

Prices Current as of:  
8/14/2009



<u>Job Family Name</u>	<u>Position Title</u>	<u>Resource Skill Level</u>	<u>IT Industry MSRP</u>	<u>State of Florida (Public Sector Discounted) Rates</u>	<u>Realized Discounts</u>
Senior IT Leadership	Chief info Off	No Variance	\$449.44	\$292.14	35%
	Chief Tech Off	No Variance	\$314.86	\$204.66	35%
	IT Chief Operating Off	No Variance	\$301.52	\$195.99	35%
	Operating Unit IT Exec	No Variance	\$286.11	\$185.98	35%
	Departmental IT Exec	No Variance	\$233.05	\$151.48	35%
	E-Bus Exec	No Variance	\$262.08	\$170.35	35%
	Chief Infor Security Off	No Variance	\$233.47	\$151.76	35%
	Apps Dev	Dir Systems and Prog	1. Team Lead	\$138.31	\$89.70
2. Manager			\$155.28	\$100.75	35%
3. Sr. Mgr			\$189.37	\$122.82	35%
4. Exec			\$250.95	\$169.22	33%
Mgmt. Apps Dev		1. Team Lead	\$129.06	\$84.12	35%

		2. Manager	\$149.91	\$92.33	38%
		3. Sr. Mgr	\$151.81	\$99.55	34%
		4. Exec	\$225.75	\$156.25	31%
	Apps Architect				
		A. Entry	\$104.65	\$40.00	62%
		B. Intermed	\$112.29	\$45.00	60%
		C. Advanced	\$119.16	\$50.00	58%
		D. Expert	\$132.30	\$88.00	33%
	Enter Appl Integ (EA) Eng				
		No Variance	\$128.61	\$100.00	22%
	Systems Analyst				
		A. Entry	\$67.67	\$45.00	34%
		B. Intermed	\$102.49	\$82.00	20%
		C. Advanced	\$109.15	\$94.00	14%
		D. Expert	\$128.83	\$115.00	11%
	Apps Dev Analyst				
		A. Entry	\$77.14	\$75.00	3%
		B. Intermed	\$97.59	\$80.00	18%
		C. Advanced	\$110.84	\$86.00	22%
		D. Expert	\$124.58	\$102.00	18%
Data Strat and Mgt	Database Mgr				
		1. Team Lead	\$134.43	\$100.82	25%
		2. Manager	\$151.08	\$113.31	25%
		3. Sr. Mgr	\$159.56	\$127.65	20%
	Data Architect				
		A. Entry	\$92.26	\$62.00	33%
		B. Intermed	\$124.44	\$80.00	36%
		C. Advanced	\$155.20	\$99.00	36%
		D. Expert	\$168.53	\$120.00	29%
	Data Modeler				
		A. Entry	\$73.75	\$50.00	32%
		B. Intermed	\$99.44	\$65.00	35%
		C. Advanced	\$120.41	\$92.00	24%
	Database Analyst				

		A. Entry	\$90.38	\$65.00	28%
		B. Intermed	\$106.39	\$70.00	34%
		C. Advanced	\$119.70	\$77.00	36%
		D. Expert	\$133.30	\$110.00	17%
	Database Administrator				
		A. Entry	\$82.14	\$60.00	27%
		B. Intermed	\$114.53	\$80.00	30%
		C. Advanced	\$127.75	\$110.00	14%
		D. Expert	\$146.60	\$125.00	15%
Quality Assurance	Mgmt. Quality Assurance				
		1. Team Lead	\$105.29	\$74.20	30%
		2. Manager	\$128.26	\$95.00	26%
		3. Sr. Mgr	\$151.54	\$110.00	27%
		4. Exec	\$190.55	\$150.00	21%
	Quality Enging Consultant				
		No Variance	\$114.58	\$94.89	17%
	Quality Assurance Analyst				
		A. Entry	\$66.29	\$41.00	38%
		B. Intermed	\$79.24	\$64.00	19%
		C. Advanced	\$96.50	\$74.00	23%
		D. Expert	\$104.21	\$88.00	16%
Tech Research	Mgr, Tech Research				
		No Variance	\$148.22	\$120.00	19%
	Tech Research Analyst				
		A. Entry	\$84.87	\$47.00	45%
		B. Intermed	\$103.25	\$80.00	23%
		C. Advanced	\$121.62	\$90.00	26%
		D. Expert	\$139.85	\$110.00	21%
Client Technologies	Mgr, Client Technologies				
		1. Team Lead	\$84.02	\$48.00	43%
		2. Manager	\$117.36	\$84.00	28%
		3. Sr. Mgr	\$162.22	\$125.00	23%
	Client Technologies Analyst				
		A. Entry	\$56.62	\$38.00	33%

