

**Appendix D : Pricing Schedule**

**Agreement between the New York State Office of General Services and  
VANGUARD DIRECT, INC.  
for Project Based Information Technology Consulting Services**

**Contract Number: PB102AA**

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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

<b>CONTRACTOR NAME:</b>	VANGUARD DIRECT, INC.
<b>FEDERAL ID:</b>	11-2517083
<b>NYS VENDOR ID:</b>	1000005697
<b>CONTRACT NUMBER:</b>	PB102AA
<b>DATE PRICELIST APPROVED BY OGS:</b>	1/25/2016

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	PM2	Project Manager Level 2	Lead project manager for medium complexity projects. Manages one or more projects and performs various project activities	Bachelor's	4	\$ 120.00
2	PM3	Project Manager Level 3	Lead project manager for medium complexity projects. Manages one or more projects and performs various project activities. Also manages and coaches PM Levels 1 and 2	Bachelor's	6	\$ 135.00
<b>Titles Approved on 6/7/2016</b>						
3	PM	Project Manager	Lead project manager for low complexity projects. Manages one or more projects and performs various project activities	Bachelor's	2	\$ 100.00

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4	BA	Business Analyst	Performs business analyses of functional requirements to identify information, procedure, and decision flows for low complexity projects	Bachelor's	2	\$ 150.00
5	IA	Information Architect	Mastery in area of expertise including full SDLC. Plans and designs complex software development tasks, including coding, configuring, testing, and documenting for high complexity technical work, including algorithms.	Bachelor's	4	\$ 150.00
6	WEBDES	Graphic Designer, Web Designer	Creates flat mockups of screens, websites, logos, applications, interactive modules or other web parts. Well versed in CSS, XML and XHTML.	Bachelor's	2	\$ 75.00

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7	SRDES	Sr. Graphic Designer	Meet with clients to understand branding & aesthetic objectives and create designs to support these objectives. Provide art direction to junior designers. Creates flat mockups of screens, websites, logos, applications, interactive modules or other web parts	Bachelor's	4	\$ 115.00
8	VID	Video Editor	Creates high fidelity creative and digital assets from project/product design for medium complexity projects	Bachelor's	4	\$ 95.00
9	INTERACTIVE	Interactive Media Specialist	Creates high fidelity creative and digital assets from project/product design for medium and high complexity projects	Bachelor's	6	\$ 120.00

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10	CODER	Front-End Web Developer, Coder	Perform software development tasks, including coding, configuring, testing, and documenting for low complexity technical work. Work under supervision of more senior developer for complex efforts	Bachelor's	2	\$ 80.00
11	WEBDEV	Web Developers	Perform software development tasks, including coding, configuring, testing, and documenting for medium complexity technical work. Work under supervision of more senior developer for complex efforts.	Bachelor's	4	\$ 90.00

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12	DB	Database Architect	Mastery in area of expertise including full SDLC. Plans and designs complex software development tasks, including coding, configuring, testing, and documenting for high complexity technical work, including algorithms.	Bachelor's	4	\$ 135.00
13	TESTER1	Tester 1	Tests products (use and test cases) using automated and manual scripts for functional performance and specification	Bachelor's	4	\$ 90.00

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14	SYS	System Administrator	Assists in analysis of systems requirements and design systems architectures. Interfaces system requirements including networks, operating systems, legacy systems and high-end technologies to provide system solutions under supervision from senior staff	Associate's	2	\$ 100.00
15	SOC	Social Media Specialist	Creates social media campaigns and design for medium and high complexity projects	Bachelor's	4	\$ 100.00
16	DOC	Technical Writer	Writes a variety of technical documents from standards documents to technical development plans.	Bachelor's	2	\$ 80.00

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17	GRAPHIC	Graphic Designer	Create designs, concepts, and sample layouts based on knowledge of layout principles and aesthetic design concepts for digital including web, social, tablets	Bachelor's	4	\$ 100.00
18	PROG	Programmer 1	Programs interfaces and connections to databases/data for medium to complex projects	Bachelor's	4	\$ 100.00
19	TRAINER	Trainer	Writes user manuals and trains clients' staff on various software and digital products	Bachelor's	4	\$ 135.00
20	CREATIVEDIR	Creative Director	Leads the creative team, develops creative guidelines and directs creative work, including collateral, websites, social and email campaigns, digital and video advertising, and many related tasks	Bachelor's	6	\$ 135.00



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21	COPYWRITER	Copy Writer	Responsible for brainstorming, creating, and transforming ideas into words for articles, Websites, applications and collateral.	Bachelor's	2	\$ 85.00