

Appendix D : Pricing Schedule

**Agreement between the New York State Office of General Services and
Speridian Technologies LLC
for Project Based Information Technology Consulting Services**

Contract Number: PB151AA

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 4.22 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:	Speridian Technologies LLC
FEDERAL ID:	200108244
NYS VENDOR ID:	1100162985
CONTRACT NUMBER:	PB151AA
DATE PRICELIST APPROVED BY OGS:	12/8/2016

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	SPM001	IT Project Manager	Manage large-scale projects for Siebel and other Applications.	PMP, 4 Year Bachelor's Degree	10	\$135.00
2	SPM002	Senior IT Project Manager	Manage large scale projects in Siebel and other Applications	PMP, 4 Year Bachelor's Degree	15	\$165.00
3	SPM003	IT Program Manager	Manage large scale projects, managing multiple project managers and technical/functional teams	PMP, 4 Year Bachelor's Degree	15	\$185.00
4	SPA001	Applications IT Architect	<ul style="list-style-type: none"> • Lead the definition of the overall architecture of the solution and provide ongoing validation and assurance on the implementation of the application • Will be responsible to lead all the system analysis work and the preparation of the deliverables related to it • Will participate in the system analysis work on the project and prepare related deliverables 	Open CA, PMP, 4 Year Bachelor's Degree	10	\$150.00
5	SPS001	Application Support Analyst	<ul style="list-style-type: none"> • Resolve and troubleshoot technical problems which arise during the use and operation of applications, including technical assistance in implementation, conversion and migrations • Recommends and directs the measurement and improvement of tools, techniques, standards and performance criteria to control the quality of application development initiatives 	4 Year Bachelor's Degree	7	\$115.00

6	SPS002	Application Tester	<ul style="list-style-type: none"> • Test planning, testing execution, and overall Quality Assurance • Prepare test scripts, execute System Integration Tests, provide System and integration results and all required test documentation • Design and prepare all needed test data. • Analyze internal security within systems • Review test results and evaluate the conformance to design 	4 Year Bachelor's Degree	7	\$95.00
7	SPS003	Application Testing Lead	CRM Testing and leading Testing teams for both Manual/Automatic testing	4 Year Bachelor's Degree	9	\$115.00
8	SPM004	Testing Manager	CRM Testing and managing projects/leading teams for large-scale testing and quality assurance	CTM, 4 Year Bachelor's Degree	10+	\$125.00
9	SPS004	Senior Business Applications Analyst	<ul style="list-style-type: none"> • Provide a comprehensive range of business analysis lead services for clients with diverse business and technology needs • Recommend the appropriate application to business problems, and undertakes comprehensive business needs assessments and analysis of complex business requirements for IT business solutions for respective clients • Prepare and advise on business analysis policies, processes, best practices and standards to promote a comprehensive and consistent business analysis practice within the organization 	CSBA, 4 Year Bachelor's Degree	9	\$135.00
10	SPS005	Business Applications Analyst (Siebel/CRM)	Gather requirements and prepare documentation for CRM projects	4 Year Bachelor's Degree	5	\$110.00

11	SPS006	Business Systems Analyst	<ul style="list-style-type: none"> • Attend workshops and collect the business requirements and recommend how each can be met by CRM functionality • Document the business rules and map them to screen level validations. • Develop the SRS document based on the BRS document in coordination with the client's assigned resources • Handover the SRS to the implementation development team to ensure their full understanding of the requirements • Assist with the specification of representative data sets and business scenarios for acceptance testing • Identify any external requirements and define phased data load and validation procedures • Prepare functional project implementation deliverable 	MBA, 4 Year Bachelor's Degree	7	\$110.00
12	SPS007	Business Applications Analyst (IT Projects)	Gather requirements and preparing documentation for IT Projects	4 Year Bachelor's Degree	5	\$100.00
13	SPS008	Change Management Specialist	<ul style="list-style-type: none"> • Develop change management requirements and business processes re-engineering methodologies • Solve application and process related problems by creating detailed process and system design specifications and work with other areas across the business to support a total solution approach • Communicate change management requirements for reports and applications development • Facilitate collaboration within and across business units and across IT functions • Resolves problems and improves business' technical environments 	MBA, 4 Year Bachelor's Degree	10	\$155.00

