

Product Number	Description	List Price	State Discount	State of Florida Price
Senior IT Leadership				
1000	Chief Information Officer	\$490.00	15%	\$416.50
1010	Chief Technology Officer	\$343.00	15%	\$291.55
1020	IT Chief Operating Officer	\$329.00	15%	\$279.65
1030	Operating Unit IT Executive	\$312.00	15%	\$265.20
1040	Departmental IT Executive	\$254.00	15%	\$215.90
1050	E-Business Executive	\$286.00	15%	\$243.10
1060	Chief Information Security Officer	\$254.00	15%	\$215.90
Applications Development				
<i>Director Systems and Programming</i>				
1200-1	Team Leader	\$189.00	32%	\$128.52
1200-2	Manager	\$213.00	32%	\$144.84
1200-3	Sr.Manager	\$259.00	32%	\$176.12
1200-4	Executive	\$344.00	32%	\$233.92
<i>Mgmt. Applications Development</i>				
1210-1	Team Leader	\$177.00	32%	\$120.36
1210-2	Manager	\$205.00	32%	\$139.40
1210-3	Sr.Manager	\$208.00	32%	\$141.44
1210-4	Executive	\$309.00	32%	\$210.12
<i>Applications Architect</i>				
1220-1	Entry	\$143.00	32%	\$97.24
1220-2	Intermediate	\$154.00	32%	\$104.72
1220-3	Advanced	\$163.00	32%	\$110.84
1220-4	Expert	\$181.00	32%	\$123.08
1230	Enterprise Application Integration (EA) Engineer	\$176.00	32%	\$119.68
<i>Systems Analyst</i>				
1240-1	Entry	\$93.00	32%	\$63.24
1240-2	Intermediate	\$140.00	32%	\$95.20
1240-3	Advanced	\$150.00	32%	\$102.00
1240-4	Expert	\$176.00	32%	\$119.68
<i>Applications Development Analyst</i>				
1250-1	Entry	\$106.00	32%	\$72.08
1250-2	Intermediate	\$134.00	32%	\$91.12
1250-3	Advanced	\$152.00	32%	\$103.36
1250-4	Expert	\$171.00	32%	\$116.28
Data Strategy and Management				
<i>Database Manager</i>				
1400-1	Team Leader	\$184.00	32%	\$125.12
1400-2	Manager	\$207.00	32%	\$140.76
1400-3	Sr.Manager	\$219.00	32%	\$148.92
<i>Data Architect</i>				
1410-1	Entry	\$126.00	32%	\$85.68

Product Number	Description	List Price	State Discount	State of Florida Price
1410-2	Intermediate	\$170.00	32%	\$115.60
1410-3	Advanced	\$213.00	32%	\$144.84
1410-4	Expert	\$231.00	32%	\$157.08
	Data Modeler			
1420-1	Entry	\$101.00	32%	\$68.68
1420-2	Intermediate	\$136.00	32%	\$92.48
1420-3	Advanced	\$165.00	32%	\$112.20
	Database Analyst			
1430-1	Entry	\$124.00	32%	\$84.32
1430-2	Intermediate	\$146.00	32%	\$99.28
1430-3	Advanced	\$164.00	32%	\$111.52
1430-4	Expert	\$183.00	32%	\$124.44
	Database Administrator			
1440-1	Entry	\$113.00	32%	\$76.84
1440-2	Intermediate	\$157.00	32%	\$106.76
1440-3	Advanced	\$175.00	32%	\$119.00
1440-4	Expert	\$201.00	32%	\$136.68
Quality Assurance				
	Mgmt. Quality Assurance			
1600-1	Team Leader	\$144.00	32%	\$97.92
1600-2	Manager	\$176.00	32%	\$119.68
1600-3	Sr.Manager	\$208.00	32%	\$141.44
1600-4	Executive	\$261.00	32%	\$177.48
1610	Quality Engineering Consultant	\$157.00	32%	\$106.76
	Quality Assurance Analyst			
1620-1	Entry	\$91.00	32%	\$61.88
1620-2	Intermediate	\$109.00	32%	\$74.12
1620-3	Advanced	\$132.00	32%	\$89.76
1620-4	Expert	\$143.00	32%	\$97.24
Technology Research				
1800	Manager, Technology Research	\$203.00	32%	\$138.04
	Technology Research Analyst			
1810-1	Entry	\$116.00	32%	\$78.88
1810-2	Intermediate	\$141.00	32%	\$95.88
1810-3	Advanced	\$167.00	32%	\$113.56
1810-4	Expert	\$192.00	32%	\$130.56
Client Technologies				
	Manager, Client Technologies			
2000-1	Team Leader	\$115.00	32%	\$78.20
2000-2	Manager	\$161.00	32%	\$109.48
2000-3	Sr.Manager	\$222.00	32%	\$150.96
	Client Technologies Analyst			

