

| Attachment 1 - Pricing | |
|---|--|
| Contractor: | E.M. Rose Group LLC D/B/A Rose Digital |
| Contract Number: | PB70490 |
| Lots Awarded: | 1A, 1B |
| <p>Authorized Users Please Note the Following:</p> <p>A competitive Mini-Bid is required for every transaction under this Centralized Contract. (Section 1.3 of Attachment 16 - How to Use this Contract)</p> <p>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 7.9 of the Contract - Reasonableness of Price)</p> <p>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 8.5 of the Contract - Pricelist Adjustments)</p> <p>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 7.12 of the Contract - Travel, Meals and Lodging)</p> | |

| E.M. Rose Group LLC D/B/A Rose Digital Approved Price List | | | Number of Approved Titles: | 76 | Last Updated: | 10/16/2025 |
|--|--------|------------------------------|---|---|-----------------------------|---|
| 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 | RD0001 | Director of Account Services | The Director of Account Services leads strategic planning and oversees client relationships to ensure exceptional service delivery and drive business growth. They cultivate a high-performing team, fostering collaboration and innovation to meet and exceed client expectations. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 10 | \$429.51 |
| 2 | RD0002 | Group Account Director | Oversee a team of account managers, ensuring client satisfaction and maintaining strong client relationships. They also develop strategies to meet clients' business objectives and drive revenue growth for the agency. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 7 | \$276.04 |
| 3 | RD0003 | Account Director | Oversee client relationships and manage strategic planning to meet client goals, ensuring alignment with company objectives and driving revenue growth through effective collaboration and communication. They serve as the main point of contact between clients and internal teams, providing leadership and guidance to deliver exceptional service and results. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 5 | \$196.73 |
| 4 | RD0004 | Management Supervisor | Oversees and coordinates the activities of various departments within an organization, ensuring alignment with strategic goals and efficient operations. They provide leadership, guidance, and support to their team to achieve objectives and drive success. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 3 | \$159.65 |
| 5 | RD0005 | Account Supervisor | Oversees client accounts, ensuring effective communication and strategy alignment between the agency and clients. They provide leadership to account teams, guiding them in delivering exceptional service and achieving client objectives. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 3 | \$110.21 |
| 6 | RD0006 | Senior Account Executive | Manage client relationships and develop strategic plans to drive revenue growth, leveraging their expertise to exceed sales targets and deliver exceptional customer service. They lead cross-functional teams, negotiate contracts, and provide insights to optimize client success. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 2 | \$85.49 |
| 7 | RD0007 | Account Executive | Cultivate and manage client relationships, serving as the primary point of contact for all business-related inquiries, while strategizing to drive revenue growth and meet sales targets. They utilize their expertise to identify opportunities, negotiate contracts, and ensure customer satisfaction within their assigned territory or industry. | Certified Customer Success Manager (CCSM) Certified Professional in Customer Success (CPCS) Certified Account Executive (CAE) | 1 | \$74.16 |

| 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) |
|-------------|--------|------------------------------------|--|--|-----------------------------|---|
| 8 | RD0008 | SVP Director of Project Management | Leading a team of project managers, the Senior Vice President/Director of Project Management oversees the planning, execution, and delivery of all projects within the organization, ensuring alignment with strategic goals and efficient resource utilization. They drive excellence in project management practices and foster collaboration across departments to achieve successful project outcomes. | PMP (Project Management Professional) PRINCE2 Practitioner PMI-ACP (Agile Certified Practitioner) Certified ScrumMaster (CSM) CAPM (Certified Associate in Project Management) PMI-RMP (Risk Management Professional) PgMP (Program Management Professional) PMI-PBA (Professional in Business Analysis) Six Sigma Green Belt Certified Project Management Practitioner (CPMP) Certified Lean Project Manager (CLPM) Certified Project Director (CPD) Certified Project Management Officer (CPMO) Certified Agile Project Manager (IAPM) | 10+ | \$294.58 |
| 9 | RD0009 | Director of Project Management | Oversees the planning, execution, and delivery of all projects within an organization, ensuring they are completed on time, within budget, and meet quality standards. They lead a team of project managers, providing guidance, support, and strategic direction to achieve organizational objectives efficiently and effectively. | PMP (Project Management Professional) PRINCE2 Practitioner PMI-ACP (Agile Certified Practitioner) Certified ScrumMaster (CSM) CAPM (Certified Associate in Project Management) PMI-RMP (Risk Management Professional) PgMP (Program Management Professional) PMI-PBA (Professional in Business Analysis) Six Sigma Green Belt Certified Project Management Practitioner (CPMP) Certified Lean Project Manager (CLPM) Certified Project Director (CPD) Certified Project Management Officer (CPMO) Certified Agile Project Manager (IAPM) | 10 | \$209.09 |

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|-------------|--------|---------------------------------------|--|--|-----------------------------|---|
| 10 | RD0010 | Associate Project Management Director | Oversees project teams, ensuring efficient execution of tasks and alignment with organizational goals. They provide strategic direction, mentorship, and support to project managers, driving successful project outcomes and fostering team growth. | PMP (Project Management Professional) PRINCE2 Practitioner PMI-ACP (Agile Certified Practitioner) Certified ScrumMaster (CSM) CAPM (Certified Associate in Project Management) PMI-RMP (Risk Management Professional) PgMP (Program Management Professional) PMI-PBA (Professional in Business Analysis) Six Sigma Green Belt Certified Project Management Practitioner (CPMP) Certified Lean Project Manager (CLPM) Certified Project Director (CPD) Certified Project Management Officer (CPMO) Certified Agile Project Manager (IAPM) | 7 | \$184.37 |
| 11 | RD0011 | Senior Project Manager | Oversee the entire project lifecycle, from initiation to completion, ensuring adherence to timelines, budgets, and quality standards. They lead multidisciplinary teams, mitigate risks, and facilitate effective communication to achieve project objectives efficiently. | PMP (Project Management Professional) PRINCE2 Practitioner PMI-ACP (Agile Certified Practitioner) Certified ScrumMaster (CSM) CAPM (Certified Associate in Project Management) PMI-RMP (Risk Management Professional) PgMP (Program Management Professional) PMI-PBA (Professional in Business Analysis) Six Sigma Green Belt Certified Project Management Practitioner (CPMP) Certified Lean Project Manager (CLPM) Certified Project Director (CPD) Certified Project Management Officer (CPMO) Certified Agile Project Manager (IAPM) | 5 | \$134.93 |