		B. Intermed	\$73.90	\$55.00	26%
		C. Advanced	\$88.47	\$65.00	27%
		D. Expert	\$107.11	\$87.00	19%
	Client Technologies Tech				
		A. Entry	\$53.23	\$35.00	34%
		B. Intermed	\$58.63	\$45.00	23%
		C. Advanced	\$89.52	\$65.00	27%
Customer Support	Mgmt. Customer Support				
		1. Team Lead	\$75.98	\$45.00	41%
		2. Manager	\$105.02	\$72.00	31%
		3. Sr. Mgr	\$143.29	\$100.00	30%
	Customer Support Analyst				
		A. Entry	\$38.72	\$18.00	54%
		B. Intermed	\$47.89	\$25.00	48%
		C. Advanced	\$80.64	\$30.00	63%
		D. Expert	\$109.33	\$74.00	32%
	Customer Support Tech				
		A. Entry	\$48.69	\$25.00	49%
		B. Intermed	\$52.15	\$30.00	42%
		C. Advanced	\$67.57	\$40.00	41%
Network Management	Dir, Network Ops				
		1. Team Lead	\$156.31	\$78.00	50%
		2. Manager	\$168.07	\$100.00	41%
		3. Sr. Mgr	\$273.43	\$170.00	38%
	Mgr, Network Ops				
		1. Team Lead	\$87.83	\$60.00	32%
		2. Manager	\$130.32	\$75.00	42%
		3. Sr. Mgr	\$170.95	\$100.00	42%
	Network Architect				
		A. Entry	\$100.27	\$60.00	40%
		B. Intermed	\$119.07	\$85.00	29%
		C. Advanced	\$127.27	\$95.00	25%
		D. Expert	\$148.62	\$110.00	26%
	Network Eng				

		B. Intermed	\$105.18	\$65.00	38%
		C. Advanced	\$113.17	\$80.00	29%
		D. Expert	\$123.47	\$100.00	19%
	Network Analyst				
		A. Entry	\$69.66	\$49.00	30%
		B. Intermed	\$77.48	\$57.00	26%
		C. Advanced	\$92.76	\$79.00	15%
		D. Expert	\$122.10	\$105.00	14%
	Network Administrator				
		A. Entry	\$64.02	\$49.00	23%
		B. Intermed	\$77.22	\$59.00	24%
		C. Advanced	\$94.16	\$78.00	17%
		D. Expert	\$111.52	\$100.00	10%
	Network Tech				
		A. Entry	\$56.58	\$30.00	47%
		B. Intermed	\$68.32	\$40.00	41%
		C. Advanced	\$69.66	\$41.00	41%
		D. Expert	\$77.48	\$77.00	1%
Internet Eng. & Ops	Mgmt. Internet Ops				
		1. Team Lead	\$147.57	\$89.00	40%
		2. Manager	\$169.56	\$100.00	41%
		3. Sr. Mgr	\$191.55	\$120.00	37%
	Internet/Web Architect				
		A. Entry	\$68.27	\$40.00	41%
		B. Intermed	\$98.40	\$60.00	39%
		C. Advanced	\$125.95	\$75.00	40%
		D. Expert	\$139.27	\$110.00	21%
	Internet/Web Eng				
		A. Entry	\$66.39	\$47.00	29%
		B. Intermed	\$100.11	\$80.00	20%
		C. Advanced	\$120.72	\$100.00	17%
	Web Apps Programmer				
		A. Entry	\$65.97	\$45.00	32%
		B. Intermed	\$97.36	\$78.00	20%