Product Number	Description	List Price	State Discount	State of Florida Price
2010-1	Entry	\$78.00	32%	\$53.04
2010-2	Intermediate	\$101.00	32%	\$68.68
2010-3	Advanced	\$121.00	32%	\$82.28
2010-4	Expert	\$147.00	32%	\$99.96
	Client Technologies Technician			
2020-1	Entry	\$73.00	32%	\$49.64
2020-2	Intermediate	\$80.00	32%	\$54.40
2020-3	Advanced	\$123.00	32%	\$83.64
	Customer Support			
	Mgmt. Customer Support			
2200-1	Team Leader	\$104.00	32%	\$70.72
2200-2	Manager	\$144.00	32%	\$97.92
2200-3	Sr.Manager	\$196.00	32%	\$133.28
	Customer Support Analyst			
2210-1	Entry	\$53.00	32%	\$36.04
2210-2	Intermediate	\$66.00	32%	\$44.88
2210-3	Advanced	\$110.00	32%	\$74.80
2210-4	Expert	\$150.00	32%	\$102.00
	Customer Support Technician			
2220-1	Entry	\$67.00	32%	\$45.56
2220-2	Intermediate	\$71.00	32%	\$48.28
2220-3	Advanced	\$93.00	32%	\$63.24
	Network Management			
	Director, Network Operations			
2400-1	Team Leader	\$214.00	32%	\$145.52
2400-2	Manager	\$230.00	32%	\$156.40
2400-3	Sr.Manager	\$375.00	32%	\$255.00
	Manager, Network Operations			
2410-1	Team Leader	\$120.00	32%	\$81.60
2410-2	Manager	\$179.00	32%	\$121.72
2410-3	Sr.Manager	\$234.00	32%	\$159.12
	Network Architect			
2420-1	Entry	\$137.00	32%	\$93.16
2420-2	Intermediate	\$163.00	32%	\$110.84
2420-3	Advanced	\$174.00	32%	\$118.32
2420-4	Expert	\$204.00	32%	\$138.72
	Network Engineer			
2430-1	Intermediate	\$144.00	32%	\$97.92
2430-2	Advanced	\$155.00	32%	\$105.40
2430-3	Expert	\$169.00	32%	\$114.92
	Network Analyst			
2440-1	Entry	\$95.00	32%	\$64.60
2440-2	Intermediate	\$106.00	32%	\$72.08

Product Number	Description	List Price	State Discount	State of Florida Price
2440-3	Advanced	\$127.00	32%	\$86.36
2440-4	Expert	\$167.00	32%	\$113.56
	Network Administrator			
2450-1	Entry	\$88.00	32%	\$59.84
2450-2	Intermediate	\$106.00	32%	\$72.08
2450-3	Advanced	\$129.00	32%	\$87.72
2450-4	Expert	\$153.00	32%	\$104.04
	Network Technician			
2460-1	Entry	\$78.00	32%	\$53.04
2460-2	Intermediate	\$94.00	32%	\$63.92
2460-3	Advanced	\$95.00	32%	\$64.60
2460-4	Expert	\$106.00	32%	\$72.08
Internet Planning, Eng. & Operations				
	Mgmt. Internet Operations			
2600-1	Team Leader	\$202.00	32%	\$137.36
2600-2	Manager	\$232.00	32%	\$157.76
2600-3	Sr.Manager	\$262.00	32%	\$178.16
	Internet/Web Architect			
2610-1	Entry	\$94.00	32%	\$63.92
2610-2	Intermediate	\$135.00	32%	\$91.80
2610-3	Advanced	\$173.00	32%	\$117.64
2610-4	Expert	\$191.00	32%	\$129.88
	Internet/Web Engineer			
2620-1	Entry	\$91.00	32%	\$61.88
2620-2	Intermediate	\$137.00	32%	\$93.16
2620-3	Advanced	\$165.00	32%	\$112.20
	Web Applications Programmer			
2630-1	Entry	\$90.00	32%	\$61.20
2630-2	Intermediate	\$133.00	32%	\$90.44
2630-3	Advanced	\$153.00	32%	\$104.04
2630-4	Expert	\$179.00	32%	\$121.72
	Web Designer			
2640-1	Entry	\$73.00	32%	\$49.64
2640-2	Intermediate	\$88.00	32%	\$59.84
2640-3	Advanced	\$146.00	32%	\$99.28
	Webmaster			
2650-1	Entry	\$80.00	32%	\$54.40
2650-2	Intermediate	\$99.00	32%	\$67.32
2650-3	Advanced	\$135.00	32%	\$91.80
	Internet/Web Systems Administrator			
2660-1	Entry	\$80.00	32%	\$54.40
2660-2	Intermediate	\$117.00	32%	\$79.56
2660-3	Advanced	\$140.00	32%	\$95.20

