

Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and
Oracle America, Inc.
for Project Based Information Technology Consulting Services**

Contract Number: PB039AA

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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:		Oracle America, Inc.				
FEDERAL ID:		942805249				
NYS VENDOR ID:		1000032860				
CONTRACT NUMBER:		PB039AA				
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	1OJT-SRPTD-L9	Senior Practice/ Technical Director	<ul style="list-style-type: none"> • Generally 10 to 12 years overall experience in functional or technical role in applicable areas of experience • Typically has at least 7 years experience in multi-dimensional issue resolution in complex environments • Assignments are progressively more responsible • In functional roles, typically may have completed course work towards functional certifications • In technical roles, may have completed technical certifications relevant to specialty Publications, presentations, white papers, a plus Special Skills: • Database, core applications and web technology knowledge • Specific experience in implementing Oracle solutions and required third-party technology • Has been involved in system integrations • Serve in a project leader or subject/team leader capacity for significant portions of multiple projects • Balance of advanced technical skills, functional knowledge, client consultative skills and operational management experience. • Typically has 4+ years of consulting services senior management experience with P & L responsibility and at least 10 to 15 years consulting or industry experience. Special Skills: • Experienced in all aspects of running a profitable Consulting practice • Relationship builder at Senior Executive-level • Broad base of Consulting and industry experience and expertise • Leader and Communicator 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	10+	\$324.00

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2	2OJT-PTD-L8	Practice/ Technical Director	<ul style="list-style-type: none"> Generally 10 to 12 years overall experience in functional or technical role in applicable areas of experience Typically has at least 5 years experience in multi-dimensional issue resolution in complex environments Assignments are progressively more responsible In functional roles, typically may have completed course work towards functional certifications In technical roles, may have completed technical certifications relevant to specialty Publications, presentations, white papers, a plus <p>Special Skills:</p> <ul style="list-style-type: none"> Database, core applications and web technology knowledge Specific experience in implementing Oracle solutions and required third-party technology Has been involved in system integrations <p>Serve in a project leader or subject/team leader capacity for significant portions of multiple projects</p> <ul style="list-style-type: none"> Balance of advanced technical skills, functional knowledge, client consultative skills and operational management experience. Typically has 5 to 8 years of experience in senior consulting/engagement lead assignments. <p>Special Skills:</p> <ul style="list-style-type: none"> Can engage, mobilize and motivate multiple teams to accomplish goals Effectively uses, trains, develops available internal/external skill sets Relationship builder at Executive-level Leader and Communicator 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	10+	\$294.00

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3	3OJT-PTM-L7	Practice/ Technical Manager	<ul style="list-style-type: none"> • Balance of advanced technical skills, functional knowledge, client consultative skills and operational management experience. • Typically has 2+ years of experience as lead/senior consulting engagement assignments. • Also 6+ years in delivery of consulting services in either a technical or functional capacity. Special Skills: • Can lead, engage, mobilize and motivate multiple teams to accomplish goals • Effectively uses, trains, develops available resources • Relationship builder/communicator • Work with Oracle tools/methodologies • Generally a minimum of 8 years overall experience in functional or technical role in applicable areas of experience • Assignments are progressively more responsible • In functional roles, typically may have completed course work towards functional certifications • In technical roles, may have completed technical certifications relevant to specialty (refer to PJRM or successor documents) • Publications, presentations, white papers, a plus • Typically has at least 3 years experience in multi-dimensional issue resolution in complex environments Special Skills: • Database, core applications and web technology knowledge • Specific experience in implementing Oracle solutions and required third-party technology • Has been involved in system integrations • Serve in a project leader or subject/team leader capacity for significant portions of multiple projects 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	6+	\$254.00

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4	4OJT-MPC-L6	Managing Principal Consultant	<ul style="list-style-type: none"> • Ensures that operational policies are followed • Leads a specialized area which may have diverse functional elements Oracle USA, Inc. GSA Schedule Pricelist No. GS-35F-0009T (as of Modification # PS120 dated June 18, 2009) page 117 <ul style="list-style-type: none"> • Responsible for business results, costs, and people management Special Skills: <ul style="list-style-type: none"> • Manages tasks and projects, as defined by senior management, to meet business targets • Manages subordinates to meet business targets and “best practice” solutions as set by higher management • Responsible for the delivery of a service to agreed standards or service levels 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	5+	\$236.00

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5	5OJT-SPC-L6	Senior Principal Consultant	<ul style="list-style-type: none"> • Generally a minimum of 5 years overall experience in functional or technical role in applicable areas of experience • Assignments are progressively more responsible • In functional roles, typically may have completed course work towards functional certifications • In technical roles, may have completed technical certifications relevant to specialty (refer to PJRM or successor documents) • Publications, presentations, white papers, a plus • Typically has at least 2 years experience in multi-dimensional issue resolution in complex environments Special Skills: <ul style="list-style-type: none"> • Database, core applications and web technology knowledge • Specific experience in implementing Oracle solutions and required third-party technology • Has been involved in system integrations • Serve in a project leader or subject/team leader capacity for significant portions of multiple projects 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	5+	\$236.00