| 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) |
|-------------|--------|---------------------------|---|--|-----------------------------|---|
| 12 | RD0012 | Project Manager | Coordinate teams and resources to ensure successful completion of projects within scope, time, and budget constraints, employing leadership and organizational skills to drive efficiency and deliver results. They oversee the planning, execution, and monitoring of tasks, fostering collaboration and communication among stakeholders to achieve project objectives. | PMP (Project Management Professional) PRINCE2 Practitioner PMI-ACP (Agile Certified Practitioner) Certified ScrumMaster (CSM) CAPM (Certified Associate in Project Management) PMI-RMP (Risk Management Professional) PgMP (Program Management Professional) PMI-PBA (Professional in Business Analysis) Six Sigma Green Belt Certified Project Management Practitioner (CPMP) Certified Lean Project Manager (CLPM) Certified Project Director (CPD) Certified Project Management Officer (CPMO) Certified Agile Project Manager (IAPM) | 3 | \$110.21 |
| 13 | RD0013 | Associate Project Manager | Assist in coordinating project activities, ensuring tasks are completed on time and within budget, while also providing support to senior project managers in planning and execution. They play a pivotal role in facilitating communication among team members and stakeholders, contributing to the successful delivery of projects. | PMP (Project Management Professional) PRINCE2 Practitioner PMI-ACP (Agile Certified Practitioner) Certified ScrumMaster (CSM) CAPM (Certified Associate in Project Management) PMI-RMP (Risk Management Professional) PgMP (Program Management Professional) PMI-PBA (Professional in Business Analysis) Six Sigma Green Belt Certified Project Management Practitioner (CPMP) Certified Lean Project Manager (CLPM) Certified Project Director (CPD) Certified Project Management Officer (CPMO) Certified Agile Project Manager (IAPM) | 1 | \$67.98 |

| 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) |
|-------------|--------|--------------------------|--|---|-----------------------------|---|
| 14 | RD0014 | Chief Technology Officer | Leads the technological vision and strategy of the company, aligning it with business goals and driving innovation. They oversee the development of cutting-edge solutions and ensure the effective implementation of technology to enhance operational efficiency and maintain competitive advantage. | Certified Information Systems Security Professional (CISSP) AWS Certified Solutions Architect Microsoft Certified: Azure Solutions Architect Expert Google Cloud Professional Cloud Architect | 15 | \$325.48 |
| 15 | RD0015 | Director of Technology | Oversees strategic technology initiatives, ensuring alignment with organizational goals and leading teams in the development and implementation of innovative solutions to drive business growth and efficiency. They provide vision and direction for the integration of technology across departments, optimizing processes and leveraging emerging technologies to maintain a competitive edge in the market. | Certified Information Systems Security Professional (CISSP) AWS Certified Solutions Architect Microsoft Certified: Azure Solutions Architect Expert Google Cloud Professional Cloud Architect | 10 | \$269.86 |
| 16 | RD0016 | Tech Lead | Oversee a team of engineers, providing technical guidance, mentorship, and ensuring the successful delivery of projects. They bridge the gap between technical requirements and business goals, driving innovation and fostering collaboration within their team. | Certified Information Systems Security Professional (CISSP) AWS Certified Solutions Architect Microsoft Certified: Azure Solutions Architect Expert Google Cloud Professional Cloud Architect | 7 | \$196.73 |
| 17 | RD0017 | Sr. Back End Developer | Design and implement the core logic and functionality that powers web applications, ensuring robustness, scalability, and performance. They collaborate closely with front end developers and other team members to architect and maintain efficient systems that meet business requirements. | AWS Certified Developer Microsoft Certified: Azure Developer Associate Google Cloud Certified - Professional Cloud Developer Red Hat Certified Engineer (RHCE) Oracle Certified Professional, Java SE Programmer MongoDB Certified Developer Associate Certified Kubernetes Application Developer (CKAD) Certified Information Systems Security Professional (CISSP) Certified Jenkins Engineer (CJE) Docker Certified Associate | 5 | \$147.29 |

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|-------------|--------|---------------------------|--|---|-----------------------------|---|
| 18 | RD0018 | Back End Developer | Build and maintain the server-side logic, databases, and APIs necessary for the functioning of web and mobile applications, ensuring seamless communication between the front end and the server. They are proficient in languages like Python, Java, or Node.js, and adept at optimizing performance and scalability. | AWS Certified Developer Microsoft Certified: Azure Developer Associate Google Cloud Certified - Professional Cloud Developer Red Hat Certified Engineer (RHCE) Oracle Certified Professional, Java SE Programmer MongoDB Certified Developer Associate Certified Kubernetes Application Developer (CKAD) Certified Information Systems Security Professional (CISSP) Certified Jenkins Engineer (CJE) Docker Certified Associate | 3 | \$110.21 |
| 19 | RD0019 | Junior Back End Developer | Work collaboratively with senior developers to design, implement, and maintain the server-side logic of web applications. They contribute to the development and optimization of databases, APIs, and other back-end components to ensure smooth functionality and performance. | AWS Certified Developer Microsoft Certified: Azure Developer Associate Google Cloud Certified - Professional Cloud Developer Red Hat Certified Engineer (RHCE) Oracle Certified Professional, Java SE Programmer MongoDB Certified Developer Associate Certified Kubernetes Application Developer (CKAD) Certified Information Systems Security Professional (CISSP) Certified Jenkins Engineer (CJE) Docker Certified Associate | 2 | \$79.31 |

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|-------------|--------|----------------------------|---|--|-----------------------------|---|
| 20 | RD0020 | Sr. Front End Developer | Skilled professionals responsible for designing and implementing user-facing features, ensuring the technical feasibility of UI/UX designs and optimizing applications for maximum speed and scalability. They also mentor junior developers, participate in code reviews, and collaborate with back-end developers to integrate front-end code with server-side logic. | Microsoft Certified: Front End Web Developer Google Developer Certification - Mobile Web Specialist FreeCodeCamp Certifications W3Schools Certifications CIW Web Development Professional Treehouse Front End Web Development Techdegree Udacity Nanodegree in Front End Web Development LinkedIn Learning Certifications | 5 | \$134.93 |
| 21 | RD0021 | Front End Developer | Create visually engaging and user-friendly interfaces by coding in HTML, CSS, and JavaScript, ensuring seamless interactions between users and web applications. They collaborate with designers and back-end developers to optimize website performance and enhance the overall user experience. | Microsoft Certified: Front End Web Developer Google Developer Certification - Mobile Web Specialist FreeCodeCamp Certifications W3Schools Certifications CIW Web Development Professional Treehouse Front End Web Development Techdegree Udacity Nanodegree in Front End Web Development LinkedIn Learning Certifications | 3 | \$97.85 |
| 22 | RD0022 | Junior Front End Developer | Write and maintain code for the user interface of websites and applications, collaborating with design and development teams to create engaging digital experiences. They utilize HTML, CSS, and JavaScript to implement design mockups and ensure seamless functionality across different browsers and devices. | Microsoft Certified: Front End Web Developer Google Developer Certification - Mobile Web Specialist FreeCodeCamp Certifications W3Schools Certifications CIW Web Development Professional Treehouse Front End Web Development Techdegree Udacity Nanodegree in Front End Web Development LinkedIn Learning Certifications | 2 | \$67.98 |