Product Number	Description	List Price	State Discount	State of Florida Price
	Web Customer Support Specialist			
2670-1	Entry	\$77.00	32%	\$52.36
2670-2	Intermediate	\$90.00	32%	\$61.20
2670-3	Advanced	\$109.00	32%	\$74.12
Operations				
2800	Director, Data Center Operations	\$237.00	32%	\$161.16
	Manager, Computer Operations			
2810-1	Team Leader	\$115.00	32%	\$78.20
2810-2	Manager	\$159.00	32%	\$108.12
2810-3	Sr.Manager	\$230.00	32%	\$156.40
	Supervisor, Computer Operations			
2820-1	Team Leader	\$110.00	32%	\$74.80
2820-2	Manager	\$130.00	32%	\$88.40
	Computer Operator			
2830-1	Entry	\$64.00	32%	\$43.52
2830-2	Intermediate	\$68.00	32%	\$46.24
2830-3	Advanced	\$77.00	32%	\$52.36
2830-4	Expert	\$89.00	32%	\$60.52
2840	Manager, Capacity Planning	\$183.00	32%	\$124.44
	Manager, Production Support			
2850-1	Team Leader	\$146.00	32%	\$99.28
2850-2	Manager	\$184.00	32%	\$125.12
	Production Support Analyst			
2860-1	Entry	\$82.00	32%	\$55.76
2860-2	Intermediate	\$96.00	32%	\$65.28
2860-3	Advanced	\$127.00	32%	\$86.36
2860-4	Expert	\$136.00	32%	\$92.48
Telecommunications				
	Manager, Telecommunication Operations			
3000-1	Team Leader	\$145.00	32%	\$98.60
3000-2	Manager	\$194.00	32%	\$131.92
3000-3	Sr.Manager	\$232.00	32%	\$157.76
	Telecommunication Engineer			
3010-1	Entry	\$80.00	32%	\$54.40
3010-2	Intermediate	\$118.00	32%	\$80.24
3010-3	Advanced	\$143.00	32%	\$97.24
3010-4	Expert	\$184.00	32%	\$125.12
	Telecommunication Technician			
3020-1	Entry	\$86.00	32%	\$58.48
3020-2	Intermediate	\$99.00	32%	\$67.32
3020-3	Advanced	\$116.00	32%	\$78.88
Electronic Commerce				

Product Number	Description	List Price	State Discount	State of Florida Price
3200	Director, Electronic Commerce	\$272.00	32%	\$184.96
3210	Manager, Electronic Commerce	\$173.00	32%	\$117.64
	Electronic Commerce Analyst			
3220-1	Entry	\$82.00	32%	\$55.76
3220-2	Intermediate	\$117.00	32%	\$79.56
3220-3	Advanced	\$161.00	32%	\$109.48
	ESpecialist			
3230-1	Entry	\$104.00	32%	\$70.72
3230-2	Intermediate	\$118.00	32%	\$80.24
3230-3	Advanced	\$123.00	32%	\$83.64
Business Intelligence Systems Management				
	Director, Data Warehouse			
3400-1	Team Leader	\$205.00	32%	\$139.40
3400-2	Manager	\$247.00	32%	\$167.96
3400-3	Sr.Manager	\$309.00	32%	\$210.12
3410	Manager, Data Warehouse	\$227.00	32%	\$154.36
3420	Business Intelligence Analyst	\$204.00	32%	\$138.72
	Data Warehouse Analyst			
3430-1	Entry	\$110.00	32%	\$74.80
3430-2	Intermediate	\$132.00	32%	\$89.76
3430-3	Advanced	\$161.00	32%	\$109.48
3430-4	Expert	\$170.00	32%	\$115.60
3440	Data Warehouse Administrator	\$161.00	32%	\$109.48
3600	Manager, Decision Support	\$191.00	32%	\$129.88
	Decision Support Specialist			
3610-1	Entry	\$90.00	32%	\$61.20
3610-2	Intermediate	\$108.00	32%	\$73.44
3610-3	Advanced	\$124.00	32%	\$84.32
3610-4	Expert	\$143.00	32%	\$97.24
	Decision Support Administrator			
3620-1	Entry	\$114.00	32%	\$77.52
3620-2	Intermediate	\$138.00	32%	\$93.84
3620-3	Advanced	\$175.00	32%	\$119.00
3800	Manager, CRM Technology	\$270.00	32%	\$183.60
4000	Knowledge Engineer	\$216.00	32%	\$146.88
Enterprise Resource Planning (ERP)				
4200	ERP Team Lead	\$209.00	32%	\$142.12
4210	ERP Team Member	\$171.00	32%	\$116.28
4220	ERP Configurer	\$108.00	32%	\$73.44
	ERP Programmer/Analyst			
4230-1	Entry	\$98.00	32%	\$66.64
4230-2	Intermediate	\$119.00	32%	\$80.92
4230-3	Advanced	\$144.00	32%	\$97.92

