assure quality completion of the deliverables, participate in new process visioning and design, and plan new solution implementations.	Bachelor's Degree	10	\$222.96
4	NY-OGS-EA1	Director, Enterprise Architecture	Enterprise Architecture Directors conduct activities related to defining an IT systems architecture that supports the organization's business strategy.	Bachelor's Degree	8	\$210.97

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Item Number	SKU	Job Title	Job Description	Minimum Education / Certification Level	Minimum Years of Experience	NYS Contract Price (Maximum Not to Exceed Hourly Rate, Exclusive of Travel)
5	NY-OGS-QASM1	Quality Assurance Senior Manager	QA senior managers monitor and report on the progress of high dollar value Information Technology projects and/or projects considered to be of strategic significance to client agency management. They lead evaluation and reporting to the State on overall project performance, including project management processes, team organization, project schedule, budget, risks, and issues.	Bachelor's Degree. Experienced, highly qualified, IT and/or business-matter subject area professionals with excellent communication skills and the ability to assist State project members involved in large, complex projects.	10	\$200.00

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6	NY-OGS-PMSM	Project Management Senior Manager	Project Management senior managers work either as a “general contractor” or coach to the client agency or OIT Project Manager. If the Project Manager’s role is along the lines of a “general contractor”, the Project Manager shall be responsible for designated project tasks and must report to the designated project governance on behalf of those project designated tasks. If the Project Manager’s role is along the lines of a “coach”, the Project Manager shall affect knowledge transfer of project management and methodologies during an active project.	Bachelor's Degree • Demonstrated the appropriate education and/or professional experience; • Passed a rigorous examination; • Agreed to abide by a professional code of conduct; • Commitment to maintaining active credentials through meeting continuing certification requirements.	10	\$200.00

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7	NY-OGS-QAPM	Quality Assurance Project Manager	QA project managers monitor and report on the progress of high dollar value Information Technology projects and/or projects considered to be of strategic significance to client agency management. They evaluate and report regularly to the State on overall project performance, including project management processes, team organization, project schedule, budget, risks, and issues.	Bachelor's Degree Experienced, highly qualified, IT and/or business-matter subject area professionals with excellent communication skills and the ability to assist State project members involved in large, complex projects.	7	\$185.00

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8	NY-OGS-PM	Project Management Project Manager	Project managers work either as a “general contractor” or coach to the client agency or OIT Project Manager. If the Project Manager’s role is along the lines of a “general contractor”, the Project Manager shall be responsible for designated project tasks and must report to the designated project governance on behalf of those project designated tasks. If the Project Manager’s role is along the lines of a “coach”, the Project Manager shall affect knowledge transfer of project management and methodologies during an active project.	Bachelor's Degree <ul style="list-style-type: none"> Demonstrated the appropriate education and/or professional experience; Passed a rigorous examination; Agreed to abide by a professional code of conduct; Commitment to maintaining active credentials through meeting continuing certification requirements. 	7	\$185.00

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9	NYS-OGS-SC1	Senior Consultant	Senior Consultants apply management skills and specialized functional and technical expertise to the design, delivery and management of projects.	Bachelor's Degree	7	\$180.00
10	NYS-OGS-QAS1	Quality Assurance Specialist	QA specialists monitor and report on the progress of high dollar value Information Technology projects and/or projects considered to be of strategic significance to client agency management. They evaluate and report regularly to the State on overall project performance, including project management processes, team organization, project schedule, budget, risks, and issues.	Bachelor's Degree. Experienced, highly qualified, IT and/or business-matter subject area professionals with excellent communication skills and the ability to assist State project members involved in large, complex projects.	5	\$170.00

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11	NYS-OGS-MBP1	Manager, IT Business Planning I	Managers of IT Business Planning I drive activities including: Define, develop and implement business planning processes; Coordinate and manage cross-functional teams to improve business planning methods; Determine and execute key business initiatives that will drive business operations; Develop and implement best practices and learning plans to meet business objectives; Assist management in operations, resource management, budget, revenue accounting, etc.	Bachelor's Degree	5	\$167.70

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12	NYS-OGS-MBP2	Manager, IT Business Planning II	Managers of IT Business Planning II contribute to activities including: Define, develop and implement business planning processes; Coordinate and manage cross-functional teams to improve business planning methods; Determine and execute key business initiatives that will drive business operations; Develop and implement best practices and learning plans to meet business objectives; Assist management in operations, resource management, budget, revenue accounting, etc.	Bachelor's Degree	4	\$155.54
13	NYS-OGS-TA1	Technical Advisor	Technical advisors provide oversight and technical input into the design of program and project activities	Bachelor's Degree	4	\$141.25

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14	NYS-OGS-JC1	Junior Consultant	Junior Consultants complete mid-level assignments including deliverable drafting and general project management tasks.	Bachelor's Degree	3	\$110.00
15	NYS-OGS-QAM1	Management Quality Assurance	QA Managers deliver expertise related to quality assurance assessment and implementation, including independent verification and validation activities.	Bachelor's Degree	3	\$102.61

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16	NYS-OGS-BA2	Business Analyst II	Level II Business Analysts work on tasks related to project development, business improvement efforts, facilitation services, and other aspects of work within the project. They perform consulting activities to assist clients in activities such as leading work streams, building leadership, performing strategic planning, conducting information analysis, developing process improvements, performing facilitation services, and improving an organization's business results.	Bachelor's Degree or equivalent	2	\$97.91
17	NYS-OGS-QAA1	Quality Assurance Analyst	QA Analysts support QA managers to assess overall project and departmental QA systems, staff roles and responsibilities, and testing protocols.	Bachelor's Degree	2	\$83.37

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18	NYS-OGS-BA1	Business Analyst I	Level 1 Business Analysts work on tasks related to project development, business improvement efforts, facilitation services, and other aspects of work within the project. They perform consulting activities to assist clients in activities such as conducting information analysis, developing process improvements, performing facilitation services, and improving an organization's business results.	Bachelor's Degree	1	\$78.34
19	NYS-OGS-S1	Specialist	Specialists provide expert advice in a particular consulting field. Specialists bring best practices and innovative ideas to the team. They adapt latest trends in their field to the project at hand.	Bachelor's Degree	15	\$272.30

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20	NYS-OGS-PMQA1	Project Management Quality Assurance Specialist	<p>Project Management Quality Assurance Specialists work either as a “general contractor” or coach to the client agency or OIT Project Manager. If the Project Manager’s role is along the lines of a “general contractor”, the Project Manager shall be responsible for designated project tasks and must report to the designated project governance on behalf of those project designated tasks. If the Project Manager’s role is along the lines of a “coach”, the Project Manager shall affect knowledge transfer of project management and methodologies during an active project.</p>	<p>Bachelor's Degree</p> <ul style="list-style-type: none"> • Demonstrated the appropriate education and/or professional experience; • Passed a rigorous examination; • Agreed to abide by a professional code of conduct; • Commitment to maintaining active credentials through meeting continuing certification requirements. 	5	\$170.00