Ops	Web Designer	C. Advanced	\$111.94	\$98.00	12%
		D. Expert	\$130.55	\$120.00	8%
	Webmaster	A. Entry	\$53.28	\$41.00	23%
		B. Intermed	\$64.53	\$50.00	23%
		C. Advanced	\$106.82	\$95.00	11%
	Inter/Web Sys Admin	A. Entry	\$58.19	\$45.00	23%
		B. Intermed	\$72.08	\$65.00	10%
		C. Advanced	\$98.61	\$85.00	14%
	Web Cust Sup Spec	A. Entry	\$58.49	\$42.00	28%
		B. Intermed	\$85.47	\$78.00	9%
		C. Advanced	\$101.85	\$92.00	10%
	Dir, Data Cent Ops	A. Entry	\$56.38	\$45.00	20%
		B. Intermed	\$65.55	\$55.00	16%
		C. Advanced	\$79.58	\$65.00	18%
	Mgr, Comp Ops	No Variance	\$172.69	\$115.00	33%
		1. Team Lead	\$84.06	\$68.00	19%
		2. Manager	\$115.84	\$95.00	18%
	Supervisor, Comp Ops	3. Sr. Mgr	\$167.55	\$125.00	25%
		1. Team Lead	\$80.54	\$59.00	27%
		2. Manager	\$94.55	\$74.00	22%
Computer Operator	A. Entry	\$46.52	\$32.00	31%	
	B. Intermed	\$49.58	\$40.00	19%	
	C. Advanced	\$55.97	\$50.00	11%	
	D. Expert	\$65.00	\$60.00	8%	
Mgr, Capacity Planning	No Variance	\$133.79	\$100.00	25%	

	Mgr, Prod Support				
		1. Team Lead	\$106.24	<b>\$79.00</b>	<b>26%</b>
		2. Manager	\$134.08	<b>\$102.00</b>	<b>24%</b>
	Prod Support Analyst				
		A. Entry	\$59.70	<b>\$40.00</b>	<b>33%</b>
		B. Intermed	\$70.35	<b>\$50.00</b>	<b>29%</b>
		C. Advanced	\$92.55	<b>\$60.00</b>	<b>35%</b>
		D. Expert	\$99.15	<b>\$70.00</b>	<b>29%</b>
Telecommunications	Mgr, Tele Ops				
		1. Team Lead	\$105.62	<b>\$70.00</b>	<b>34%</b>
		2. Manager	\$141.87	<b>\$105.00</b>	<b>26%</b>
		3. Sr. Mgr	\$169.34	<b>\$125.00</b>	<b>26%</b>
	Tele Eng				
		A. Entry	\$58.28	<b>\$40.00</b>	<b>31%</b>
		B. Intermed	\$85.83	<b>\$60.00</b>	<b>30%</b>
		C. Advanced	\$104.45	<b>\$70.00</b>	<b>33%</b>
		D. Expert	\$134.58	<b>\$100.00</b>	<b>26%</b>
	Tele Tech				
		A. Entry	\$62.83	<b>\$45.00</b>	<b>28%</b>
		B. Intermed	\$72.33	<b>\$55.00</b>	<b>24%</b>
		C. Advanced	\$84.74	<b>\$65.00</b>	<b>23%</b>
Electronic Commerce	Dir, Elect Com				
		No Variance	\$198.88	<b>\$125.00</b>	<b>37%</b>
	Mgr, Elect Com				
		No Variance	\$126.07	<b>\$98.00</b>	<b>22%</b>
	Electronic Com Analyst				
		A. Entry	\$59.81	<b>\$41.00</b>	<b>31%</b>
		B. Intermed	\$85.05	<b>\$65.00</b>	<b>24%</b>
		C. Advanced	\$117.50	<b>\$89.00</b>	<b>24%</b>
	EDI Spec				
		A. Entry	\$75.78	<b>\$50.00</b>	<b>34%</b>
		B. Intermed	\$85.82	<b>\$65.00</b>	<b>24%</b>
		C. Advanced	\$89.67	<b>\$70.00</b>	<b>22%</b>
Bus Intel Sys Mgt	Dir, Data Warehouse				