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|-------------|--------|------------------------|--|---|-----------------------------|---|
| 23 | RD0023 | Cyber Security Analyst | Safeguard digital systems by analyzing threats and implementing protective measures to mitigate risks. They continuously monitor networks, investigate security breaches, and develop strategies to fortify organizational defenses against cyber attacks. | CompTIA Security+ Certified Information Systems Security Professional (CISSP) Certified Ethical Hacker (CEH) Certified Information Security Manager (CISM) Certified Information Security Auditor (CISA) GIAC Security Essentials (GSEC) Cisco Certified CyberOps Associate Certified Cloud Security Professional (CCSP) EC-Council Certified Security Analyst (ECSA) Offensive Security Certified Professional (OSCP) | 3 | \$110.21 |
| 24 | RD0024 | Database Administrator | Manage and maintain an organization's databases, ensuring data integrity, security, and efficiency. They also handle database backups, performance tuning, and troubleshooting to support the smooth operation of data-driven systems. | Microsoft Certified: Azure Database Administrator Associate: Oracle Certified Professional (OCP) MySQL Database Administrator MongoDB Certified DBA IBM Certified Database Administrator - DB2 PostgreSQL Certified Engineer Amazon Web Services (AWS) Certified Database Certified Information Systems Auditor (CISA) Certified Data Management Professional (CDMP) Cloudera Certified Professional (CCP): Data Engineer | 3 | \$110.21 |

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|-------------|--------|---------------------|--|---|-----------------------------|---|
| 25 | RD0025 | Director of Product | Leads the strategic development and implementation of product initiatives, ensuring alignment with company goals and market demands. They oversee product managers, drive product roadmaps, and foster innovation to deliver exceptional user experiences. | Certified Scrum Product Owner (CSPO) Certified Product Manager (CPM) Pragmatic Marketing Certification (PMC) Certified Innovation Leader (CIL) Certified Agile Leadership (CAL) Lean Six Sigma Certification Certified Product Owner (CPO) Certified ScrumMaster (CSM) Project Management Professional (PMP) AWS Certified Solutions Architect – Associate or Professional | 7 | \$209.09 |
| 26 | RD0026 | Product Owner | Oversee the development and management of a product from conception to delivery, ensuring alignment with business goals and customer needs. They collaborate with cross-functional teams, prioritize tasks, and define product features to maximize value and enhance user experience. | Certified Scrum Product Owner (CSPO) Professional Scrum Product Owner (PSPO) SAFe Product Owner/Product Manager (POPM) Certified Agile Product Owner (CAPO) Certified Product Manager (CPM) Product Owner Certification (POC) | 5 | \$184.37 |

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|-------------|--------|--------------------------------|--|---|-----------------------------|---|
| 27 | RD0027 | Business Analyst | Analyze data and processes to provide insights and recommendations for improving organizational efficiency and effectiveness. They bridge the gap between business needs and IT solutions, ensuring alignment and driving strategic decision-making. | CBAP (Certified Business Analysis Professional) CCBA (Certification of Capability in Business Analysis) ECBA (Entry Certificate in Business Analysis) PMI-PBA (PMI Professional in Business Analysis) IIBA-AAC (IIBA Agile Analysis Certification) IREB (International Requirements Engineering Board) CPRE (Certified Professional for Requirements Engineering) Six Sigma Green Belt Certification ITIL (Information Technology Infrastructure Library) Foundation Certification Scrum Alliance - Certified Scrum Product Owner (CSPO) SAFe (Scaled Agile Framework) Agilist Certification | 3 | \$134.93 |
| 28 | RD0028 | Sr. Quality Assurance Engineer | Oversee the development and implementation of quality assurance processes, ensuring the integrity and functionality of software products. They lead testing efforts, analyze results, and provide guidance to junior QA staff, striving to maintain high standards of quality and reliability. | Certified Software Quality Analyst (CSQA) Certified Quality Engineer (CQE) ISTQB Certified Tester - Advanced Level (CTAL) Certified ScrumMaster (CSM) Certified Six Sigma Black Belt (CSSBB) Certified Lean Six Sigma Green Belt (CLSSGB) ASQ Certified Manager of Quality/Organizational Excellence (CMQ/OE) Certified Information Systems Auditor (CISA) Certified Ethical Hacker (CEH) Certified Agile Tester (CAT) | 5 | \$147.29 |

| 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) |
|-------------|--------|---|---|---|-----------------------------|---|
| 29 | RD0029 | Quality Assurance Engineer | Ensure that software products meet specified requirements and standards by designing and implementing test plans, debugging code, and analyzing results. They collaborate closely with development teams to identify issues and ensure smooth deployment of high-quality software. | Certified Software Quality Analyst (CSQA) Certified Quality Engineer (CQE) ISTQB Certified Tester - Advanced Level (CTAL) Certified ScrumMaster (CSM) Certified Six Sigma Black Belt (CSSBB) Certified Lean Six Sigma Green Belt (CLSSGB) ASQ Certified Manager of Quality/Organizational Excellence (CMQ/OE) Certified Information Systems Auditor (CISA) Certified Ethical Hacker (CEH) Certified Agile Tester (CAT) | 3 | \$110.21 |
| 30 | RD0030 | Jr. Quality Assurance Engineer / Tester | Ensure the integrity and functionality of software products through systematic testing and analysis, identifying and reporting defects to support continuous improvement in product quality. They collaborate with development teams to understand requirements and refine testing strategies, contributing to the delivery of reliable and user-friendly software solutions. | Certified Software Quality Analyst (CSQA) Certified Quality Engineer (CQE) ISTQB Certified Tester - Advanced Level (CTAL) Certified ScrumMaster (CSM) Certified Six Sigma Black Belt (CSSBB) Certified Lean Six Sigma Green Belt (CLSSGB) ASQ Certified Manager of Quality/Organizational Excellence (CMQ/OE) Certified Information Systems Auditor (CISA) Certified Ethical Hacker (CEH) Certified Agile Tester (CAT) | 1 | \$85.49 |

