

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



**Contract Number: PH65783  
Appendix D: Pricing Schedules  
Effective for Task Orders posted on or after November 1, 2014**

**Table of Contents**

- Worksheet #1: Region 1 Rates**
- Worksheet #2: Region 2 Rates (Mid-Hudson)**
- Worksheet #3: Region 3 Rates (NYC Metro)**
- Worksheet #4: Region Definitions**
- Worksheet #5: Job Title Definitions**
- Worksheet #6: Skill Level Definitions**
- Worksheet #7: Skill Demand Definitions**

-----REGION 1-----

**Service Group 1. STANDARD TITLES**

Standard Title Markup 30.00%

\*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	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Project Manager	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Project Manager	Senior	\$54.68	\$57.56	\$74.82	\$60.15	\$63.31	\$82.31
Project Manager	Expert	\$63.60	\$66.95	\$87.04	\$73.39	\$77.25	\$100.43
Business Analyst	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Business Analyst	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Business Analyst	Senior	\$48.93	\$51.50	\$66.95	\$51.86	\$54.59	\$70.97
Business Analyst	Expert	\$52.84	\$55.62	\$72.31	\$56.75	\$59.74	\$77.66
Technical Writer	Junior	\$21.53	\$22.66	\$29.46	\$21.53	\$22.66	\$29.46
Technical Writer	Mid Level	\$25.44	\$26.78	\$34.81	\$25.44	\$26.78	\$34.81
Technical Writer	Senior	\$32.29	\$33.99	\$44.19	\$32.29	\$33.99	\$44.19
Technical Writer	Expert	\$37.18	\$39.14	\$50.88	\$37.18	\$39.14	\$50.88
Tester	Junior	\$23.24	\$24.46	\$31.80	\$23.24	\$24.46	\$31.80
Tester	Mid Level	\$32.54	\$34.25	\$44.52	\$32.54	\$34.25	\$44.52
Tester	Senior	\$42.08	\$44.29	\$57.58	\$42.08	\$44.29	\$57.58
Tester	Expert	\$46.97	\$49.44	\$64.27	\$48.93	\$51.50	\$66.95
Programmer	Junior	\$23.24	\$24.46	\$31.80	\$23.24	\$24.46	\$31.80
Programmer	Mid Level	\$37.18	\$39.14	\$50.88	\$37.18	\$39.14	\$50.88
Programmer	Senior	\$48.93	\$51.50	\$66.95	\$53.82	\$56.65	\$73.65
Programmer	Expert	\$54.20	\$57.05	\$74.17	\$61.72	\$64.97	\$84.46
Specialist	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Specialist	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Specialist	Senior	\$48.93	\$51.50	\$66.95	\$60.15	\$63.31	\$82.31
Specialist	Expert	\$64.20	\$67.58	\$87.85	\$81.54	\$85.83	\$111.58
Database Administrator	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Database Administrator	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Database Administrator	Senior	\$50.43	\$53.09	\$69.01	\$54.94	\$57.83	\$75.18
Database Administrator	Expert	\$56.75	\$59.74	\$77.66	\$61.65	\$64.89	\$84.36
System Administrator	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
System Administrator	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
System Administrator	Senior	\$45.16	\$47.53	\$61.79	\$54.20	\$57.05	\$74.17
System Administrator	Expert	\$52.69	\$55.47	\$72.11	\$60.22	\$63.39	\$82.40
Technical Architect	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Technical Architect	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Technical Architect	Senior	\$55.77	\$58.71	\$76.32	\$61.35	\$64.58	\$83.96
Technical Architect	Expert	\$65.23	\$68.66	\$89.26	\$69.07	\$72.71	\$94.52

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

Software/Hardware Specific Markup 30.00%

\*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	\$58.71	\$61.80	\$80.34
Principal Consultant	\$55.77	\$58.71	\$76.32
<b>IBM Specialty</b>			
Technical Specialist 3	\$44.03	\$46.35	\$60.26
Technical Specialist 4	\$53.82	\$56.65	\$73.65
Technical Specialist 5	\$63.60	\$66.95	\$87.04
Software Architect #1	\$44.03	\$46.35	\$60.26
Software Architect #2	\$63.60	\$66.95	\$87.04
<b>Unisys Specialty</b>			
Architectural Specialist I	\$58.71	\$61.80	\$80.34
Architectural Specialist II	\$48.93	\$51.50	\$66.95
Sr. Production Control Operator	\$41.83	\$44.03	\$57.24
Production Control Operator	\$37.18	\$39.14	\$50.88
Sr. Equipment Operator	\$41.83	\$44.03	\$57.24
Equipment Operator	\$32.54	\$34.25	\$44.52
Service Delivery Specialist I	\$48.93	\$51.50	\$66.95
Service Delivery Specialist II	\$41.10	\$43.26	\$56.24

