

<b>Attachment 1 - Pricing</b>	
<b>Contractor:</b>	McKinsey & Company, Inc
<b>Contract Number:</b>	PB70511
<b>Lots:</b>	2, 3
<p><b>Authorized Users Please Note the Following:</b></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 <a href="http://osc.state.ny.us/agencies/travel/travel.htm">http://osc.state.ny.us/agencies/travel/travel.htm</a>. 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>	

McKinsey & Company, Inc Approved Price List			Number of Approved Titles:	12	Last Updated:	6/16/2025
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	P00001	Senior Partner	<ul style="list-style-type: none"> <li>Engages on urgent, highly complex, and/or high-impact opportunities for senior Government leaders, with an ability to deliver rapidly and to 'get it right the first time.'</li> <li>Leads McKinsey's relationships with client organizations and can fully represent the firm.</li> <li>Possesses expert knowledge in one or more industries (e.g., public sector, information technology, healthcare and pharmaceuticals, commerce, finance, etc.) and/or functional practice areas (e.g., strategy, risk management, operations, human capital, organizational development, digital analytics, system analysis and design, supply chain management, etc.).</li> <li>Convenes firm resources and assets as necessary to meet task requirements, respond to emerging client needs, and ensure lasting client impact.</li> <li>Leads problem solving and solution development with the engagement team and clients and ensures that task requirements are considered and addressed as part of the client's and program's broader agenda.</li> <li>Serves as a counselor to senior client leaders, including C-level and Senior Executive Service-level (and above) Government executives, advising and coaching client organization leaders throughout the engagement. Brings commercial C-level best practices (Fortune 500) perspectives to senior Government counseling relationships.</li> <li>Maintains programmatic oversight and serves as final issue resolution authority on contractual, management, and operational issues.                             <ul style="list-style-type: none"> <li>Maintains budgetary and financial control.</li> </ul> </li> <li>Acts as the change leader for the client and team, responsible for spurring a radical re-think of the operating model and conventional wisdom.</li> </ul>	Master's degree or the following Experience/Education substitutions: A Terminal Degree (e.g., JD, MD, PhD) or a Bachelor's Degree plus three additional years of experience may be substituted for the Master's Degree. If a Terminal Degree is used to meet the Master's Degree requirement, it would also count as two additional equivalent years of experience. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Additional Master's - 3 years; and Terminal (e.g., JD, MD, PhD) - 5 years.	15	\$ 1,586.56
2	P00002	Partner	<ul style="list-style-type: none"> <li>Engages on urgent, highly complex, and/or high-impact opportunities for senior Government leaders, with an ability to deliver rapidly and to 'get it right the first time.'</li> <li>Responsible for ensuring the impact of the overall engagement including the content and the delivery.</li> <li>Possesses expert knowledge in one or more industries across commercial and public sector (e.g., information technology, healthcare and pharmaceuticals, commerce, finance, etc.) and/or functional practice areas (e.g., strategy, risk management, operations, organization, digital analytics, system analysis and design, supply chain management, etc.).</li> <li>Convenes firm resources and assets as necessary to meet task requirements, respond to emerging client needs, and ensure lasting client impact.</li> <li>Leads problem solving and solution development with the engagement team and clients and ensures that task requirements are considered and addressed.</li> <li>Serves as a senior client executive counselor, advising and coaching client organization leaders throughout the engagement. Brings commercial C-level best practices (Fortune 500) perspectives to senior Government counseling relationships.</li> <li>Maintains programmatic oversight and serves as issue resolution authority on contractual, management, and operational issues.                             <ul style="list-style-type: none"> <li>Maintains budgetary and financial control.</li> </ul> </li> <li>Acts as the change leader for the client and team, responsible for spurring a radical re-think of the operating model and conventional wisdom.</li> </ul>	Master's degree or the following Experience/Education substitutions: A Terminal Degree (e.g., JD, MD, PhD) or a Bachelor's Degree plus three additional years of experience may be substituted for the Master's Degree. If a Terminal Degree is used to meet the Master's Degree requirement, it would also count as two additional equivalent years of experience. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Additional Master's - 3 years; and Terminal (e.g., JD, MD, PhD) - 5 years.	10	\$ 1,293.47