Product Number	Description	List Price	State Discount	State of Florida Price
4230-4	Expert	\$168.00	32%	\$114.24
4240	ERP Systems Support Specialist	\$121.00	32%	\$82.28
4250	ERP Systems Administrator	\$145.00	32%	\$98.60
4600	Basis/Ale Technical Consultant	\$199.00	32%	\$135.32
Sourcing and Vendor Relationship Management				
4800	Chief Sourcing Officer	\$285.00	32%	\$193.80
4810	Manager IT Procurement	\$198.00	32%	\$134.64
4820	IT Procurement Specialist	\$103.00	32%	\$70.04
Manager, Vendor Relationships				
5000-1	Team Leader	\$120.00	32%	\$81.60
5000-2	Manager	\$171.00	32%	\$116.28
5000-3	Sr.Manager	\$233.00	32%	\$158.44
5010	Manager, Outsourcing Contracts	\$190.00	32%	\$129.20
5020	Contracts Manager	\$143.00	32%	\$97.24
Finance/Administration Specialist				
5040-1	Entry	\$103.00	32%	\$70.04
5040-2	Intermediate	\$134.00	32%	\$91.12
5040-3	Advanced	\$169.00	32%	\$114.92
5200	Technical Advisor	\$194.00	32%	\$131.92
Business Management / Administration				
5400	Asset Manager	\$167.00	32%	\$113.56
Asset Management Administrator				
5410-1	Entry	\$84.00	32%	\$57.12
5410-2	Intermediate	\$94.00	32%	\$63.92
5410-3	Advanced	\$102.00	32%	\$69.36
5500	Director, HR/IT	\$252.00	32%	\$171.36
5600	Manager, HR/IT Staffing	\$147.00	32%	\$99.96
Technical Recruiter				
5610-1	Entry	\$83.00	32%	\$56.44
5610-2	Intermediate	\$113.00	32%	\$76.84
5610-3	Advanced	\$166.00	32%	\$112.88
HR/IT Generalist				
5620-1	Entry	\$88.00	32%	\$59.84
5620-2	Intermediate	\$103.00	32%	\$70.04
5620-3	Advanced	\$149.00	32%	\$101.32
Documentation Specialist/Technical Writer				
5800-1	Entry	\$83.00	32%	\$56.44
5800-2	Intermediate	\$100.00	32%	\$68.00
5800-3	Advanced	\$122.00	32%	\$82.96
6000	Manager, IT Finance	\$202.00	32%	\$137.36
6100	Director, IT Risk and Compliance	\$311.00	32%	\$211.48
6200	Manager, IT Audit	\$211.00	32%	\$143.48
6210	IT Auditor	\$147.00	32%	\$99.96