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

**Service Group 1. STANDARD TITLES**

Standard Title Markup 30.00%

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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	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Project Manager	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Project Manager	Senior	\$55.77	\$58.71	\$76.32	\$61.35	\$64.58	\$83.96
Project Manager	Expert	\$63.60	\$66.95	\$87.04	\$73.39	\$77.25	\$100.43
Business Analyst	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Business Analyst	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Business Analyst	Senior	\$48.93	\$51.50	\$66.95	\$51.86	\$54.59	\$70.97
Business Analyst	Expert	\$52.84	\$55.62	\$72.31	\$56.75	\$59.74	\$77.66
Technical Writer	Junior	\$21.53	\$22.66	\$29.46	\$21.53	\$22.66	\$29.46
Technical Writer	Mid Level	\$25.44	\$26.78	\$34.81	\$25.44	\$26.78	\$34.81
Technical Writer	Senior	\$32.29	\$33.99	\$44.19	\$32.29	\$33.99	\$44.19
Technical Writer	Expert	\$37.18	\$39.14	\$50.88	\$37.18	\$39.14	\$50.88
Tester	Junior	\$23.24	\$24.46	\$31.80	\$23.24	\$24.46	\$31.80
Tester	Mid Level	\$32.54	\$34.25	\$44.52	\$32.54	\$34.25	\$44.52
Tester	Senior	\$42.08	\$44.29	\$57.58	\$42.08	\$44.29	\$57.58
Tester	Expert	\$46.97	\$49.44	\$64.27	\$48.93	\$51.50	\$66.95
Programmer	Junior	\$23.24	\$24.46	\$31.80	\$23.24	\$24.46	\$31.80
Programmer	Mid Level	\$37.18	\$39.14	\$50.88	\$37.18	\$39.14	\$50.88
Programmer	Senior	\$50.88	\$53.56	\$69.63	\$53.82	\$56.65	\$73.65
Programmer	Expert	\$60.67	\$63.86	\$83.02	\$63.60	\$66.95	\$87.04
Specialist	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Specialist	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Specialist	Senior	\$55.77	\$58.71	\$76.32	\$61.35	\$64.58	\$83.96
Specialist	Expert	\$69.72	\$73.39	\$95.40	\$88.31	\$92.96	\$120.84
Database Administrator	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Database Administrator	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Database Administrator	Senior	\$52.84	\$55.62	\$72.31	\$58.71	\$61.80	\$80.34
Database Administrator	Expert	\$56.75	\$59.74	\$77.66	\$61.65	\$64.89	\$84.36
System Administrator	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
System Administrator	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
System Administrator	Senior	\$52.84	\$55.62	\$72.31	\$58.71	\$61.80	\$80.34
System Administrator	Expert	\$56.75	\$59.74	\$77.66	\$61.65	\$64.89	\$84.36
Technical Architect	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Technical Architect	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Technical Architect	Senior	\$55.77	\$58.71	\$76.32	\$61.35	\$64.58	\$83.96
Technical Architect	Expert	\$66.54	\$70.04	\$91.05	\$70.45	\$74.16	\$96.41

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

Software/Hardware Specific Markup 30.00%

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Job Title	5% Slight Deviation: Hourly Wage Rate	Hourly Wage Rate	Hourly Bill Rate
<b>Microsoft Specialty</b>			
Technician V	\$58.71	\$61.80	\$80.34
Principal Consultant	\$55.77	\$58.71	\$76.32
<b>IBM Specialty</b>			
Technical Specialist 3	\$44.03	\$46.35	\$60.26
Technical Specialist 4	\$53.82	\$56.65	\$73.65
Technical Specialist 5	\$63.60	\$66.95	\$87.04
Software Architect #1	\$44.03	\$46.35	\$60.26
Software Architect #2	\$63.60	\$66.95	\$87.04
<b>Unisys Specialty</b>			
Architectural Specialist I	\$58.71	\$61.80	\$80.34
Architectural Specialist II	\$48.93	\$51.50	\$66.95
Sr. Production Control Operator	\$41.83	\$44.03	\$57.24
Production Control Operator	\$37.18	\$39.14	\$50.88
Sr. Equipment Operator	\$41.83	\$44.03	\$57.24
Equipment Operator	\$32.54	\$34.25	\$44.52
Service Delivery Specialist I	\$48.93	\$51.50	\$66.95
Service Delivery Specialist II	\$41.10	\$43.26	\$56.24