| 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) |
|-------------|--------|-------------------------|---|--|-----------------------------|---|
| 31 | RD0031 | Group Creative Director | Oversees the creative direction and execution for multiple projects within a company, ensuring alignment with brand identity and strategic objectives while leading and inspiring a team of creative professionals. They drive innovation, maintain high standards of quality, and foster a collaborative environment to deliver compelling and effective creative solutions. | Certified Creative Director (CCD) Creative Leadership Certification (CLC) Strategic Creative Leadership (SCL) Master Creative Director (MCD) Creative Strategy Certification (CSC) Advanced Creative Leadership (ACL) Creative Excellence Certification (CEC) Executive Creative Director (ECD) Leadership in Creative Innovation (LCI) Certified Creative Strategist (CCS) | 10+ | \$337.84 |
| 32 | RD0032 | Creative Director | Oversee the artistic vision and direction of projects, ensuring cohesive and impactful design across various mediums. They collaborate with teams to cultivate innovative concepts and translate them into compelling visual narratives. | Adobe Certified Expert (ACE) Certified Brand Strategist (CBS) Google Analytics Individual Qualification (GAIQ) Certified Professional in Web Accessibility (CPWA) Certified Content Marketer (CCM) Facebook Blueprint Certification HubSpot Content Marketing Certification Certified Professional in User Experience (CPUX) Hootsuite Social Marketing Certification Certified Digital Marketing Professional (CDMP) | 10 | \$245.14 |

| 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) |
|-------------|--------|-----------------------------|--|--|-----------------------------|---|
| 33 | RD0033 | Associate Creative Director | Collaborate with creative teams to develop and execute innovative concepts for various projects, ensuring alignment with client objectives and brand strategies. They also provide mentorship and guidance to junior team members while contributing to the overall creative direction of campaigns. | Adobe Certified Expert (ACE) Certified Brand Strategist (CBS) Google Analytics Individual Qualification (GAIQ) Certified Professional in Web Accessibility (CPWA) Certified Content Marketer (CCM) Facebook Blueprint Certification HubSpot Content Marketing Certification Certified Professional in User Experience (CPUX) Hootsuite Social Marketing Certification Certified Digital Marketing Professional (CDMP) | 7 | \$202.91 |
| 34 | RD0034 | Senior Art Director | Oversee the visual aspects of creative projects, leading design teams to ensure cohesive and impactful visual communication. They collaborate with clients, creative directors, and other stakeholders to translate concepts into compelling visual solutions. | Adobe Certified Expert (ACE) in Photoshop Adobe Certified Expert (ACE) in Illustrator Adobe Certified Expert (ACE) in InDesign Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Hootsuite Social Marketing Certification Facebook Blueprint Certification Certified Information Designer (CID) Certified Brand Specialist (CBS) Project Management Professional (PMP) Certification | 5 | \$147.29 |

| 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) |
|-------------|--------|------------------------|---|--|-----------------------------|---|
| 35 | RD0035 | Art Director | Oversee the visual style and artistic elements of projects, ensuring they align with the overall creative vision. They collaborate with designers, photographers, and other creative professionals to bring concepts to life through various mediums. | Adobe Certified Expert (ACE) in Photoshop Adobe Certified Expert (ACE) in Illustrator Adobe Certified Expert (ACE) in InDesign Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Hootsuite Social Marketing Certification Facebook Blueprint Certification Certified Information Designer (CID) Certified Brand Specialist (CBS) Project Management Professional (PMP) Certification | 3 | \$116.39 |
| 36 | RD0036 | Assistant Art Director | Support the creative vision of Art Directors, assisting in the development and execution of visual concepts for various projects. They collaborate with design teams, manage production tasks, and ensure artistic consistency and quality across all deliverables. | Adobe Certified Expert (ACE) in Photoshop Adobe Certified Expert (ACE) in Illustrator Adobe Certified Expert (ACE) in InDesign Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Hootsuite Social Marketing Certification Facebook Blueprint Certification Certified Information Designer (CID) Certified Brand Specialist (CBS) Project Management Professional (PMP) Certification | 1 | \$85.49 |

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|-------------|--------|-------------------|--|---|-----------------------------|---|
| 37 | RD0037 | Senior Copywriter | Craft compelling and persuasive written content to communicate brand messages effectively, leveraging their expertise to lead creative projects and mentor junior team members. They combine strategic thinking with exceptional writing skills to produce high-quality copy across various platforms and channels. | Certified Content Marketer Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Facebook Blueprint Certification Twitter Flight School Certification LinkedIn Content Marketing Certification Adobe Certified Expert (ACE) in Adobe Photoshop WordPress Content Management System (CMS) Certification SEMrush Content Marketing Toolkit Certification Hootsuite Social Marketing Certification | 5 | \$147.29 |
| 38 | RD0038 | Copywriter | Craft compelling and persuasive written content to effectively communicate messages and promote products or services, utilizing creativity and language expertise to engage target audiences and drive desired actions. They collaborate with clients, marketers, and designers to ensure brand consistency and alignment with marketing objectives. | Certified Content Marketer Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Facebook Blueprint Certification Twitter Flight School Certification LinkedIn Content Marketing Certification Adobe Certified Expert (ACE) in Adobe Photoshop WordPress Content Management System (CMS) Certification SEMrush Content Marketing Toolkit Certification Hootsuite Social Marketing Certification | 3 | \$116.39 |

| 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) |
|-------------|--------|----------------------|--|---|-----------------------------|---|
| 39 | RD0039 | Assistant Copywriter | Support the creation and editing of written content for various marketing materials. They collaborate with senior copywriters to develop engaging copy that resonates with target audiences. | Certified Content Marketer Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Facebook Blueprint Certification Twitter Flight School Certification LinkedIn Content Marketing Certification Adobe Certified Expert (ACE) in Adobe Photoshop WordPress Content Management System (CMS) Certification SEMrush Content Marketing Toolkit Certification Hootsuite Social Marketing Certification | 1 | \$85.49 |
| 40 | RD0040 | Senior Designer | Lead the creative vision and execution of projects, providing mentorship and guidance to junior team members while ensuring designs meet client objectives and industry standards. They collaborate closely with cross-functional teams to deliver innovative solutions and elevate brand identities through exceptional design. | Adobe Certified Expert (ACE) Autodesk Certified Professional (ACP) Certified User in Autodesk Maya Certified Professional in SolidWorks (CSWP) Certified Information Designer (CID) UX Certification from Nielsen Norman Group Certified Professional in Web Accessibility (CPWA) Certified Brand Identity Designer (CBID) Google Analytics Individual Qualification (GAIQ) HubSpot Design Certification | 5 | \$122.57 |