	1. Team Lead	\$149.48	<b>\$90.00</b>	<b>40%</b>	
	2. Manager	\$180.13	<b>\$100.00</b>	<b>44%</b>	
	3. Sr. Mgr	\$225.86	<b>\$150.00</b>	<b>34%</b>	
Mgr, Data Warehouse	No Variance	\$165.58	<b>\$125.00</b>	<b>25%</b>	
Bus Intel Analyst	No Variance	\$149.16	<b>\$100.00</b>	<b>33%</b>	
Data Warehouse Analyst	A. Entry	\$80.37	<b>\$42.00</b>	<b>48%</b>	
	B. Intermed	\$96.09	<b>\$65.00</b>	<b>32%</b>	
	C. Advanced	\$117.41	<b>\$80.00</b>	<b>32%</b>	
	D. Expert	\$124.28	<b>\$110.00</b>	<b>11%</b>	
Data Warehouse Admin	No Variance	\$117.63	<b>\$110.00</b>	<b>6%</b>	
Mgr, Decision Sup	No Variance	\$139.71	<b>\$100.00</b>	<b>28%</b>	
Decision Support Spec	A. Entry	\$65.63	<b>\$40.00</b>	<b>39%</b>	
	B. Intermed	\$78.58	<b>\$59.00</b>	<b>25%</b>	
	C. Advanced	\$90.56	<b>\$68.00</b>	<b>25%</b>	
	D. Expert	\$104.13	<b>\$97.00</b>	<b>7%</b>	
Decision Support Admin	A. Entry	\$82.87	<b>\$60.00</b>	<b>28%</b>	
	B. Intermed	\$100.91	<b>\$78.00</b>	<b>23%</b>	
	C. Advanced	\$127.88	<b>\$100.00</b>	<b>22%</b>	
Mgr, CRM Tech	No Variance	\$196.80	<b>\$125.00</b>	<b>36%</b>	
Knowledge Eng	No Variance	\$158.02	<b>\$117.00</b>	<b>26%</b>	
Enterprise Res Plan (ERP)	ERP Team Lead	No Variance	<b>\$152.91</b>	<b>\$95.00</b>	<b>38%</b>
	ERP Team Member	No Variance	<b>\$125.13</b>	<b>\$88.00</b>	<b>30%</b>
	ERP Configurer				

		No Variance	\$78.75	\$65.00	17%
	ERP Programmer/Analyst				
		A. Entry	\$71.52	\$50.00	30%
		B. Intermed	\$86.80	\$60.00	31%
		C. Advanced	\$105.27	\$75.00	29%
		D. Expert	\$122.36	\$100.00	18%
	ERP Systems Sup Spec	No Variance	\$88.05	\$68.00	23%
	ERP Systems Administrator	No Variance	\$105.69	\$70.00	34%
	Basis/Ale Technical Con	No Variance	\$145.27	\$98.99	32%
Sourc and Vend Relat Mgt	Chief Sourcing Off	No Variance	\$207.77	\$102.33	51%
	Mgr IT Procurement	No Variance	\$144.30	\$100.78	30%
	IT Procurement Spec	No Variance	\$75.27	\$50.00	34%
	Mgr, Vend Rel				
		1. Team Lead	\$87.77	\$65.00	26%
		2. Manager	\$125.15	\$97.00	22%
		3. Sr. Mgr	\$170.13	\$115.00	32%
	Mgr, Outsourcing Conts	No Variance	\$138.50	\$100.00	28%
	Contracts Mgr	No Variance	\$104.70	\$74.12	29%
	Finance/Admin Spec				
		A. Entry	\$75.22	\$51.50	32%
		B. Intermed	\$97.67	\$64.36	34%
		C. Advanced	\$123.57	\$100.87	18%
	Technical Advisor	No Variance	\$141.25	\$127.50	10%
Bus Mgt / Admin	Asset Mgr	No Variance	\$121.60	\$98.00	19%

	Asset Management Admin				
		A. Entry	\$61.30	<b>\$41.23</b>	<b>33%</b>
		B. Intermed	\$68.73	<b>\$54.60</b>	<b>21%</b>
		C. Advanced	\$74.48	<b>\$65.89</b>	<b>12%</b>
	Dir, HR/IT	No Variance	\$183.61	<b>\$105.69</b>	<b>42%</b>
	Mgr, HR/IT Staffing	No Variance	\$107.00	<b>\$71.50</b>	<b>33%</b>
	Technical Recruiter				
		A. Entry	\$60.66	<b>\$40.00</b>	<b>34%</b>
		B. Intermed	\$82.33	<b>\$60.00</b>	<b>27%</b>
		C. Advanced	\$121.33	<b>\$85.00</b>	<b>30%</b>
	HR/IT Generalist				
		A. Entry	\$64.04	<b>\$41.00</b>	<b>36%</b>
		B. Intermed	\$75.38	<b>\$55.00</b>	<b>27%</b>
		C. Advanced	\$108.61	<b>\$88.00</b>	<b>19%</b>
	Doc Spec/Tech Writer				
		A. Entry	\$60.69	<b>\$41.00</b>	<b>32%</b>
		B. Intermed	\$72.91	<b>\$60.00</b>	<b>18%</b>
		C. Advanced	\$89.16	<b>\$75.00</b>	<b>16%</b>
	Mgr, IT Finance	No Variance	\$147.22	<b>\$105.60</b>	<b>28%</b>
	Dir, IT Risk and Comp	No Variance	\$227.22	<b>\$154.00</b>	<b>32%</b>
	Mgr, IT Audit	No Variance	\$153.90	<b>\$105.00</b>	<b>32%</b>
	IT Auditor	No Variance	\$107.47	<b>\$75.00</b>	<b>30%</b>
	Bus Management Spec	No Variance	\$116.80	<b>\$70.00</b>	<b>40%</b>
Training	Mgr, Tech Training				
		1. Team Lead	\$87.25	<b>\$69.00</b>	<b>21%</b>
		2. Manager	\$105.20	<b>\$84.00</b>	<b>20%</b>
		3. Sr. Mgr	\$146.59	<b>\$119.00</b>	<b>19%</b>

