

## Appendix D : Pricing Schedule

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

**Contract Number: PB029AA**

### 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

<b>CONTRACTOR NAME:</b>	KMQ ENTERPRISES, INC. D/B/A TAILWINDS ASSOCIATES
<b>FEDERAL ID:</b>	14-770964
<b>NYS VENDOR ID:</b>	1000001841
<b>CONTRACT NUMBER:</b>	PB029AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	10/27/2015

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	DEVA1001	Developer Analyst 1	1-3 years of experience as a Developer Analyst or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$76.00

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2	DEVA2001	Developer Analyst 2	4-7 years of experience as a Developer Analyst or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$96.00
3	DEVA3001	Developer Analyst 3	8 or more years of experience as a Developer Analyst, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, may lead and direct the work of others, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$113.00

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4	DEV1001	Developer 1	1-3 years of experience as a Developer or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$75.00
5	DEV2001	Developer 2	4-7 years of experience as a Developer or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$94.00

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6	DEV3001	Developer3	8 or more years of experience as a Developer, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, may lead and direct the work of others, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$109.00
7	QA1001	Software Test Analyst 1	1-3 years of experience in Test Analysis or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Two year Associates degree or equivalent experience.	1+	\$71.00

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8	QA2001	Software Test Analyst 2	4-7 years of experience in Test Analysis or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Two year Associates degree or equivalent experience.	4+	\$82.00
9	QA3001	Software Test Analyst 3	8 or more years of experience, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, may lead and direct the work of others, a wide degree of creativity and latitude is expected.	Two year Associates degree or equivalent experience.	8+	\$96.00

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10	TW1001	Technical Writer 1	1-3 years of experience in Technical Writing or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Two year Associates degree or equivalent experience.	1+	\$56.00
11	TW2001	Technical Writer 2	4-7 years of experience in Technical Writing or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Two year Associates degree or equivalent experience.	4+	\$65.00

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12	TW3001	Technical Writer 3	8 or more years of experience in Technical Writing, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, may lead and direct the work of others, a wide degree of creativity and latitude is expected.	Two year Associates degree or equivalent experience.	8+	\$76.00
13	BA1001	Business Analyst 1	1-3 years of experience in Business Analysis or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$76.00



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14	BA2001	Business Analyst 2	4-7 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$90.00
15	BA3001	Business Analyst 3	8 or more years of experience with Business Analysis, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, may lead and direct the work of others, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$106.00

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16	SYSA1001	System Analyst 1	1-3 years of experience in System Analysis or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$81.00
17	SYSA2001	System Analyst 2	4-7 years of experience Systems Analysis field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$95.00

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18	SYSA3001	System Analyst 3	8 or more years of experience in Systems Analysis, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$106.00
19	DBAR1001	Database Architect 1	1-3 years of experience in Data Architecture field or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$83.00

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20	DBAR2001	Database Architect 2	4-7 years of experience in the Data Architecture field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$97.00
21	DBAR3001	Database Architect 3	8 or more years of experience in the Data Architecture Field or in a related area. Relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$113.00

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22	DWAR1001	Data Warehouse Architect 1	1-3 years of experience in Data Warehouse Architecture or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$87.00
23	DWAR2001	Data Warehouse Architect 2	4-7 years of experience in the Data Warehouse Architecture. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$101.00

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24	DWAR3001	Data Warehouse Architect 3	8 or more years of experience Data Warehouse Architecture, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$118.00
25	DBA1001	Database Administrator 1	1-3 years of experience in Dtabase Adminstration or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$86.00

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26	DBA2001	Database Administrator 2	4-7 years of experience in Database Administration or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$101.00
27	DBA3001	Database Administrator 3	8 or more years of experience in Database Administration, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$118.00

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28	EAR1001	Enterprise Architect 1	1-7 years of experience in Enterprise Architecture or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$143.00
29	EAR3001	Enterprise Architect 2	8 or more years of experience in Enterprise Architecture, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$167.00



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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)
30	PM1001	Project Manager 1	1- 7 years of experience in Project Management or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$105.00
31	PM3001	Project Manager 2	8 or more years of experience in Project Management, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$125.00

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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)
32	PLD1001	Project Lead 1	1- 7 years of experience as a Project Lead or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$94.00
33	PLD3001	Project Lead 2	8 or more years of experience as a Project Lead, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$116.00