14	SPS009	Data Modeler	<ul style="list-style-type: none"> • Develop analytical and computational techniques and methodology for problem solutions • Perform process and data modeling in support of the planning and analysis efforts using manual and automated tools • Apply reverse engineering and reengineering disciplines to develop migration strategic and planning documents • Provide technical guidance in software engineering techniques and automated support tools • Apply business process improvement practices to modernization projects and assist in establishing standards for information systems procedures • Develop and apply organization wide information models for use in designing and building integrated, shared software and DBMS 	4 Year Bachelor's Degree	7+	\$135.00
15	SPS010	Database and CRM Applications Administrator	<ul style="list-style-type: none"> • Create physical database designs • Operate and administer the database management system (DBMS) including database optimization, performance tuning, backup and recovery • Assist in the preparation of management plans and various customer reports • Coordinate schedules to facilitate the completion of TO and change proposals, Contract deliverables, TO reviews, briefings and presentations • Perform analysis, development, and review of program administrative operating plans and procedures 	4 Year Bachelor's Degree	7+	\$135.00
16	SPS012	Documentation Specialist	Create technical and project documentation for CRM and other large scale projects	4 Year Bachelor's Degree	7	\$125.00
17	SPS013	Enterprise Content Management Specialist	Content Management projects, including imaging, retention, policy, etc.	MBA, 4 Year Bachelor's Degree	7+	\$135.00

18	SPA002	Enterprise IT Architect	<ul style="list-style-type: none"> • Define the structure and relationship amongst applications, including the identification of re-usable components, the organization and layering of software, and the determination of interfaces • Develop, implement and manage cross-platform application architecture in a large and distributed environment • Provide expertise in the most current principles and practices of architecture data management systems and experience in large system designs, and with data modeling in the information management arena • Provides expertise in modeling and organizing information to facilitate support of projects or information architectures • Provide guidance on how and what to data and process model • Transition planning from legacy to modern systems by concentrating on information flows, data exchange, and data translation standardization services 	Certified IT Architect, 4 Year Bachelor's Degree	10+	\$170.00
19	SPA003	Infrastructure/ Operations IT Architect	Infrastructure Architecture including hardware sizing and environment set-up	Open CA, 4 Year Bachelor's Degree	9+	\$145.00
20	SPS015	Integration Specialist	Enterprise Application Integration (EAI) third party and point to point integrations	4 Year Bachelor's Degree	9	\$155.00
21	SPS016	IT Developer	Configuration and development for a wide variety of Oracle products, Java and .NET Technologies	4 Year Bachelor's Degree	7	\$115.00
22	SPS017	IT Developer Lead	Leading Developers, hands on configuration, Workflows, Scripting, and TBUI	4 Year Bachelor's Degree	7+	\$130.00
23	SPM005	IT Manager	IT management for Infrastructure projects for Siebel and other large-scale Applications	PMP, 4 Year Bachelor's Degree	10	\$130.00

24	SPS018	Network Engineer	<ul style="list-style-type: none"> • Design, build, device configuration, integration, implementation and deployment of network • Build, deploy, manage and support large enterprise multi-tiered network infrastructure • Integrate services within large complex multi-tier networks, across multiple data centers • Analyze client LANs/WANs, isolate source of problems, and recommend reconfiguration and implementation of new network hardware to increase performance • Conduct load balancing efforts to achieve optimum device utilization and network performance • Manage network Email functions • Establish mailboxes and monitors mail performance on the network 	4 Year Bachelor's Degree	7+	\$100.00
25	SPS019	Network Administrator	set-up and administration of Windows/Linux environment Networks	MCSA, CCNA, 4 Year Bachelor's Degree	7+	\$100.00
26	SPS020	Quality Assurance	<ul style="list-style-type: none"> • Provide quality management for information systems using the standard methodologies, techniques, and metrics for assuring product quality and key activities in quality management • Establish capable processes, monitoring and control of critical processes and product mechanisms for feedback of performance, implementation of an effective root cause analysis and corrective action system, and continuous process improvement • Provide strategic quality plans in targeted areas of the organization • Provide QA strategies to ensure continuous production of products consistent with established industry standards, government regulations and customer requirements • Develop and implement life cycle and QA methodologies; and educate and implement QA metrics 	4 Year Bachelor's Degree	7	\$95.00