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|-------------|--------|-----------------|--|---|-----------------------------|---|
| 41 | RD0041 | Designer | Conceptualize and create visual solutions to communicate messages through various mediums, employing their artistic and technical skills to meet client needs and enhance user experiences. They collaborate with teams to develop innovative designs that resonate with audiences and effectively convey brands' identities and messages. | Adobe Certified Expert (ACE) Autodesk Certified Professional (ACP) Certified User in Autodesk Maya Certified Professional in SolidWorks (CSWP) Certified Information Designer (CID) UX Certification from Nielsen Norman Group Certified Professional in Web Accessibility (CPWA) Certified Brand Identity Designer (CBID) Google Analytics Individual Qualification (GAIQ) HubSpot Design Certification | 3 | \$97.85 |
| 42 | RD0042 | Junior Designer | Assist senior designers in creating visual concepts, producing design assets, and refining brand identities, contributing fresh ideas and creativity to projects while learning and growing their design skills. | Adobe Certified Expert (ACE) Autodesk Certified Professional (ACP) Certified User in Autodesk Maya Certified Professional in SolidWorks (CSWP) Certified Information Designer (CID) UX Certification from Nielsen Norman Group Certified Professional in Web Accessibility (CPWA) Certified Brand Identity Designer (CBID) Google Analytics Individual Qualification (GAIQ) HubSpot Design Certification | 1 | \$85.49 |

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|-------------|--------|---------------------------|--|--|-----------------------------|---|
| 43 | RD0043 | SVP, User Experience | Lead the strategic vision and execution of intuitive and delightful user experiences across our digital platforms, driving customer satisfaction and loyalty through seamless interactions and innovative design solutions. They collaborate closely with cross-functional teams to champion user-centric principles and elevate our product experiences to the forefront of industry standards. | Certified User Experience Professional (CUXP) Certified Usability Analyst (CUA) Certified Experience Designer (CXD) User Experience Strategist (UXS) Certified Interaction Designer (CID) Certified User Research Professional (CURP) Certified Accessibility Specialist (CAS) User-Centered Design Certification (UCDC) Certified UX Researcher (CUXR) Certified Information Architect (CIA) | 10+ | \$306.94 |
| 44 | RD0044 | Director, User Experience | Lead the strategic vision and execution of user-centric design initiatives, ensuring seamless and intuitive digital experiences for customers. They oversee interdisciplinary teams, drive user research, and cultivate a culture of innovation to optimize usability and enhance overall user satisfaction. | Certified User Experience Professional (CUXP) Certified Usability Analyst (CUA) Certified Experience Designer (CXD) User Experience Strategist (UXS) Certified Interaction Designer (CID) Certified User Research Professional (CURP) Certified Accessibility Specialist (CAS) User-Centered Design Certification (UCDC) Certified UX Researcher (CUXR) Certified Information Architect (CIA) | 10 | \$215.27 |

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|-------------|--------|---|--|--|-----------------------------|---|
| 45 | RD0045 | Associate Director, User Experience | Lead teams in crafting intuitive and engaging digital interfaces, driving user-centric design strategies, and ensuring seamless user journeys across multiple platforms. They collaborate with stakeholders to align user experience goals with business objectives, while staying abreast of emerging UX trends and technologies. | Certified User Experience Professional (CUXP) Certified Usability Analyst (CUA) Certified Experience Designer (CXD) User Experience Strategist (UXS) Certified Interaction Designer (CID) Certified User Research Professional (CURP) Certified Accessibility Specialist (CAS) User-Centered Design Certification (UCDC) Certified UX Researcher (CUXR) Certified Information Architect (CIA) | 7 | \$184.37 |
| 46 | RD0046 | Senior User Experience Architect/Designer | Create intuitive, engaging digital experiences by leading research, prototyping, and collaboration with cross-functional teams. They leverage their expertise to ensure products meet user needs while aligning with business objectives. | UX-PM Certification Certified Usability Analyst (CUA) Certified User Experience Professional (CUXP) Certified User Experience Designer (CUXD) Certified Information Architect (CIA) Certified Interaction Designer (CID) Human Factors International Certified Usability Analyst (HFI-CUA) Nielsen Norman Group UX Certification Certified Accessibility Professional (CAP) Certified Product Manager (CPM) | 5 | \$153.47 |

| 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) |
|-------------|--------|---------------------------------|--|---|-----------------------------|---|
| 47 | RD0047 | UI/UX Architect/Designer | <p>Create intuitive digital experiences by blending user interface design with user experience strategies, ensuring seamless interaction and aesthetic appeal for optimal user engagement and satisfaction. They conceptualize and execute innovative designs, considering user behaviors and business objectives to craft compelling visual interfaces that enhance usability and drive meaningful connections.</p> | <p>UX-PM Certification Certified Usability Analyst (CUA) Certified User Experience Professional (CUXP) Certified User Experience Designer (CUXD) Certified Information Architect (CIA) Certified Interaction Designer (CID) Human Factors International Certified Usability Analyst (HFI-CUA) Nielsen Norman Group UX Certification Certified Accessibility Professional (CAP) Certified Product Manager (CPM)</p> | 3 | \$122.57 |
| 48 | RD0048 | Junior UI/UX Architect/Designer | <p>Craft intuitive digital experiences by blending user interface design with user experience principles, contributing fresh perspectives to optimize usability and engagement. They collaborate with teams to prototype, iterate, and refine designs that resonate with users and align with business objectives.</p> | <p>UX-PM Certification Certified Usability Analyst (CUA) Certified User Experience Professional (CUXP) Certified User Experience Designer (CUXD) Certified Information Architect (CIA) Certified Interaction Designer (CID) Human Factors International Certified Usability Analyst (HFI-CUA) Nielsen Norman Group UX Certification Certified Accessibility Professional (CAP) Certified Product Manager (CPM)</p> | 1 | \$85.49 |