REGION 3

**Service Group 1. STANDARD TITLES**

Standard Title Markup 30.00%

\*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	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Project Manager	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Project Manager	Senior	\$58.56	\$61.65	\$80.14	\$63.60	\$66.95	\$87.04
Project Manager	Expert	\$68.50	\$72.10	\$93.73	\$78.28	\$82.40	\$107.12
Business Analyst	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Business Analyst	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Business Analyst	Senior	\$48.93	\$51.50	\$66.95	\$51.86	\$54.59	\$70.97
Business Analyst	Expert	\$53.82	\$56.65	\$73.65	\$58.71	\$61.80	\$80.34
Technical Writer	Junior	\$21.53	\$22.66	\$29.46	\$21.53	\$22.66	\$29.46
Technical Writer	Mid Level	\$25.44	\$26.78	\$34.81	\$25.44	\$26.78	\$34.81
Technical Writer	Senior	\$32.29	\$33.99	\$44.19	\$32.29	\$33.99	\$44.19
Technical Writer	Expert	\$37.18	\$39.14	\$50.88	\$37.18	\$39.14	\$50.88
Tester	Junior	\$23.24	\$24.46	\$31.80	\$23.24	\$24.46	\$31.80
Tester	Mid Level	\$32.54	\$34.25	\$44.52	\$32.54	\$34.25	\$44.52
Tester	Senior	\$42.08	\$44.29	\$57.58	\$42.08	\$44.29	\$57.58
Tester	Expert	\$46.97	\$49.44	\$64.27	\$48.93	\$51.50	\$66.95
Programmer	Junior	\$23.24	\$24.46	\$31.80	\$23.24	\$24.46	\$31.80
Programmer	Mid Level	\$37.18	\$39.14	\$50.88	\$37.18	\$39.14	\$50.88
Programmer	Senior	\$53.82	\$56.65	\$73.65	\$58.71	\$61.80	\$80.34
Programmer	Expert	\$63.60	\$66.95	\$87.04	\$68.50	\$72.10	\$93.73
Specialist	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Specialist	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Specialist	Senior	\$55.77	\$58.71	\$76.32	\$64.58	\$67.98	\$88.37
Specialist	Expert	\$69.72	\$73.39	\$95.40	\$88.07	\$92.70	\$120.51
Database Administrator	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Database Administrator	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Database Administrator	Senior	\$52.84	\$55.62	\$72.31	\$58.71	\$61.80	\$80.34
Database Administrator	Expert	\$58.71	\$61.80	\$80.34	\$63.60	\$66.95	\$87.04
System Administrator	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
System Administrator	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
System Administrator	Senior	\$52.84	\$55.62	\$72.31	\$58.71	\$61.80	\$80.34
System Administrator	Expert	\$58.71	\$61.80	\$80.34	\$63.60	\$66.95	\$87.04
Technical Architect	Junior	\$30.68	\$32.29	\$41.98	\$30.68	\$32.29	\$41.98
Technical Architect	Mid Level	\$39.04	\$41.10	\$53.43	\$39.04	\$41.10	\$53.43
Technical Architect	Senior	\$55.77	\$58.71	\$76.32	\$61.35	\$64.58	\$83.96
Technical Architect	Expert	\$68.50	\$72.10	\$93.73	\$73.39	\$77.25	\$100.43

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

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Technical Specialist 3	\$44.03	\$46.35	\$60.26
Technical Specialist 4	\$53.82	\$56.65	\$73.65
Technical Specialist 5	\$63.60	\$66.95	\$87.04
Software Architect #1	\$44.03	\$46.35	\$60.26
Software Architect #2	\$63.60	\$66.95	\$87.04
<b>Unisys Specialty</b>			
Architectural Specialist I	\$58.71	\$61.80	\$80.34
Architectural Specialist II	\$48.93	\$51.50	\$66.95
Sr. Production Control Operator	\$41.83	\$44.03	\$57.24
Production Control Operator	\$37.18	\$39.14	\$50.88
Sr. Equipment Operator	\$41.83	\$44.03	\$57.24
Equipment Operator	\$32.54	\$34.25	\$44.52
Service Delivery Specialist I	\$48.93	\$51.50	\$66.95
Service Delivery Specialist II	\$41.10	\$43.26	\$56.24