

Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and
Dell Marketing, LP
for Project Based Information Technology Consulting Services**

Contract Number: PB008AA

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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

CONTRACTOR NAME:	Dell Marketing, LP
FEDERAL ID:	742616805
NYS VENDOR ID:	1000041162
CONTRACT NUMBER:	PB008AA
DATE PRICELIST APPROVED BY OGS:	10/1/2015

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)
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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)
1	998-4488	Technical Consultant	<ul style="list-style-type: none"> Understand relevant IT technology and product requirements Implement technology solutions under guidance of senior consultants <ul style="list-style-type: none"> Validate project concepts and assumptions Research and implement technical issues for problem resolution Develop documentation of project deliverables Provide knowledge transfer and informal training to customer resources Have proven ability to develop, test, and deploy IT technology solutions Be familiar with industry standards and vendor specifications <ul style="list-style-type: none"> Participate in planning review sessions when designated Maintain relevant IT industry certifications 	Diploma /GED and proven experience in computer science or an engineering /scientific discipline	Minimum of 5 years of proven IT industry experience	\$178.75

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2	998-4489	Principal Consultant	services team to achieve successful delivery of the services <ul style="list-style-type: none"> Review the service-related documentation and provide guidance and oversight during implementation of recommended solution Work with the project management and technical teams to gain a comprehensive understanding of customer situations and orchestrate the efforts of development resources Assist in the design of advanced IT systems and requirements Review technical requirements and provide direction for recommended solutions <ul style="list-style-type: none"> Provide technical guidance and expertise for the project teams, develop and assign tasks during delivery Provide technical interlock between the customer project team and Dell product and services teams to coordinate actions 	Diploma /GED and proven experience in computer science or an engineering /scientific discipline	Minimum of 5 years of proven IT industry experience	\$207.44
Group 73600		Award 22772		Project Based Information Technology Consulting Services (Statewide)		

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3	999-4490	Global Principal Consultant	<ul style="list-style-type: none"> ● Provide technical oversight to the services team to achieve successful delivery of the services <ul style="list-style-type: none"> ● Review the service-related documentation and provide guidance and oversight during implementation of recommended solution ● Work with the project management and technical teams to gain a comprehensive understanding of customer situations and orchestrate the efforts of development resources ● Assist in the design of advanced IT systems and requirements ● Review technical requirements and provide direction for recommended solutions <ul style="list-style-type: none"> ● Provide technical guidance and expertise for the project teams, develop and assign tasks during delivery ● Provide technical interlock between customer project team and Dell product and services to coordinate actions 	Bachelor's degree or equivalent and proven experience in computer science or an engineering/scientific discipline	Minimum of 5 years of proven IT industry experience	\$238.12
Group 73600			Avert 2272	Project Based Information Technology Consulting Services (Statewide)		

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4	998-4491	Senior Technology Consultant	<ul style="list-style-type: none"> ● Oversee the technical success of the project and, with the project manager, successful completion of the project <ul style="list-style-type: none"> ● Gain a comprehensive understanding of the customer's situation and orchestrate the development efforts of one or more development resources ● Lead design meetings to define technical solution ● Work with the project manager to define estimates for the development tasks <ul style="list-style-type: none"> ● Mentor the software developers assigned to the project and the scheduling and management of the day-to-day development tasks ● Lead and document technical requirements ● Define and oversee the unit testing phase <ul style="list-style-type: none"> ● Create all technical specification documents ● Lead the development from these 	Proven experience in computer science or an engineering/scientific discipline	<ul style="list-style-type: none"> ● Minimum of 5 years of proven IT industry experience 	\$227.71
Group 73600			Award 22772	Project Based Information Technology Consulting Services (Statewide)		

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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)
5	998-4492	Principle Architect	<ul style="list-style-type: none"> Extensive experience assessing, planning, designing and implementing IT tools and technologies. Lead architecture, design, and development of mission-critical IT systems by defining and developing architectures and detailed specifications Experience in defining and implementing technical visions aligned with customer expectations, business priorities, and constraints Experience in translating complex technical concepts into actionable items for development teams and executive briefs for executive leadership Draft technical architecture documentation Provide technical leadership to the Services team Provide subject matter expertise and assistance in the technical implementation of the solution 	Bachelor's degree or equivalent and proven experience in computer science or an engineering/scientific discipline	Minimum of 10 years of proven IT technology experience	\$351.15
Group 73600			Award 22772	Project Based Information Technology Consulting Services (Statewide)		

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6	998-4493	Project Coordinator	<ul style="list-style-type: none"> ● Assist with project reporting ● Maintain focus on time, cost, and scope ● Coordinate and facilitate kick-off, status, deliverable review, and closeout meetings ● Establish and manage the services schedule, communications, and status reporting ● Facilitate change management as needed ● Confirm the services delivered are in accordance with the SOW ● Obtain deliverable and services completion acceptance from the customer ● Monitor the services budget and invoices ● Manage the customer relationship ● Schedule services resources 	Diploma/GED and proven experience in computer science or an engineering/scientific discipline	Minimum of 2 years of IT-related experience	\$107.48

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7	998-4494	Project Manager	<ul style="list-style-type: none"> Serve as primary point of contact and accountability for successful delivery of the services Maintain focus on schedule and cost <ul style="list-style-type: none"> Coordinate and facilitate kick-off and closeout calls Schedule services resources Facilitate change management as needed Confirm the services are delivered in accordance with the SOW 	Bachelor's degree or equivalent and proven experience in computer science or an engineering/scientific discipline	Minimum of 4 years of IT-related experience	\$183.52

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8	998-4495	Senior Architect	<ul style="list-style-type: none"> Provide technical thought leadership to the Services team to ensure successful delivery of the Services with additional enterprise program and executive leadership focus critical for large scale and international Transformation solutions Assist in the design of advanced IT systems and requirements. <ul style="list-style-type: none"> Review the Service related documentation and implementation of recommended solution. Work with the Project Manager and Senior Consultant to gain a comprehensive understanding of Customer's situation and orchestrate the efforts of one or more development resources. <ul style="list-style-type: none"> Review Customer technical requirements and provide direction for recommended solution. Provide guidance for Senior Consultant to define Award dates for the development tasks. 	Bachelor's Degree or Equivalent and proven experience in Computer Science or an Engineering / Scientific Discipline, appropriate technical certifications	Minimum of 10 years of proven IT technology experience.	\$333.68
Group 73600 Award 22772 Project Based Information Technology Consulting Services (Statewide)						