3	P00003	Associate Partner	<p>"* Engages on urgent, highly complex, and/or high-impact opportunities for senior Government leaders, with an ability to deliver rapidly and to 'get it right the first time.' Leads the integrated delivery of the engagement end-to-end; is the primary leader on the ground interacting regularly with client and team.</p> <ul style="list-style-type: none"> <li>• Provides specialized expert knowledge within one or more specific industries across commercial and public sector (e.g., information technology, healthcare and pharmaceuticals, commerce, finance, etc.) and/or practice areas (e.g., strategy, risk management, operations, organization, digital analytics, system analysis and design, supply chain management, etc.).</li> <li>• Brings extensive practical experience in a specialized domain, with a sustained record of playing a central role delivering impactful engagements.</li> <li>• Leads problem solving with the engagement team, including stress testing of working hypotheses, and solution development with the engagement team and clients and ensures that task requirements are considered and addressed.</li> <li>• Serves as a senior client counselor, advising and coaching client organization leaders throughout the engagement. Brings commercial C-level executive best practices (Fortune 500) perspectives to senior Government counseling relationships.</li> <li>• Provides direction and sound expertise to project team members to meet the client's specifications and standards in an advisory or quality assurance capacity.</li> <li>• Acts as an important source of intellectual insight on a client project, framing business problems. Provides support to client innovation and capability building agendas through expertise in client relevant topics. Brings experience from private sector clients, infusing expertise, knowledge, and best practices from those industries."</li> </ul>	<p>"Master's degree Experience/Education substitutions: A Terminal Degree (e.g., JD, MD, PhD) or a Bachelor's Degree plus three additional years of experience may be substituted for the Master's Degree. If a Terminal Degree is used to meet the Master's Degree requirement, it would also count as two additional equivalent years of experience. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Additional Master's - 3 years; and Terminal (e.g., JD, MD, PhD) - 5 years"</p>	7	\$ 1,133.41
4	P00004	Engagement Manager	<p>"Engages on urgent, highly complex, and/or high-impact opportunities for senior Government executive leaders, with an ability to deliver rapidly and to 'get it right the first time.' • Provides knowledge within one or more specific industries (e.g., public sector, information technology, healthcare and pharmaceuticals, commerce, finance, etc.) and/or practice areas (e.g., strategy, risk management, operations, digital analytics, supply chain management, human capital, systems analysis and design, etc.). Leads a team of consultants at the associate and business analyst (or equivalent) levels providing day-to-day operational oversight to help clients achieve new performance outcomes and execute client project while guiding and developing individual team members. • Ensures consistent application of templates, proficient methodologies, and work products that adhere to client requirements.</p> <ul style="list-style-type: none"> <li>• Diagnoses client issues and develops appropriate solutions.</li> <li>• Develops tailor-made solutions by contributing to the analysis, design, and implementation of business performance approaches.</li> <li>• Leads teams in formulating and testing hypotheses and developing and communicating recommendations."</li> </ul>	<p>"Master's degree Experience/Education substitutions: A Terminal Degree (e.g., JD, MD, PhD) or a Bachelor's Degree plus three additional years of experience may be substituted for the Master's Degree. If a Terminal Degree is used to meet the Master's Degree requirement, it would also count as two additional equivalent years of experience. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Additional Master's - 3 years; and Terminal (e.g., JD, MD, PhD) - 5 years."</p>	5	\$ 1,016.61

5	P00005	Associate	<p>"Engages on urgent, highly complex, and/or high-impact opportunities for senior Government executive leaders, with an ability to deliver rapidly and to 'get it right the first time.'</p> <ul style="list-style-type: none"> <li>Leads a more complex engagement workstream independently (e.g., interviewing clients, leading client teams, building financial and analytical models, supporting strategy and organizational development, analyzing and designing IT systems, creating and delivering presentations, and working with subject experts to develop perspectives and insights).</li> <li>Works effectively with cross-functional and complex teams and engages with senior-level stakeholders, both internal and external, to design the best solution and move people and organizations to act.</li> <li>Brings experience, best practices, knowledge, and expertise from private sector clients.</li> </ul> <p>Creates outputs and content for deliverables for regular client updates as well as intermediate and final deliverables.