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6	6OJT-PC-L5	Principal Consultant	<ul style="list-style-type: none"> Generally 5 to 7 years overall experience in functional or technical role in applicable areas of experience Assignments are progressively more responsible In functional roles, typically may have completed course work towards functional certifications In technical roles, may have completed technical certifications relevant to specialty (refer to PJRM or successor documents) Publications, presentations, white papers, a plus Typically has at least 2 years experience in multi-dimensional issue resolution <p>Special Skills:</p> <ul style="list-style-type: none"> Database, core applications and web technology knowledge Specific experience in implementing Oracle solutions and required third-party technology Has been involved in system integrations Serve in a project leader or subject/team leader capacity for significant portions of multiple projects 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	5+	\$206.00

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7	7OJT-SRC-L4	Senior Consultant	<ul style="list-style-type: none"> Generally 3-6 years overall experience in functional or technical role in applicable areas of experience Assignments are progressively more responsible In functional roles, typically may have completed course work towards functional certifications In technical roles, may have completed technical certifications relevant to specialty (refer to PJRM or successor documents) Typically has at least one year experience in multi-dimensional issue resolution Special Skills: Note: this area is dependent upon type of role, i.e. technical or functional <ul style="list-style-type: none"> Specific experience in implementing Oracle technology and solutions 	A BS or BA in related fields. Masters degree preferred in technical area or equivalent experience	3+	\$170.00
8	8OJT-SC-L3	Staff Consultant	<ul style="list-style-type: none"> Generally 2 to 4 years overall experience in functional or technical roles in applicable areas of experience Assignments are progressively more responsible Typically has at least 1 year experience in one-dimensional issue resolution Special Skills: Note: this area is dependent upon type of role; for example technical or functional <ul style="list-style-type: none"> Some involvement in implementing industry or information technology and solutions, preferably Oracle 	A BS or BA in information sciences, engineering or related fields or equivalent experience	2+	\$148.00

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9	90JT-SC AC-L2	Associate Consultant (NAC Associate-2)	<ul style="list-style-type: none"> Generally 0 to 2 years overall experience in functional or technical roles in applicable areas of experience Provides support in a variety of professional/technical settings Gaining competence in own area and acquiring a higher level of understanding of role Follows standard practices and procedures in analyzing situations or data Special Skills: <ul style="list-style-type: none"> Work involves some problem solving with assistance and guidance in understanding and applying company policies and processes 	Typically graduate or equivalent with limited work experience. May be working toward relevant professional qualification.	0+	\$111.00
10	100JT-GEH-RDC-PR-L5	GEH Delivery Center Principal (Reston Delivery Center Principle 5)	US based remote; similar to above Principal role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	5+	\$143.00
11	110JT-GEH-RDC-SR-L4	GEH Delivery Center Senior Consultant (RDC Sr-4)	US based remote; similar to above Senior Consultant role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	3+	\$119.00

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12	12OJT-GEH-RDC-S-L3	GEH Delivery Center Staff (RDC Staff-3)	US based remote; similar to above Staff Consultant role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	2+	\$103.00
13	13OJT-GEH-RDC-SA-L2	GEH Delivery Center Associate (RDC Associate-2)	US based remote; similar to above Associate Consultant role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	0+	\$87.00
14	14OJT-GSD-AS-OS-L2	GSD-L2 Associate-OnSite (Global Service Delivery On-Site-2)	Offshore Onsite with similar to above Associate role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	0+	\$59.00

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15	15OJT-GSD-ST-OS-L3	GSD-L3 Staff-OnSite (Global Service Delivery On-Site-3)	Offshore Onsite with similar to above Staff role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	2+	\$65.00
16	16OJT-GSD-SR-OS-L4	GSD-L4 Senior-OnSite (Global Service Delivery On-Site-4)	Offshore Onsite with similar to above Senior role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	3+	\$70.00
17	17OJT-GSD-PR-OS-L5	GSD-L5 Principal-OnSite (Global Service Delivery On-Site-5)	Offshore/remote; similar to above Sr Principal role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	5+	\$82.00

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18	18OJT-GSD-SP-OS-L6	GSD-L6 Senior Principal-OnSite (Global Service Delivery On-Site-6)	Offshore/remote; similar to above Principal role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	4+	\$101.00
19	19OJT-GSD-TM-OS-L7	GSD-L7 Tech.Mgr-OnSite (Global Service Delivery On-Site-7)	Offshore/remote; similar to above Tech Manager role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	6+	\$120.00
20	20OJT-GSD-DIR-OS-L8	GSD-L8 Director-OnSite (Global Service Delivery On-Site-8)	Offshore/remote; similar to above Director role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	10+	\$153.00

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21	21OJT-GSD-SRD-OS-L9	GSD-L9 Senior Director-OnSite (Global Service Delivery On-Site-9)	Offshore/remote; similar to above Senior Director role description	A BS or BA in information sciences, engineering or related fields or equivalent experience	10+	\$161.00