

Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and
HP Enterprise Services, LLC
for Project Based Information Technology Consulting Services**

Contract Number: PB021AA

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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)

PRICING SCHEDULE

CONTRACTOR NAME:	HP Enterprise Services, LLC
FEDERAL ID:	752548221
NYS VENDOR ID:	1000041177
CONTRACT NUMBER:	PB021AA
DATE PRICELIST APPROVED BY OGS:	9/25/2015

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	Labor-Technology Consultant I	Technology Consultant I	<p>Applies basic foundation of a function's principles, theories and concepts to assignments of limited scope. Utilizes professional concepts and theoretical knowledge acquired through specialized training, education or previous experience.</p> <p>Exercises independent judgment within defined parameters. Develops expertise and practical knowledge of applications within business environment. Acts as team member by providing information, analysis and recommendations in support of team efforts.</p>	AA	1	\$85.53
2	Labor-Technology Consultant II	Technology Consultant II	<p>Applies intermediate level of subject matter knowledge to solve a variety of common business issues. Works on problems/ projects of moderately complex scope. Exercise independent judgment within defined practices and procedures to determine appropriate action. Acts as an informed team member providing analysis of information and limited Project direction input. Follows established guidelines and interprets policies. Evaluates unique circumstances and makes recommendations.</p>	BA	3	\$88.00

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3	Labor-Technology Consultant III	Technology Consultant III	<p>Applies experience and subject matter knowledge to solve common and complex business issues within established guidelines and recommends appropriate alternatives. Works on problems/Projects of diverse complexity and scope.</p> <p>Exercises independent judgment within generally defined policies and practices to identify and select a solution. May act as a team or project leader providing direction to team activities and facilitates information validation and team</p> <p>Decision making process. Provides guidance to employees in lower job levels. May seek advice in order to make decisions on complex issues.</p>	BA	5	\$115.69

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4	Labor-Technology Consultant IV	Technology Consultant IV	<p>Applies advanced subject matter knowledge to complex business issues, and is regarded by others within HP as a subject matter expert. Frequently contributes to the development of new ideas/methods.</p> <p>Usually works on complex problems or projects where analysis of situations or data requires an in depth evaluation of multiple factors. Regularly exercises significant independent judgment within broadly defined policies and practices to determine best method for accomplishing work and achieving objectives. Sometimes directs and supervises within area of expertise.</p> <p>Leads and/or provides expertise to functional project teams and may participate in cross-functional initiatives.</p> <p>Provides mentoring and guidance to employees at lower job levels. Acts as an expert providing direction and guidance to process improvements and establishing policies.</p>	BA	7	\$139.07

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5	Labor-Technology Consultant V	Technology Consultant V	<p>Unique mastery and recognized expertise on relevant subject matter knowledge including technologies, theories, or techniques. Regularly contributes to the development of innovative principles and ideas. Works in the more complex disciplines in which the company must operate to be successful. Provides highly innovative solutions.</p> <p>Routinely exercises independent judgment in developing methods, techniques and criteria for achieving objectives.</p> <p>Develops strategy and sets functional policy and direction. Often directs and supervises within area of expertise. Often leads large, cross-division functional teams or project that affect the organizations long-term goals and objectives Often participates in cross- division, multi-function teams.</p>	MS	8	\$166.76
6	Labor-Customer Project/ Program Manager II	Customer Project/ Program Manager II	<p>Ability to apply intermediate level of subject matter knowledge to solve a variety of common business issues. Works on problems/ projects of moderately complex scope. Exercises independent judgment within defined practices and procedures to determine appropriate action. Follows established guidelines and interprets policies. Evaluates unique circumstances and makes recommendations.</p>	AA	3	\$88.00

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7	Labor-Customer Project/ Program Manager III	Customer Project/ Program Manager III	Applies experience and subject matter knowledge to solve common and complex business issues within established guidelines and recommends appropriate alternatives. Works on problems/projects of diverse complexity and scope. Exercises independent judgment within generally defined policies and practices to identify and select a solution. Provides direction to team activities and facilitates information validation and team decision-making process. Ability to handle most unique situations. May seek advice in order to make decisions on complex business issues.	AA	5	\$115.69
8	Labor-Customer Project/ Program Manager IV	Customer Project/ Program Manager IV	Applies advanced subject matter knowledge to complex business issues, and is regarded as a subject matter expert. Frequently contributes to the development of new ideas and methods. Works on complex problems/ projects where analysis of situations or data requires an in-depth evaluation of multiple factors. Exercises significant independent judgment within broadly defined policies and practices to determine best method for accomplishing work and achieving objectives. Leads and provides expertise to functional project teams and may participate in cross-functional initiatives. Acts as an expert providing direction and guidance to process improvements and establishing policies.	AA	7	\$139.07