</p> <ul style="list-style-type: none"> <li>Strong proficiency in Excel, Word, PowerPoint, and relevant analytics/statistical packages (e.g., Tableau).</li> </ul> <p>Serves clients by gathering and analyzing information, structuring ambiguous problems and taking action to solve them.</p> <ul style="list-style-type: none"> <li>Supports development, formulation, and testing of hypotheses and analytical models.</li> <li>Builds clients' capabilities, systems, strategy, and processes to ensure they capture and sustain the anticipated results." </li></ul>	<p>"Master's degree Experience/Education substitutions: A Terminal Degree (e.g., JD, MD, PhD) or a Bachelor's Degree plus three additional years of experience may be substituted for the Master's Degree. If a Terminal Degree is used to meet the Master's Degree requirement, it would also count as two additional equivalent years of experience. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Additional Master's - 3 years; and Terminal (e.g., JD, MD, PhD) - 5 years."</p>	3	\$ 612.13
6	P00006	Business Analyst	<p>"Engages on urgent, highly complex, and/or high-impact opportunities for senior Government executive leaders, with an ability to deliver rapidly and to 'get it right the first time.'</p> <ul style="list-style-type: none"> <li>Performs daily team activities under the direction of the project lead to complete projectspecific tasks and presentations.</li> <li>Leads an engagement workstream independently (e.g., interviewing clients, leading client teams, building financial and analytical models, supporting strategy and organizational development, analyzing and designing IT systems, creating and delivering presentations, and working with subject experts to develop perspectives and insights).</li> <li>Brings experience and best practices from private sector clients.</li> </ul> <p>Creates outputs and content for deliverables for regular client updates as well as intermediate and final deliverables.</p> <ul style="list-style-type: none"> <li>Strong proficiency in Excel, Word, PowerPoint, and relevant analytics/statistical packages (e.g., Tableau).</li> </ul> <ul style="list-style-type: none"> <li>Serves clients by gathering and analyzing information.</li> <li>Supports development, formulation, and testing of hypotheses and analytical models. "</li> </ul>	<p>"Bachelor's degree Experience/Education substitutions: Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Master's - 3 years. "</p>	1	\$ 421.79
7	P00007	Media Designer	<p>"Advises engagement teams on any media use and impact-related issues, including graphic design, illustration, and video.</p> <ul style="list-style-type: none"> <li>Assists engagement teams to create/develop concepts for the specific client communication situations and acts as a creative thought partner in designing communications materials.</li> </ul> <p>Provides creative guidance and shares knowledge of media, design, and communications best practices with engagement teams.</p> <ul style="list-style-type: none"> <li>Possesses a deep knowledge in chosen media or service specialization.</li> <li>Actively stays in touch with the latest design trends and applies all knowledge to design projects for engagement teams." </li></ul>	<p>"Bachelor's degree Experience/Education substitutions: An Associate's degree plus 2 additional years of experience may be substituted for the Bachelor's degree. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Master's - 3 years; Terminal (e.g., JD, PhD, MD) - 5 years. "</p>	5	\$ 217.38

8	P00008	Business Presentation Designer	<p>"Formats and makes consistent high-impact PowerPoint presentations to support consulting teams.</p> <ul style="list-style-type: none"> <li>• Works in accordance with visualization principles and ensures graphical accuracy and format consistency. <ul style="list-style-type: none"> <li>• Creates and makes edits to existing exhibits and charts in presentations.</li> </ul> </li> <li>• Possesses proficient skills in visual improvement, message optimization, imagery usage, and layout alternatives.</li> <li>• Possesses knowledge of branding, sub brands, and variety of visual identities in PowerPoint. "</li> </ul>	<p>"Bachelor's degree Experience/Education substitutions: An Associate's degree plus 2 additional years of experience may be substituted for the Bachelor's degree. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's – 2 years; Master's – 3 years; Terminal (e.g., JD, PhD, MD) – 5 years. "</p>	2	\$ 192.51
9	P00009	Graphics Project Manager	<ul style="list-style-type: none"> <li>• Ensures graphics and design projects receive optimal presentation solutions.</li> <li>• Navigates services, products, and capacity with a specific need on graphics and design projects, including identifying milestones, understanding priority and timelines, and managing stakeholders.</li> <li>• Plans and organizes work to support engagement teams. Creates clear documentation to keep track of the engagement's major meetings, milestones, etc.</li> <li>• Sets up action plans, if needed, and follows up with production processes to ensure quality and delivery needs are met.</li> <li>• Manages stakeholders, including connecting across graphics teams and assisting with capacity planning and task allocation. "</li> </ul>	<p>"Bachelor's degree Experience/Education substitutions: An Associate's degree plus 2 additional years of experience may be substituted for the Bachelor's degree. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's – 2 years; Master's – 3 years; Terminal (e.g., JD, PhD, MD) – 5 years. "</p>	3	\$ 204.40