| 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) |
|-------------|--------|------------------------------|--|--|-----------------------------|---|
| 49 | RD0049 | EVP, Analytics | Leads strategic data-driven initiatives, leveraging advanced analytical techniques to drive business growth and operational efficiency. This role oversees the development and implementation of cutting-edge analytical frameworks to drive informed decision-making across the organization. | SAS Certified Data Scientist Google Analytics Individual Qualification (GAIQ) IBM Data Science Professional Certificate Microsoft Certified: Data Analyst Associate Cloudera Certified Associate (CCA) Data Analyst Tableau Desktop Specialist Oracle Business Intelligence (OB) Certification Qlik Sense Business Analyst Certification Teradata Certified Professional Program Amazon Web Services (AWS) Certified Data Analytics - Specialty | 10+ | \$368.74 |
| 50 | RD0050 | Senior Director of Analytics | Lead strategic planning and implementation of data-driven initiatives to optimize business performance. They oversee a team of analysts, drive innovation in data analytics methodologies, and provide actionable insights to senior leadership. | Certified Analytics Professional (CAP) Certified Information Systems Auditor (CISA) Certified Data Management Professional (CDMP) Certified Business Intelligence Professional (CBIP) SAS Certified Data Scientist IBM Data Science Professional Certificate Google Professional Data Engineer Certification Microsoft Certified: Azure Data Scientist Associate Cloudera Certified Professional: Data Scientist AWS Certified Big Data - Specialty | 7 | \$294.58 |

| 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) |
|-------------|--------|-----------------------------|---|--|-----------------------------|---|
| 51 | RD0051 | Director of Analytics | Oversee the strategic development and implementation of data-driven initiatives, leveraging statistical analysis and predictive modeling to inform business decisions and drive organizational growth. They lead teams in extracting actionable insights from complex datasets to optimize performance and drive innovation. | Certified Analytics Professional (CAP) Certified Information Systems Auditor (CISA) Certified Data Management Professional (CDMP) Certified Business Intelligence Professional (CBIP) SAS Certified Data Scientist IBM Data Science Professional Certificate Google Professional Data Engineer Certification Microsoft Certified: Azure Data Scientist Associate Cloudera Certified Professional: Data Scientist AWS Certified Big Data - Specialty | 5 | \$227.63 |
| 52 | RD0052 | Manager, Data and Analytics | Lead a team in utilizing data to derive actionable insights, optimizing business strategies through analytical methodologies and fostering a data-driven culture within the organization. Responsibilities include overseeing data collection, analysis, and visualization efforts to drive informed decision-making and achieve organizational objectives. | Certified Analytics Professional (CAP) Certified Information Systems Auditor (CISA) Certified Data Management Professional (CDMP) Certified Business Intelligence Professional (CBIP) SAS Certified Data Scientist IBM Data Science Professional Certificate Google Professional Data Engineer Certification Microsoft Certified: Azure Data Scientist Associate Cloudera Certified Professional: Data Scientist AWS Certified Big Data - Specialty | 3 | \$153.47 |

| 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) |
|-------------|--------|----------------|---|--|-----------------------------|---|
| 53 | RD0053 | Senior Analyst | Responsible for leveraging data to drive strategic decision-making within the organization, employing advanced analytics techniques and tools to uncover insights and trends. They collaborate cross-functionally to interpret complex data sets, develop actionable recommendations, and communicate findings to key stakeholders. | Certified Analytics Professional (CAP) Certified Information Systems Auditor (CISA) Certified Data Management Professional (CDMP) Certified Business Intelligence Professional (CBIP) SAS Certified Data Scientist IBM Data Science Professional Certificate Google Professional Data Engineer Certification Microsoft Certified: Azure Data Scientist Associate Cloudera Certified Professional: Data Scientist AWS Certified Big Data - Specialty | 3 | \$122.57 |
| 54 | RD0054 | Analyst | Utilizes data analysis tools and techniques to interpret complex datasets, providing actionable insights and recommendations to drive strategic decision-making within the organization. Responsibilities include data mining, statistical analysis, and the development of predictive models to optimize business performance. | Certified Analytics Professional (CAP) Certified Information Systems Auditor (CISA) Certified Data Management Professional (CDMP) Certified Business Intelligence Professional (CBIP) SAS Certified Data Scientist IBM Data Science Professional Certificate Google Professional Data Engineer Certification Microsoft Certified: Azure Data Scientist Associate Cloudera Certified Professional: Data Scientist AWS Certified Big Data - Specialty | 1 | \$97.85 |

| 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) |
|-------------|--------|-------------------|---|--|-----------------------------|---|
| 55 | RD0055 | SEO Analyst | Optimize website content and structure to improve visibility and ranking on search engine results pages, utilizing data-driven strategies and analytics tools to drive organic traffic growth. They continuously monitor and adapt to search engine algorithm updates and industry trends to ensure sustained optimization performance. | Google Analytics Individual Qualification (GAIQ) Google Ads Certification SEMrush SEO Toolkit Certification Moz SEO Essentials Certification HubSpot Inbound Marketing Certification Yoast SEO Certification Bing Ads Accredited Professional SEMrush Content Marketing Toolkit Certification Hootsuite Social Marketing Certification Facebook Blueprint Certification | 3 | \$91.67 |
| 56 | RD0056 | Associate Analyst | Conduct keyword research and analyze website traffic to optimize search engine rankings, assisting in the implementation of strategies to improve organic search visibility. They also monitor and report on SEO performance metrics to identify areas for improvement and support the overall SEO strategy. | Google Analytics Individual Qualification (GAIQ) Google Ads Certification SEMrush SEO Toolkit Certification Moz SEO Essentials Certification HubSpot Inbound Marketing Certification Yoast SEO Certification Bing Ads Accredited Professional SEMrush Content Marketing Toolkit Certification Hootsuite Social Marketing Certification Facebook Blueprint Certification | 1 | \$74.16 |

| 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) |
|-------------|--------|---------------------------------------|---|---|-----------------------------|---|
| 57 | RD0057 | Executive Director Digital Production | Oversee the strategic direction and execution of digital projects, ensuring alignment with organizational goals. They lead cross-functional teams to deliver high-quality digital products and services while optimizing efficiency and innovation. | PMP (Project Management Professional) CSM (Certified ScrumMaster) ITIL (Information Technology Infrastructure Library) Foundation Six Sigma Black Belt AWS Certified Solutions Architect CISSP (Certified Information Systems Security Professional) CIPP (Certified Information Privacy Professional) PRINCE2 Practitioner CCNA (Cisco Certified Network Associate) CompTIA Security+ | 10+ | \$300.76 |
| 58 | RD0058 | Digital Production Director | Oversee the creation and execution of digital content, ensuring projects are delivered on time and within budget. They coordinate teams, manage resources, and implement strategies to optimize workflow and quality. | Adobe Certified Expert (ACE) Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Hootsuite Social Marketing Certification Certified ScrumMaster (CSM) Agile Certified Practitioner (PMI-ACP) CompTIA Project+ AWS Certified Solutions Architect Microsoft Certified: Azure Solutions Architect Expert Salesforce Certified Marketing Cloud Email Specialist | 10 | \$184.37 |

