

Appendix D : Pricing Schedule

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

Contract Number: PB165AA

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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 4.22 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:	Software People Inc.
FEDERAL ID:	113425986
NYS VENDOR ID:	1000043321
CONTRACT NUMBER:	PB165AA
DATE PRICELIST APPROVED BY OGS:	11/21/2016

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	SPI-PD-JR	Project Director Junior	Direct and manage large and complex projects and programs from beginning to end	High School Degree	1-5 years	\$120.00
2	SPI-PD-MD	Project Director Mid Level	Direct and manage large and complex projects and programs from beginning to end	BS Degree, PMP	6-9 years	\$140.00
3	SPI-PD-SR	Project Director Senior	Direct and manage large and complex projects and programs from beginning to end	BS Degree, PMP	10+ years	\$150.00
4	SPI-PM-JR	Project Manager Junior	Direct and manage project development from beginning to end	High School Degree	1-5 years	\$80.00
5	SPI-PM-MD	Project Manager Mid Level	Direct and manage project development from beginning to end	BS Degree, PMP	6-9 years	\$100.00
6	SPI-PM-SR	Project Manager Senior	Direct and manage project development from beginning to end	BS Degree, PMP	10+ years	\$125.00
7	SPI-BA-JR	Business Analyst Junior	Coordinate and participate in review; revisions; changes; enhancements; testing; documentation; and member notification of product enhancements and/or business opportunities	High School Degree	1-5 years	\$70.00

8	SPI-BA-MD	Business Analyst Mid Level	Coordinate and participate in review; revisions; changes; enhancements; testing; documentation; and member notification of product enhancements and/or business opportunities	BS Degree	6-9 years	\$95.00
9	SPI-BA-SR	Business Analyst Senior	Coordinate and participate in review; revisions; changes; enhancements; testing; documentation; and member notification of product enhancements and/or business opportunities	BS Degree	10+ years	\$105.00
10	SPI-Net Dev-JR	MS Developer Junior	Microsoft Software Application Development	BS Degree	1-5 years	\$80.00
11	SPI-Net Dev-MD	MS Developer Mid Level	Microsoft Software Application Development	BS Degree	6-9 years	\$100.00
12	SPI-Net Dev-SR	MS Developer Senior Level	Microsoft Software Application Development	BS Degree	10+ years	\$140.00
13	SPI-Java Dev-JR	Java Developer Junior Level	Java Software Application Development	BS Degree	1-5 years	\$70.00
14	SPI-Java Dev- MD	Java Developer Mid Level	Java Software Application Development	BS Degree	6-9 years	\$90.00
15	SPI-Java Dev-SR	Java Developer Senior	Java Software Application Development	BS Degree	10+ years	\$107.00
16	SPI-SAS-JR	SAS Application Programmer Junior	Statistical Analysis System (SAS) Software Application Development and Deployment Services	BS Degree	1-5 years	\$95.00
17	SPI-SAS-MD	SAS Application Programmer Mid Level	Statistical Analysis System (SAS) Software Application Development and Deployment Services	BS Degree	6-9 years	\$125.00
18	SPI-SAS-SR	SAS Application Programmer Senior	Statistical Analysis System (SAS) Software Application Development and Deployment Services	BS Degree	10+ years	\$150.00

19	SPI-OR-JR	Oracle Application Programmer Junior	Direct and manage project development from beginning to end	BS Degree	1-5 years	\$75.00
20	SPI-OR-MD	Oracle Application Programmer Mid Level	Direct and manage project development from beginning to end	BS Degree	6-9 years	\$95.00
21	SPI-OR-SR	Oracle Application Programmer Senior	Direct and manage project development from beginning to end	BS Degree	10+ years	\$115.00
22	SPI-OS-JR	Open Source Application Programmer Junior	Open Source Software Application Development and Deployment Services	BS Degree	1-5 years	\$70.00
23	SPI-OS-MD	Open Source Application Programmer Mid Level	Open Source Software Application Development and Deployment Services	BS Degree	6-9 years	\$90.00
24	SPI-OS-SR	Open Source Application Programmer Senior	Open Source Software Application Development and Deployment Services	BS Degree	10+ years	\$100.00
25	SPI-AP-JR	Other Application Programmer Junior	Other Software Application Development and Deployment Services	BS Degree	1-5 years	\$63.00
26	SPI-AP-MD	Other Application Programmer Mid Level	Other Software Application Development and Deployment Services	BS Degree	6-9 years	\$88.00
27	SPI-AP-SR	Other Application Programmer Senior	Other Software Application Development and Deployment Services	BS Degree	10+ years	\$105.00
28	SPI-TR-JR	Technical Trainer Junior	Performs division-wide training activities, user orientation, knowledge transfer and administration related to software and high-end technical applications	BS Degree	1-5 years	\$60.00
29	SPI-TR-MD	Technical Trainer Mid Level	Performs division-wide training activities, user orientation, knowledge transfer and administration related to software and high-end technical applications	BS Degree	6-9 years	\$70.00