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34	NENG1001	NetworkEngineer 1	1- 5 years experience. Responsible for Network Infrastructure support. Work includes monitoring the Network bandwidth utilization, installation, configuration, repair and maintenance. Works with all Network Monitoring tools, makes changes and recommendations for updating tools and/or adding new tools.	Four year Bachelor degree or equivalent experience.	1+	\$99.00
35	NENG2001	Network Engineer 2	More than 5 years experience as a Network Engineer. Performs highly complex network engineering work. Data engineer that operates, monitors and manages network infrastructure. Responsible for the design, implementation, management and operational support of Network Infrastructure.	Four year Bachelor degree or equivalent experience.	5+	\$123.00

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36	NADM1001	Network Administrator 1	1-3 years of experience as a Network Administrator or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$65.00
37	NADM2001	Network Administrator 2	4-7 years of experience in the field or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$87.00

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38	NADM3001	Network Administrator 3	8 or more years of experience as a Network Administrator, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$90.00
39	SECA1001	Security Analyst 1	2 - 4 years of experience in information security. Assist system users relative to information systems security matters. Perform access and identity management functions.	Four year Bachelor degree or equivalent experience.	2+	\$111.00

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40	SECA2001	Security Analyst 2	5 or more years of experience in information security. Responsible for creating, testing and implementing business continuity and disaster recovery plans Performing risk assessments and testing of data processing systems Installing firewalls, data encryption and other security measures Recommending security enhancements and purchases Training staff on network and information security procedures. Develop reports about the efficiency of security policies and recommend any changes. Organize and conduct training for all employees regarding company security and information safeguarding.	Four year Bachelor degree or equivalent experience.	5+	\$126.00

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41	SENG2001	Security Engineer	<p>2 - 5 years of experience. Responsible for the research, technical analysis, recommendation, configuration, and administration of systems and procedures to ensure the protection of information processed, stored or transmitted. Provides security design, consultation, and technology governance oversight for various projects and initiatives. Undertakes complex projects requiring additional specialized technical knowledge. Acts as information liaison and subject matter expert (SME) to various business units and information technology departments. Acts as a resource for direction, training and guidance for less experienced staff. Demonstrate ability to perform complex security analysis of existing systems for compliance with security requirements. · High organizational skills · Excellent written and verbal communication skills · Strong ability to produce technical documentation.</p>	Four year Bachelor degree or equivalent experience.	2+	\$161.00

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42	HD1001	Help Desk 1	1-3 years of experience with Help Desk or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Two year Associates degree or equivalent experience.	1+	\$47.00
43	HD2001	Help Desk 2	4-7 years of experience with Help Desk or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Two year Associates degree or equivalent experience.	4+	\$55.00



**APPENDIX D: PRICING SCHEDULE**

<b>CONTRACTOR NAME:</b>	KMQ ENTERPRISES, INC. D/B/A TAILWINDS ASSOCIATES
<b>FEDERAL ID:</b>	14-770964
<b>NYS VENDOR ID:</b>	1000001841
<b>CONTRACT NUMBER:</b>	PB029AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	10/27/2015

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)
44	HD3001	Help Desk 3	8 or more years of experience with Help Desk, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Two year Associates degree or equivalent experience.	8+	\$63.00
45	TSPT1001	Technical Support 1	1-3 years of experience in Technical Support or in a related area. Has knowledge of commonly used concepts, practices, and procedures within a particular field. Relies on instructions and pre-established guidelines to perform the functions of the job. Primary job functions do not typically require exercising independent judgment.	Four year Bachelor degree or equivalent experience.	1+	\$57.00

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<b>CONTRACTOR NAME:</b>	KMQ ENTERPRISES, INC. D/B/A TAILWINDS ASSOCIATES
<b>FEDERAL ID:</b>	14-770964
<b>NYS VENDOR ID:</b>	1000001841
<b>CONTRACT NUMBER:</b>	PB029AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	10/27/2015

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)
46	TSPT2001	Technical Support 2	4-7 years of experience in Technical Support or in a related area. Familiar with standard concepts, practices, and procedures within a particular field. Relies on limited experience and judgment to plan and accomplish goals. A certain degree of creativity and latitude is required. Works under limited supervision with considerable latitude for the use of initiative and independent judgment.	Four year Bachelor degree or equivalent experience.	4+	\$66.00
47	TSPT3001	Technical Support 3	8 or more years of experience in Technical Support, relies on experience and judgment to plan and accomplish goals, independently performs a variety of complicated tasks, a wide degree of creativity and latitude is expected.	Four year Bachelor degree or equivalent experience.	8+	\$76.00