27	SPS021	Release Analyst	<ul style="list-style-type: none"> • Design and administration of packaging and release all code & SQL scripts • Work with QA and Development to increase developer productivity and product testability • Primary release coordinator for all Test, Training and Production environments • Management of build servers and applications • Manage and control the source code repository • Maintain records of daily data communication transactions, problems and remedial actions taken, or installation activities • Establish new and maintain existing policies and procedures for configuration management, build and release management • Maintain and deploy the client's SDLC process utilizing TFS, SharePoint and other similar tools • Responsible for creating and troubleshooting builds, release management, configuration management and deployment of various software applications • Adhere to and promote compliance to company data security policies • Formulate, affect, interpret documentation and strategies to optimize process efficiency across SDLC 	4 Year Bachelor's Degree	7	\$110.00
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28	SPM006	Release Manager	<ul style="list-style-type: none"> • Ensure that the Release and Deployment Management process is defined and executed as documented • Define the Business Case for the Release and Deployment Management process changes • Ensure that staff filling Release and Deployment Management process roles have the required knowledge and technical and business understanding to deliver the process • Ensure that KPIs are set and measured • Ensure that quality reports are produced, distributed and utilized • Integrate the process into the line organization and, where appropriate, the Customers and Business organization • Oversee and ensure integration between Release and Deployment Management with Service Transition, and Service Operations processes as well as other Service Management processes • Assist with and be ultimately responsible for ITSM Release process design changes • Define appropriate policies and standards to be employed throughout the process • Define KPIs to evaluate the effectiveness and efficiency of the process and design reporting specs • Periodically audit the process to ensure compliance to policy and standards • Initiate improvements in the ITSM tool, process, steering mechanisms, and people • Review integration issues between the various processes 	PMP, 4 Year Bachelor's Degree	9	\$135.00
29	SPS022	Security Analyst	Setting up and analyzing security mechanisms for different processes and integration points	4 Year Bachelor's Degree	9	\$145.00
30	SPS023	System Administrator	System Administration, environment set-up, load balancing and performance tuning	4 Year Bachelor's Degree	7	\$110.00

31	SPS024	Technical Analyst	<ul style="list-style-type: none"> • Implement computer systems in requirements analysis and conceptual design, site survey, system design review, critical design review, installation, integration, and testing • Perform requirements analysis for a wide range of users in areas such as office automation, and finance and accounting • Present system designs for user approval at formal reviews • Performing configuration management, software integration, interpreting software test results, and recommending solutions for unsatisfactory test results • Provide life-cycle support, including maintenance, administration, and management • Provide solutions to identified software problem reports 	4 Year Bachelor's Degree	7+	\$115.00
32	SPS025	Technical Writer	<ul style="list-style-type: none"> • Assist in collecting and organizing information for preparation of user manuals, training materials, installation guides, proposals, and reports • Edit functional descriptions, system specifications, user manuals, special reports, or any other customer deliverables and documents • Conduct research and ensures the use of proper technical terminology • Translate technical information into clear, readable documents to be used by technical and non-technical personnel 	4 Year Bachelor's Degree	5+	\$90.00
33	SPM008	Training Manager	Establish Training Processes and coordinate Training for IT projects	PMP, 4 Year Bachelor's Degree	9	\$110.00
34	SPS026	Privacy/Security SME	Establish Security Processes and Privacy Compliance for Public Sector IT projects	4 Year Bachelor's Degree	9	\$140.00
35	SPA004	SOA Architect	Service Oriented Architect (SOA) with emphasis on architecture and design	PMP, 4 Year Bachelor's Degree	9	\$165.00