30	SPI-TR-SR	Technical Trainer Senior	Performs division-wide training activities, user orientation, knowledge transfer and administration related to software and high-end technical applications	BS Degree	10+ years	\$90.00
31	SPI-DA	Data Architect	Designs and builds relational databases	BS Degree	10+ Years	\$140.00
32	SPI-SME	Business Subject Matter Specialist	Provides technical knowledge and analysis of highly specialized applications and operational environments, high-level functional systems analysis, design, integration, documentation and implementation advice on exceptionally complex problems that need extensive knowledge of the subject matter for effective implementation.	BS Degree	10+ Years	\$150.00
33	SPI-DM	Client/Server Database Manager	Projects long-range requirements for client/server database administration in conjunction with other managers in the information systems function as well as business function managers	BS Degree	10+ Years	\$125.00
34	SPI-NA	Client/Server Network Architect	Top-level technical expert responsible for design and development of a client/server environment	BS Degree	10+ Years	\$125.00
35	SPI-Consultant	Consultant	Works with end user groups to evaluate and solve technical problems. Evaluates existing systems and/or user needs to analyze, design, recommend, and implement system changes.	BS Degree	10+ Years	\$140.00
36	SPI-DW Admin	Data Warehousing Administrator	Coordinates the data administration technical function for both data warehouse development and maintenance.	BS Degree	10+ Years	\$110.00
37	SPI-DW Pgm	Data Warehousing Programmer	Responsible for product support and maintenance of the data warehouse. Performs data warehouse design and construction.	BS Degree	10+ Years	\$110.00

38	SPI-DW Analyst	Data Warehousing Analyst	Works in a data warehouse environment, which includes data design, database architecture, metadata and repository creation.	BS Degree	10+ Years	\$110.00
39	SPI-DW PM	Data Warehousing Project Manager	Works in a data warehouse environment, which includes data design, database architecture, metadata and repository creation. Responsible for leading data warehouse team in development and enhancements of the data warehouse user interface.	BS Degree	10+ Years	\$140.00
40	SPI-DBA	Database Administrator	Participates in the design, creation, and maintenance of computerized databases.	BS Degree	10+ Years	\$115.00
41	SPI-ERP SPL	ERP Business/ Architectural Specialist	Adapts functional business requirements and processes to technical solutions based upon comprehensive enterprise application solution sets.	BS Degree	10+ Years	\$150.00
42	SPI-ERP Business Analyst Int	ERP Business Analyst Intermediate	Under general supervision, serves as subject matter expert associated with content, processes, and procedures associated with enterprise applications. Applies functional knowledge to design and customize workflow systems that provide seamless integration for client/server applications	BS Degree	5+ Years	\$120.00
43	SPI-ERP Snr	ERP Business Analyst - Senior	Under general direction, serves as senior subject matter expert associated with content, processes, and procedures associated with ERP	BS Degree	10+ Years	\$140.00
44	SPI-ERP Pgm	ERP Programmer	Under general supervision, works primarily in ERP client/server enterprise application.	BS Degree	8+ Years	\$130.00

45	SPI-QA Int	Quality Assurance Analyst Intermediate	Under general supervision, carries out procedures to ensure that all information systems, products and services meet minimum organization standards and enduser requirements.	BS Degree	5+Years	\$90.00
46	SPI-QA Snr	Quality Assurance Analyst - Senior	Under general supervision, carries out procedures to ensure that all information systems, products and services meet minimum organization standards and enduser requirements.	BS Degree	10+ Years	\$110.00
47	SPI-Arch	Software Architect	Works independently designing and developing new software products or major enhancements to existing software.	BS Degree	10+ Years	\$155.00
48	SPI-TW	Technical Writer	Writes a variety of technical articles, reports, brochures, and/or manuals for documentation for a wide range of uses.	BS Degree	10+ Years	\$80.00
49	SPI-SA Int	Systems Administrator - Intermediate	Under general supervision, responsible for installing, configuring, and maintaining operating system workstations and servers, including web servers, in support of business processing requirements.	BS Degree	8+ Years	\$95.00
50	SPI-SA Snr	Systems Administrator - Senior	Under general direction, responsible for activities related to system administration	BS Degree	10+ Years	\$110.00