

AUTHORIZED INFORMATION TECHNOLOGY PRICELIST

EXCEL Management Systems, Inc.

	Labor Category/Rates	CFY 2003 ON- SITE	CFY 2003 OFF- SITE	CFY 2004 ON- SITE	CFY 2004 OFF- SITE	CFY 2005 ON- SITE	CFY 2005 OFF- SITE	CFY 2006 ON- SITE	CFY 2006 OFF- SITE	CFY 2007 ON- SITE	CFY 2007 OFF- SITE
	PROGRAM MANAGEMENT										
1	Senior Program Mgr/Site Mgr	82.32	103.15	85.86	107.59	89.56	112.21	93.41	117.04	97.42	122.07
2	Program Manager	78.52	94.84	81.89	98.92	85.41	103.17	89.09	107.61	92.92	112.24
3	Project Manager/Task Leader	71.47	86.33	74.54	90.04	77.74	93.91	81.09	97.95	84.57	102.16
4	Operations Manager	32.67	39.47	34.07	41.16	35.54	42.93	37.06	44.78	38.66	46.71
	DATA										
5	Senior Data Base Engineer	71.47	86.33	74.54	90.04	77.74	93.91	81.09	97.95	84.57	102.16
6	Data Base Engineer	49.55	59.87	51.68	62.44	53.91	65.13	56.22	67.93	58.64	70.85
7	Senior Data Base Mgmt Specialist	115.37	144.56	120.33	150.78	125.50	157.26	130.90	164.02	136.53	171.07
8	Data Standardization Specialist	31.75	38.35	33.11	40.00	34.54	41.72	36.02	43.51	37.57	45.39
	QUALITY										
9	Quality Assurance Manager	58.62	70.81	61.14	73.85	63.77	77.03	66.51	80.34	69.37	83.80
10	Quality Assurance Analyst	29.61	35.77	30.88	37.31	32.21	38.92	33.60	40.59	35.04	42.34
	COMMUNICATIONS										
11	Communications Network Manager	46.40	56.06	48.40	58.47	50.48	60.99	52.65	63.61	54.91	66.34
12	Sr. Communication Technician	60.75	76.13	63.37	79.40	66.09	82.82	68.93	86.38	71.90	90.09
13	Communications Specialist	45.18	54.58	47.13	56.93	49.15	59.38	51.27	61.93	53.47	64.59
14	Communications Network Specialist	44.83	54.15	46.76	56.48	48.77	58.91	50.86	61.44	53.05	64.08
15	Network Administrator	34.19	41.30	35.66	43.08	37.19	44.93	38.79	46.86	40.46	48.88
16	Sr. Network Equipment Technician	53.35	66.85	55.64	69.72	58.04	72.72	60.53	75.85	63.13	79.11
17	Network Equipment Technician	32.96	41.30	34.38	43.08	35.85	44.93	37.40	46.86	39.00	48.88
18	Network Integration Specialist	34.30	42.98	35.78	44.83	37.32	46.76	38.92	48.77	40.60	50.87
19	Network Installation Technician	29.97	36.20	31.25	37.76	32.60	39.38	34.00	41.08	35.46	42.84
	SYSTEMS										
20	Principal Systems Architect	90.37	109.17	94.25	113.87	98.30	118.76	102.53	123.87	106.94	129.19
21	Senior Systems Architect	80.60	97.36	84.07	101.55	87.68	105.92	91.45	110.47	95.39	115.22
22	Systems Architect	62.33	75.29	65.01	78.53	67.81	81.91	70.72	85.43	73.76	89.10
23	Principal Systems Engineer	62.34	75.32	65.02	78.55	67.82	81.93	70.73	85.45	73.77	89.13
24	Senior Computer Systems Analyst	55.33	66.85	57.71	69.72	60.19	72.72	62.78	75.85	65.48	79.11

		31.13	37.60	32.47	39.22	33.87	40.90	35.32	42.66	36.84	44.50
	WEB DEVELOPMENT										
56	Principal Web Tech/Apps Developer	69.99	94.84	72.99	98.92	76.13	103.17	79.41	107.61	82.82	112.24
57	Web Tech/Apps Developer	60.10	75.29	62.68	78.53	65.38	81.91	68.19	85.43	71.12	89.10
58	Jr. Web Tech/Apps Developer	38.86	48.70	40.53	50.79	42.28	52.98	44.09	55.25	45.99	57.63
	TRAINING										
59	Senior Training Needs Analyst	47.24	57.06	49.27	59.52	51.39	62.08	53.60	64.74	55.90	67.53
60	Training Needs Analyst	37.07	44.78	38.66	46.70	40.32	48.71	42.06	50.80	43.87	52.99
61	Sr Training Specialist	37.25	45.00	38.85	46.93	40.52	48.95	42.26	51.05	44.08	53.25
62	Training Specialist	31.14	37.62	32.48	39.24	33.88	40.93	35.34	42.69	36.86	44.52