10	P00010	Capabilities & Insights Expert	<p>"Serves engagement teams and clients by partnering with consultants and client teams to meet their complex needs, using deep content/capability knowledge, problem solving abilities, project management skills, advanced techniques and vast internal and external networks.</p> <ul style="list-style-type: none"> <li>• Contributes expert knowledge and insights in solving complex client/engagement problems joining, or leading, workstreams.</li> <li>• May manage small groups of analysts in client or knowledge/asset/capability development projects.</li> <li>• Possesses deep expertise in industry/functional content, a thorough grasp of McKinsey's consulting approach, and expert knowledge of relevant analytics/statistical tools and approaches, including as relevant to the project: <ul style="list-style-type: none"> <li>• Wide-ranging knowledge of one or more industry or function, expert navigator of firm knowledge ecosystem; knowledge of relevant analytics/statistical tools and approaches.</li> </ul> </li> <li>• Excellent analytical/quantitative skills, problem-solving capabilities, effective prioritization. <ul style="list-style-type: none"> <li>• Superior communications skills with ability to influence a range of stakeholders.</li> <li>• Highly proficient skills in Excel, Word, PowerPoint, and relevant analytics/statistical packages."</li> </ul> </li> </ul>	<p>"Master's degree Experience/Education substitutions: A Terminal Degree (e.g., JD, MD, PhD) or a Bachelor's Degree plus three additional years of experience may be substituted for the Master's Degree. If a Terminal Degree is used to meet the Master's Degree requirement, it would also count as two additional equivalent years of experience. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's - 2 years; Additional Master's - 3 years; and Terminal (e.g., JD, MD, PhD) - 5 years."</p>	5	\$ 434.76

11	P00011	Capabilities & Insights Analyst	<p>"Serves engagement teams by providing guidance on leveraging assets, tools, capabilities and insights. As relevant to role:</p> <ul style="list-style-type: none"> <li>Engages with teams to scope and prioritize project/request and business needs, for low-to-medium complexity situations with minimal guidance; helps teams to navigate the domain's capabilities.</li> <li>Clarifies scope objectives to determine most relevant, cost-effective capabilities, insights, data, and solutions to deploy.</li> <li>Deploys standard tools, assets, solutions (with minimal guidance); interprets standard outputs of models/solutions to generate insights for engagement teams related to client business need. <ul style="list-style-type: none"> <li>Conducts medium-complexity analyses and calculations.</li> </ul> </li> <li>Prepares accurate, well-developed documents, databases, models, solution outputs, and ready-to-use charts to present findings.</li> </ul> <p>Possesses business knowledge; basic understanding of research techniques, information sources, and statistical analysis/analytic techniques as relevant to role, including:</p> <ul style="list-style-type: none"> <li>Strong analytical/quantitative skills, solid problem-solving capabilities, effective prioritization.</li> <li>Intellectual curiosity, good team player, strong written/verbal communications skills.</li> </ul> <p>• Strong proficiency in Excel, Word, PowerPoint, and relevant analytics/statistical packages. "</p>	<p>"Bachelor's degree Experience/Education substitutions: Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's – 2 years; Master's – 3 years; Terminal (e.g., JD, PhD, MD) – 5 years. "</p>	1	\$ 327.69
12	P00012	Team Assistant	<p>"Provides proactive, timely, and high-quality operations support to the strategy consulting team.</p> <ul style="list-style-type: none"> <li>Supports day-to-day operations of the team, including meeting, event, and conference planning; coordinating logistics and technology for Video Conferences of all sizes; arranging travel; organizing and maintaining client files within authorized systems. <ul style="list-style-type: none"> <li>May interface directly with clients to ensure smooth collaboration.</li> </ul> </li> <li>Provides additional related support as needed (e.g., overseeing production of materials to support large client meetings or workshops). "</li> </ul>	<p>"Bachelor's degree Experience/Education substitutions: An Associate's degree plus 2 additional years of experience may be substituted for the Bachelor's degree. Once the minimum education requirements have been met, additional degrees count as the following additional equivalent years of experience: Additional Bachelor's – 2 years; Master's – 3 years; Terminal (e.g., JD, PhD, MD) – 5 years. "</p>	1	\$ 143.84