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9	Labor-Customer Project/Program Manager V	Customer Project/Program Manager V	Unique mastery and Recognized expertise on relevant subject matter knowledge including technologies, theories, or techniques. Contributes to the development of innovative Principles and ideas. Operates in the most complex disciplines, in which the company must operate to be successful. Provides highly innovated Solutions. Routinely exercises independent judgment in developing methods, techniques and criteria for achieving objectives. Develops strategy and set functional policy and direction. Acts as a functional manager within area of expertise. Leads large, cross- division functional teams or projects the affect the organizations long-term goals and objectives. May participate in cross- division, multi-function teams.	AA	10	\$166.76
10	Labor-Customer Project/Program Manager VI	Customer Project/Program Manager VI	Recognized authority internally and externally on leading-edge technologies, theories or techniques. Provides innovative solutions to complex and critically sensitive issues affecting multiple disciplines and work groups. Determines and pursues courses of action essential in accomplishing objectives. Integrates advanced technology, theories or techniques that have a significant continued impact across disciplines and business units. Serves as organization spokesperson on specialized projects or programs. Champions large projects that effect the company's long-range goals and objectives. Provides mentoring and guidance to lower level employees.	AA	15	\$246.14

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11	Labor-Manager Consulting I	Manager Consulting I	<p>Applies developed subject matter knowledge of HP Software Products to solve common and complex business issues within established guidelines and recommends appropriate alternatives. Works on problems /projects of diverse complexity and scope. Exercises independent judgment within generally defined policies and practices to identify and select a solution.</p> <p>May act as a team or project leader providing direction to team activities and facilitates information validation and team decision-making process. Ability to handle most unique situations. May seek advice in order to make decisions on complex business issues.</p>	BA	1	\$166.76

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12	Labor-Manager Consulting II	Manager Consulting II	<p>Applies advanced subject matter knowledge of HP Software Products to complex business issues, and is regarded as a subject matter expert. Frequently contributes to the development of new ideas and methods. Works on complex problems/ projects where analysis of situations or data requires an in depth evaluation of multiple factors. Exercises significant independent judgment within broadly defined policies and practices to determine best method for accomplishing work and achieving objectives. Leads and / or provides expertise to functional project teams and may participate in cross-functional initiatives. May provide mentoring and guidance to lower level employees. Acts as an expert providing direction and guidance to process improvements and establishing policies.</p> <p>Frequently represents the organization to external customers/clients.</p>	BA	5	\$166.76

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13	Labor-Info Systems Architect III	Info Systems Architect III	<p>Unique mastery and recognized authority on relevant subject matter knowledge on HP Software products including technologies, theories, or techniques (such as architectural frameworks and methodologies). Contributes to the development of innovative principles and ideas. Successfully operates in the most complex disciplines in which the company must operate to be successful. Provides highly innovative solutions. Routinely exercises independent judgment in developing methods, techniques and criteria for achieving objectives. Develops strategy and sets functional policy and direction. Acts as a functional manager within area of expertise but does not manage other employees as a primary job function. Leads large, cross-division functional teams or projects that affect the organizations long- term goals and objectives May participate in cross-division, multi-function teams.</p> <p>Provides mentoring and guidance to lower level employees.</p>	BA	1	\$115.69

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14	Labor-Info Systems Architect IV	Info Systems Architect IV	Manages non-exempt/exempt individual contributors and/or supervisors. Has accountability for results of a major program in terms of cost, direction and people management. Applies advanced subject matter knowledge to manage staff activities in solving common and complex business/technical issues within established policies. Provides guidance on process improvements and recommends changes in alignment with business tactics and strategy for area of responsibility. Plans, directs and monitors operational/tactical activities of Staff. Staff members' work may involve strategic issues. Recruits and supports development of direct staff members. Directs and controls activities within a single country or a sub region which is part of a larger geographical Region; Typically reports to MG2 or MG3; Manages at least 4 employees and typically between 8 and 15 direct reports. Span of Control guidelines may differ from these numbers.	BA	5	\$139.07

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15	Labor-Info Systems Architect V	Info Systems Architect V	Manages activities of non-exempt/exempt individual contributors (typically Expert/Master) and/or MG1s. Has accountability for a large multi- department area(s) or location(s) with significant impact on business unit results and organizational strategy. Applies expert subject matter knowledge to manage staff activities in solving most complex business/technical issues within established policies. Acts as a key advisor to senior management on the development of overall policies and long-term goals of the organization. Plans, directs and monitors high-end operational/tactical activities of staff. Staff members' primary focus is on either high-end tactical or broad strategic issues or a combination of both. Recruits and supports development of direct staff members. Directs and controls activities within a sub-region or Region; Position typically reports to MG3 or above; Typically managers 10 or more direct reports. Span of Control guidelines may differ from these numbers.	BA	10	\$166.76