36	SPS027	SOA Developer	<ul style="list-style-type: none"> • Analyze, design, and develop best practice business changes through Service Oriented Architecture solutions • Experience in design, implementation, and development of Oracle SOA 11g in a Fusion Middleware Environment and enterprise integration using BPEL or OSB • knowledge of basic SOA Admin functions (configuration and deployment) and demonstrate a strong skill level in writing code using SOA technologies • Experience in BPEL orchestration and using Mediator, Adapters and Workflows • Ability to work in a small group and interface directly with client/project counterparts to ensure high quality project delivery on schedule with minimal oversight 	4 Year Bachelor's Degree	5+	\$120.00
37	SPA005	Middleware Solution Architect	Provide Architecture Design for IDM, UCM, OPA, SOA for all external and internal interfaces	Open CA, PMP, 4 Year Bachelor's Degree	10+	\$135.00
38	SPS031	Middleware senior Consultant	Support ID / Content mgmt and all external and internal SOA interfaces for IDM, UCM, OPA, SOA	4 Year Bachelor's Degree	9	\$120.00
39	SPS032	Webcenter Senior Consultant	Support front end application or change requests, OPA integration	4 Year Bachelor's Degree	9+	\$120.00

40	SPS033	Siebel Senior Consultant	<ul style="list-style-type: none"> • Consult on requirements elicitation and definition • Design and develop software solutions per systems requirements • Perform code reviews, unit test, and integrate coded modules • Assist other developers in resolving issues by providing guidance and training • Conduct system analysis and development, with limited support • Perform functional analysis and design for projects • Coordinate with other technical specialists, project managers, engineers and contractors to ensure timely and effective management of resources • Perform data modeling / database design work • Investigate new solutions, tools, products, and techniques to incorporate into coding standards 	4 Year Bachelor's Degree	8+	\$135.00
41	SPS034	Siebel Administrator	<ul style="list-style-type: none"> • Design, code, maintain and execute algorithms for the interchange of data with external data systems. Create support documentation outlining procedures. • Design, code, maintain and execute algorithms for the extraction and presentation of data for standard and ad hoc reporting. Create support documentation outlining procedures. • Assist in design of data analysis programming and data interpretation and code, maintain and execute data analysis programming and data interpretation including data compilation and data verification. • Verify data in existing databases, and assist in the collection of data and management of existing databases. 	4 Year Bachelor's Degree	7	\$120.00
42	SPS035	PeopleSoft Senior Consultant	Troubleshoot PeopleSoft issues and undertake enhancements	4 Year Bachelor's Degree	7	\$135.00

43	SPS036	Oracle Service Cloud Support Specialist (remote)	Customer Portal Agent, Desktop Work spaces Agent, Scripting, Chat Integration, CTI Integration , and Knowledge Base Business Rules	4 Year Bachelor's Degree	4	\$100.00
44	SPA006	WebCenter/UCM Implementation Lead/Architect	<ul style="list-style-type: none"> • Configure and administer the Web Center Sites components: Content Server, Community Server, Gadget Server and Analytics Server • Architect and design efficient WebCenter Sites asset data model, Workflow and Publishing processes. • Expertise in WebCenter Sites tag libraries and API's. • Develop and integrate WebCenter Sites with web, portal, and other data/content systems • Customize and integrate Community server tags and Blog module • Create complex web pages, templates that are W3C compliant (XHTML, etc.) and work across multiple browsers and devices, templates integration with Google analytics tags 	Open CA, PMP, 4 Year Bachelor's Degree	7+	\$125.00
45	SPA007	WebCenter CMS Solution Architect	Web Experience Management (WebCenter Sites), Enterprise Content Management	Open CA, PMP, 4 Year Bachelor's Degree	7+	\$100.00

46	SPS037	WebCenter CMS Engineer	<ul style="list-style-type: none"> • Configure the Oracle WebCenter and Web Content Management Systems. • Experience with Enterprise Content Management System custom solutions and workflows built in Oracle WebCenter • Understanding of website taxonomy and hierarchy • Perform changes to navigation and graphic elements in the website and intranet • Fulfill website change requests • Troubleshoot issues • Monitor content database for issues • Resolve issues during daily operations • Manage access for ECMS during department on-boarding • Create additional custom workbaskets for custom solution 	4 Year Bachelor's Degree	5+	\$81.00
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