| 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) |
|-------------|--------|----------------------------|---|---|-----------------------------|---|
| 59 | RD0059 | Digital Production Manager | Oversee the creation and delivery of digital content, ensuring projects are completed on time and within budget. They coordinate with teams to optimize workflows and maintain quality standards in digital media production. | Adobe Certified Expert (ACE) Google Analytics Individual Qualification (GAIQ) HubSpot Content Marketing Certification Hootsuite Social Marketing Certification Certified ScrumMaster (CSM) Agile Certified Practitioner (PMI-ACP) CompTIA Project+ AWS Certified Solutions Architect Microsoft Certified: Azure Solutions Architect Expert Salesforce Certified Marketing Cloud Email Specialist | 7 | \$134.93 |
| 60 | RD0060 | Senior Digital Producer | Oversee the end-to-end execution of digital projects, leading teams to deliver high-quality content on time and within budget. They strategize, coordinate, and implement digital campaigns, ensuring seamless integration across various platforms for maximum impact. | Project Management Professional (PMP) Certified ScrumMaster (CSM) Google Analytics Individual Qualification (GAIQ) Adobe Certified Expert (ACE) HubSpot Content Marketing Certification Facebook Blueprint Certification Hootsuite Social Marketing Certification Agile Certified Practitioner (PMI-ACP) Digital Marketing Institute Certified Digital Marketing Professional Content Marketing Institute Certification Salesforce Certified Marketing Cloud Consultant Amazon Web Services (AWS) Certified Solutions Architect CompTIA Project+ ITIL Foundation Certification | 5 | \$122.57 |

| 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) |
|-------------|--------|----------------------------|--|---|-----------------------------|---|
| 61 | RD0061 | Digital Producer | Oversee the development and execution of digital projects, ensuring they meet client objectives and deadlines. They coordinate with cross-functional teams, managing budgets and resources to deliver high-quality digital solutions. | Project Management Professional (PMP) Certified ScrumMaster (CSM) Google Analytics Individual Qualification (GAIQ) Adobe Certified Expert (ACE) HubSpot Content Marketing Certification Facebook Blueprint Certification Hootsuite Social Marketing Certification Agile Certified Practitioner (PMI-ACP) Digital Marketing Institute Certified Digital Marketing Professional Content Marketing Institute Certification Salesforce Certified Marketing Cloud Consultant Amazon Web Services (AWS) Certified Solutions Architect CompTIA Project+ ITIL Foundation Certification | 3 | \$85.49 |
| 62 | RD0062 | Associate Digital Producer | Support the execution of digital projects, coordinating with various teams to ensure timely delivery and quality outcomes. They assist in content management, asset creation, and platform maintenance to drive digital engagement and enhance user experiences. | Project Management Professional (PMP) Certified ScrumMaster (CSM) Google Analytics Individual Qualification (GAIQ) Adobe Certified Expert (ACE) HubSpot Content Marketing Certification Facebook Blueprint Certification Hootsuite Social Marketing Certification Agile Certified Practitioner (PMI-ACP) Digital Marketing Institute Certified Digital Marketing Professional Content Marketing Institute Certification Salesforce Certified Marketing Cloud Consultant Amazon Web Services (AWS) Certified Solutions Architect CompTIA Project+ ITIL Foundation Certification | 1 | \$67.98 |

| 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) |
|-------------|--------|-------------------------------------|--|---|-----------------------------|---|
| 63 | RD0063 | Executive Director Account Planning | Lead strategic initiatives to optimize client relationships and revenue growth through meticulous account analysis and innovative planning. Oversees a team, ensuring cohesive strategies that align with organizational objectives and drive exceptional results. | Certified Account Planner (CAP) Strategic Planning Professional (SPP) Certified Marketing Strategist (CMS) Accredited Strategic Planner (ASP) Certified Strategic Planning Specialist (CSPS) Master Account Planning Professional (MAPP) Certified Brand Strategist (CBS) Accredited Strategic Marketing Planner (ASMP) Strategic Account Management Certified (SAMC) Certified Strategic Planner (CSP) | 10+ | \$429.51 |
| 64 | RD0064 | VP, Director Account Planning | Oversees strategic development and execution of client account plans, ensuring alignment with organizational goals. They lead teams in analyzing market trends, consumer behavior, and competitive landscapes to drive innovative strategies and maximize client satisfaction. | CPAP (Certified Professional Account Planner) CAC (Certified Account Strategist) CAPC (Certified Account Planning Consultant) APMC (Advanced Planning and Management Certification) CPBA (Certified Planning and Business Analyst) CAPM (Certified Account Planning Manager) CMAP (Certified Marketing Account Planner) CAMS (Certified Account Management Specialist) CAPP (Certified Account Planning Professional) CCP (Certified Consulting Planner) | 10 | \$269.86 |

| 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) |
|-------------|--------|-------------------------------|---|---|-----------------------------|---|
| 65 | RD0065 | Director Account Planning | Oversee strategic planning and development for client accounts, ensuring alignment with business objectives and market trends. They lead teams in creating comprehensive strategies to optimize client satisfaction and drive business growth. | CPAP (Certified Professional Account Planner) CAC (Certified Account Strategist) CAPC (Certified Account Planning Consultant) APMC (Advanced Planning and Management Certification) CPBA (Certified Planning and Business Analyst) CAPM (Certified Account Planning Manager) CMAP (Certified Marketing Account Planner) CAMS (Certified Account Management Specialist) CAPP (Certified Account Planning Professional) CCP (Certified Consulting Planner) | 10 | \$232.78 |
| 66 | RD0066 | Director, Innovation Strategy | Spearhead the development and execution of forward-thinking initiatives, guiding the organization towards groundbreaking solutions and market leadership. The role involves crafting strategic frameworks that leverage emerging trends and technologies to drive sustainable growth and competitive advantage. | Certified Innovation Leader (CIL) Certified Design Thinking Professional (CDTP) Certified Scrum Product Owner (CSPO) Innovation Management Certified Professional (IMCP) Certified Business Innovation Professional (CBIP) Certified Lean Innovation Practitioner (CLIP) Innovation and Strategy Certified Professional (ISCP) Certified Innovation Strategist (CIS) Certified Agile Innovation Leader (CAIL) Design Sprint Certification | 10 | \$196.73 |