	Technical Trainer				
		A. Entry	\$60.66	\$40.00	34%
		B. Intermed	\$66.44	\$50.00	25%
		C. Advanced	\$81.61	\$60.00	26%
		D. Expert	\$92.87	\$80.00	14%
Security Management	Security Mgr				
		1. Team Lead	\$96.94	\$58.00	40%
		2. Manager	\$131.25	\$84.00	36%
		3. Sr. Mgr	\$159.16	\$99.00	38%
	Security Analyst				
		A. Entry	\$66.11	\$30.00	55%
		B. Intermed	\$86.33	\$58.00	33%
		C. Advanced	\$110.44	\$88.00	20%
		D. Expert	\$123.82	\$98.00	21%
	Data Security Spec				
		No Variance	\$102.08	\$85.00	17%
	Network Security Spec				
		No Variance	\$132.77	\$100.00	25%
	System Security Spec				
		No Variance	\$95.41	\$70.00	27%
	Web Security Spec				
		No Variance	\$110.55	\$87.00	21%
Bus Continuance Mgt	Mgr, Bus Cont				
		No Variance	\$151.80	\$78.00	49%
	Bus Continuance Spec				
		No Variance	\$112.63	\$64.00	43%
Product Dev	Mgr, Product Dev				
		1. Team Lead	\$91.01	\$56.00	38%
		2. Manager	\$123.64	\$95.00	23%
		3. Sr. Mgr	\$163.25	\$140.00	14%
	Product Architect				
		No Variance	\$159.72	\$125.00	22%
	Product Eng				
		A. Entry	\$65.32	\$40.00	39%

		B. Intermed	\$86.78	\$60.00	31%
		C. Advanced	\$116.14	\$70.00	40%
		D. Expert	\$143.85	\$110.00	24%
	Product Developer				
		A. Entry	\$76.37	\$50.00	35%
		B. Intermed	\$105.77	\$75.00	29%
		C. Advanced	\$124.60	\$100.00	20%
		D. Expert	\$143.11	\$110.00	23%
Systems Prog& Admin.	Mgr, Systems Software				
		1. Team Lead	\$128.65	\$100.00	22%
		2. Manager	\$149.13	\$120.00	20%
		3. Sr. Mgr	\$188.14	\$130.00	31%
	Systems Architect				
		A. Entry	\$66.96	\$40.00	40%
		B. Intermed	\$99.25	\$65.00	35%
		C. Advanced	\$143.32	\$100.00	30%
		D. Expert	\$168.61	\$130.00	23%
	Systems Software Prog				
		A. Entry	\$78.00	\$40.00	49%
		B. Intermed	\$97.50	\$60.00	38%
		C. Advanced	\$118.95	\$80.00	33%
		D. Expert	\$132.00	\$110.00	17%
	Groupware Spec				
		A. Entry	\$80.38	\$45.00	44%
		B. Intermed	\$102.31	\$84.00	18%
		C. Advanced	\$109.82	\$94.00	14%
	Systems Administrator				
		A. Entry	\$66.95	\$55.00	18%
		B. Intermed	\$79.10	\$65.00	18%
		C. Advanced	\$102.14	\$83.00	19%
		D. Expert	\$114.44	\$91.20	20%
	UNIX System Administrator				
		No Variance	\$117.50	\$100.00	15%
	Storage Management Spec				