| 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) |
|-------------|--------|-----------------------------|--|--|-----------------------------|---|
| 67 | RD0067 | Associate Strategy Director | Develop and execute strategic plans, collaborating with teams to achieve organizational goals. They analyze market trends and consumer behavior to provide insights that drive business growth and competitive advantage. | PMP (Project Management Professional) Six Sigma Green Belt Certified ScrumMaster (CSM) Google Analytics Individual Qualification (GAIQ) Certified Information Systems Security Professional (CISSP) AWS Certified Solutions Architect Certified Management Consultant (CMC) Certified Digital Marketing Professional (CDMP) PRINCE2 Practitioner | 7 | \$184.37 |
| 68 | RD0068 | Senior Strategist | Develop and execute comprehensive plans to achieve organizational goals, leveraging market insights and industry trends. They provide leadership and guidance in developing long-term strategies to drive growth and optimize performance. | PMP (Project Management Professional) Six Sigma Green Belt Certified ScrumMaster (CSM) Google Analytics Individual Qualification (GAIQ) Certified Information Systems Security Professional (CISSP) AWS Certified Solutions Architect Certified Management Consultant (CMC) Certified Digital Marketing Professional (CDMP) PRINCE2 Practitioner | 7 | \$122.57 |

| 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) |
|-------------|--------|---------------------------|--|--|-----------------------------|---|
| 69 | RD0069 | Senior Content Strategist | Develop and execute comprehensive content strategies, leveraging their extensive experience to guide teams and optimize content across various platforms for maximum impact and engagement. They lead high-level content initiatives, driving innovation and alignment with organizational goals to achieve exceptional results. | Certified Content Marketing Specialist (CCMS) Advanced Social Media Strategy Certification SEO Certification Google Analytics Certification Certified User Experience (UX) Professional Content Strategy Certification Certified Digital Marketing Professional (CDMP) Certified Inbound Marketing Professional (CIMP) Certified Web Content Specialist Email Marketing Certification | 7 | \$153.47 |
| 70 | RD0070 | Digital Strategist | Develop and execute comprehensive plans to optimize online presence, leveraging data and market insights to drive growth and engagement for businesses across various digital platforms. They combine creative thinking with analytical skills to craft effective digital marketing campaigns tailored to meet specific business objectives. | Google Ads Certification Google Analytics Individual Qualification (GAIQ) Facebook Blueprint Certification HubSpot Content Marketing Certification Hootsuite Social Marketing Certification SEMrush SEO Toolkit Certification Twitter Flight School Certification LinkedIn Marketing Certification Microsoft Advertising Certification Adobe Certified Expert (ACE) - Adobe Analytics Business Practitioner | 5 | \$134.93 |

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|-------------|--------|-----------------------------|--|---|-----------------------------|---|
| 71 | RD0071 | Content Strategist | Develop and execute plans to create, organize, and manage content across various platforms to meet business objectives, ensuring consistency and effectiveness in messaging. They analyze audience needs, market trends, and data insights to optimize content performance and drive engagement. | Certified Content Marketing Specialist (CCMS) Advanced Social Media Strategy Certification SEO Certification Google Analytics Certification Certified User Experience (UX) Professional Content Strategy Certification Certified Digital Marketing Professional (CDMP) Certified Inbound Marketing Professional (CIMP) Certified Web Content Specialist Email Marketing Certification | 5 | \$122.57 |
| 72 | RD0072 | Account Planning Supervisor | Oversee the development of strategic plans for client accounts, ensuring alignment with business objectives and consumer insights. They provide leadership and guidance to account planning teams, fostering creativity and effective communication strategies. | Google Analytics Individual Qualification (GAIQ) Certified Analytics Professional (CAP) Certified Advertising Specialist (CAS) Certified Brand Strategist Certified Digital Marketing Professional (CDMP) Certified Professional in Supply Management (CPSM) HubSpot Content Marketing Certification Market Research Society (MRS) Advanced Certificate Certified Professional in Marketing (CPM) Facebook Blueprint Certification | 5 | \$122.57 |

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|-------------|--------|----------------------------|---|---|-----------------------------|---|
| 73 | RD0073 | Account Planner/Strategist | Craft insightful campaigns by deeply understanding client objectives and consumer behaviors, merging data-driven research with creative vision to deliver impactful marketing strategies that resonate with target audiences. They excel at deciphering market trends, identifying opportunities, and collaborating cross-functionally to execute innovative plans that drive client success. | APG (Account Planning Group) Certification IPA (Institute of Practitioners in Advertising) Foundation Certificate Google Analytics Individual Qualification (GAIQ) Facebook Blueprint Certification HubSpot Inbound Marketing Certification Hootsuite Social Marketing Certification LinkedIn Advertising Certification Twitter Flight School Certification SEMrush SEO Toolkit Certification Marketo Certified Expert | 3 | \$97.85 |
| 74 | RD0074 | Social Strategist | Develop and implement comprehensive plans to optimize brands' online presence, engaging with audiences and maximizing impact across various social media platforms. They analyze data, trends, and audience behaviors to refine strategies and ensure consistent brand messaging and growth. | Facebook Blueprint Certification Google Ads Certification Hootsuite Social Marketing Certification HubSpot Social Media Certification Twitter Flight School Certification LinkedIn Marketing Certification Sprout Social Certification Buffer Social Media Management Certification Pinterest Academy Certification Snapchat Ads Certification | 3 | \$91.67 |

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|-------------|--------|-----------------------------------|--|--|-----------------------------|---|
| 75 | RD0075 | Digital Marketing Manager (Field) | Strategize and execute online marketing campaigns to boost brand visibility and drive customer engagement, leveraging various digital channels. They analyze market trends, monitor campaign performance, and collaborate with cross-functional teams to optimize marketing strategies for maximum impact. | Google Analytics Individual Qualification (IQ) Google Ads Certification HubSpot Content Marketing Certification Facebook Blueprint Certification Hootsuite Social Marketing Certification SEMrush SEO Toolkit Certification LinkedIn Marketing Certification Twitter Flight School Certification Microsoft Advertising Certified Professional Content Marketing Institute Certification | 3 | \$91.67 |
| 76 | RD0076 | Assistant Account Planner | Support the development of strategic advertising campaigns by conducting market research and analyzing consumer data. They collaborate with account teams to ensure client objectives are met and campaigns are effectively targeted. | Google Analytics Individual Qualification (GAIQ) HubSpot Inbound Certification Facebook Blueprint Certification Hootsuite Social Marketing Certification Microsoft Advertising Certified Professional Twitter Flight School Certification LinkedIn Marketing Certification Adobe Certified Expert (ACE) in Adobe Analytics SEMrush SEO Toolkit Certification Google Ads Certification | 1 | \$61.80 |