Bus Analysis and Plan	Dir, Enterprise Arch	No Variance	\$111.94	<b>\$102.56</b>	<b>8%</b>
	Mgr, IT Bus Plan	No Variance	\$224.44	<b>\$145.60</b>	<b>35%</b>
		1. Team Lead	\$126.02	<b>\$88.20</b>	<b>30%</b>
		2. Manager	\$165.47	<b>\$117.00</b>	<b>29%</b>
		3. Sr. Mgr	\$167.70	<b>\$123.00</b>	<b>27%</b>
	Enterprise Architect	No Variance	\$156.25	<b>\$100.00</b>	<b>36%</b>
	Bus Process Consultant	A. Entry	\$56.37	<b>\$41.69</b>	<b>26%</b>
		B. Intermed	\$87.54	<b>\$74.26</b>	<b>15%</b>
		C. Advanced	\$114.43	<b>\$98.56</b>	<b>14%</b>
		D. Expert	\$143.76	<b>\$125.00</b>	<b>13%</b>
IT Bus Consultant	A. Entry	\$69.55	<b>\$42.25</b>	<b>39%</b>	
	B. Intermed	\$96.75	<b>\$78.36</b>	<b>19%</b>	
	C. Advanced	\$100.58	<b>\$87.50</b>	<b>13%</b>	
	D. Expert	\$127.64	<b>\$114.00</b>	<b>11%</b>	
Bus Analyst	A. Entry	\$54.61	<b>\$45.22</b>	<b>17%</b>	
	B. Intermed	\$84.65	<b>\$68.57</b>	<b>19%</b>	
	C. Advanced	\$96.57	<b>\$76.92</b>	<b>20%</b>	
	D. Expert	\$98.63	<b>\$78.58</b>	<b>20%</b>	
Dir, Bus Rels	No Variance	\$218.88	<b>\$175.45</b>	<b>20%</b>	
Mgr, Customer Relations	No Variance	\$139.95	<b>\$108.97</b>	<b>22%</b>	
Release Management	Config Mgt Analyst	A. Entry	\$60.32	<b>\$46.35</b>	<b>23%</b>
		B. Intermed	\$91.66	<b>\$68.99</b>	<b>25%</b>
		C. Advanced	\$93.19	<b>\$74.96</b>	<b>20%</b>
	Release/Build Eng	No Variance	\$102.43	<b>\$87.50</b>	<b>15%</b>

Program Management	Dir, Prog Mgt	No Variance	\$201.25	\$167.50	17%
	Program Mgr	1. Team Lead	\$110.83	\$78.90	29%
		2. Manager	\$127.91	\$109.00	15%
		3. Sr. Mgr	\$153.19	\$124.00	19%
		4. Exec	\$186.25	\$145.00	22%
	Project Mgr	1. Team Lead	\$109.22	\$75.20	31%
		2. Manager	\$122.68	\$89.75	27%
		3. Sr. Mgr	\$127.35	\$114.50	10%
		4. Exec	\$158.38	\$139.50	12%
	Project Leader	A. Entry	\$68.88	\$45.00	35%
		B. Intermed	\$113.84	\$98.50	13%
		C. Advanced	\$124.13	\$110.00	11%
		D. Expert	\$128.52	\$115.00	11%
	Project Management Spec	No Variance	\$88.33	\$69.52	21%
Resource Mgr	No Variance	\$132.36	\$100.00	24%	
Cust Serv Hotline	Mgr, Cust Service Hotline	No Variance	\$86.66	\$69.58	20%
	Cust Service Hotline Rep	A. Entry	\$42.22	\$23.00	46%
		B. Intermed	\$46.33	\$35.21	24%
		C. Advanced	\$58.47	\$44.12	25%
Technical Prod Support	Mgr, Technical Product Sup	1. Team Lead	\$82.15	\$61.12	26%
		2. Manager	\$94.64	\$72.50	23%
		3. Sr. Mgr	\$108.85	\$80.00	27%
	Tech Prod Support Analyst	No Variance	\$74.31	\$56.50	24%
	Tech Product Support Spec				

A. Entry	\$42.33	<b>\$31.50</b>	<b>26%</b>
B. Intermed	\$57.01	<b>\$45.50</b>	<b>20%</b>
C. Advanced	\$71.92	<b>\$65.50</b>	<b>9%</b>

**Public Sector**  
**Average Savings 27%**