Product Number	Description	List Price	State Discount	State of Florida Price
6400	Business Management Specialist	\$160.00	32%	\$108.80
Training				
	Manager, Technical Training			
6600-1	Team Leader	\$120.00	32%	\$81.60
6600-2	Manager	\$144.00	32%	\$97.92
6600-3	Sr.Manager	\$201.00	32%	\$136.68
	Technical Trainer			
6610-1	Entry	\$83.00	32%	\$56.44
6610-2	Intermediate	\$91.00	32%	\$61.88
6610-3	Advanced	\$112.00	32%	\$76.16
6610-4	Expert	\$127.00	32%	\$86.36
Security Management				
	Security Manager			
6800-1	Team Leader	\$133.00	32%	\$90.44
6800-2	Manager	\$180.00	32%	\$122.40
6800-3	Sr.Manager	\$218.00	32%	\$148.24
	Security Analyst			
6810-1	Entry	\$91.00	32%	\$61.88
6810-2	Intermediate	\$118.00	32%	\$80.24
6810-3	Advanced	\$151.00	32%	\$102.68
6810-4	Expert	\$170.00	32%	\$115.60
6820	Data Security Specialist	\$140.00	32%	\$95.20
6830	Network Security Specialist	\$182.00	32%	\$123.76
6840	System Security Specialist	\$131.00	32%	\$89.08
6850	Web Security Specialist	\$151.00	32%	\$102.68
Business Continuance Management				
7000	Manager, Business Continuance	\$208.00	32%	\$141.44
7010	Business Continuance Specialist	\$154.00	32%	\$104.72
Product Development				
	Manager, Product Development			
7200-1	Team Leader	\$125.00	32%	\$85.00
7200-2	Manager	\$169.00	32%	\$114.92
7200-3	Sr.Manager	\$224.00	32%	\$152.32
7210	Product Architect	\$219.00	32%	\$148.92
	Product Engineer			
7220-1	Entry	\$89.00	32%	\$60.52
7220-2	Intermediate	\$119.00	32%	\$80.92
7220-3	Advanced	\$159.00	32%	\$108.12
7220-4	Expert	\$197.00	32%	\$133.96
	Product Developer			
7230-1	Entry	\$105.00	32%	\$71.40
7230-2	Intermediate	\$145.00	32%	\$98.60

Product Number	Description	List Price	State Discount	State of Florida Price
7230-3	Advanced	\$171.00	32%	\$116.28
7230-4	Expert	\$196.00	32%	\$133.28
Systems Programming& Admin.				
	Manager, Systems Software			
7400-1	Team Leader	\$176.00	32%	\$119.68
7400-2	Manager	\$204.00	32%	\$138.72
7400-3	Sr.Manager	\$258.00	32%	\$175.44
	Systems Architect			
7410-1	Entry	\$92.00	32%	\$62.56
7410-2	Intermediate	\$136.00	32%	\$92.48
7410-3	Advanced	\$196.00	32%	\$133.28
7410-4	Expert	\$231.00	32%	\$157.08
	Systems Software Programmer			
7420-1	Entry	\$107.00	32%	\$72.76
7420-2	Intermediate	\$134.00	32%	\$91.12
7420-3	Advanced	\$163.00	32%	\$110.84
7420-4	Expert	\$181.00	32%	\$123.08
	Groupware Specialist			
7430-1	Entry	\$110.00	32%	\$74.80
7430-2	Intermediate	\$140.00	32%	\$95.20
7430-3	Advanced	\$150.00	32%	\$102.00
	Systems Administrator			
7440-1	Entry	\$92.00	32%	\$62.56
7440-2	Intermediate	\$108.00	32%	\$73.44
7440-3	Advanced	\$140.00	32%	\$95.20
7440-4	Expert	\$157.00	32%	\$106.76
7450	UNIX System Administrator	\$161.00	32%	\$109.48
7460	Storage Management Specialist	\$153.00	32%	\$104.04
Business Analysis and Planning				
	Director, Enterprise Architecture			
7500	Director, Enterprise Architecture	\$307.00	32%	\$208.76
	Manager, IT Business Planning			
7600-1	Team Leader	\$173.00	32%	\$117.64
7600-2	Manager	\$227.00	32%	\$154.36
7600-3	Sr.Manager	\$230.00	32%	\$156.40
7610	Enterprise Architect	\$214.00	32%	\$145.52
	Business Process Consultant			
7620-1	Entry	\$77.00	32%	\$52.36
7620-2	Intermediate	\$120.00	32%	\$81.60
7620-3	Advanced	\$157.00	32%	\$106.76
7620-4	Expert	\$197.00	32%	\$133.96
	IT Business Consultant			
7630-1	Entry	\$95.00	32%	\$64.60
7630-2	Intermediate	\$133.00	32%	\$90.44

Product Number	Description	List Price	State Discount	State of Florida Price
7630-3	Advanced	\$138.00	32%	\$93.84
7630-4	Expert	\$175.00	32%	\$119.00
	Business Analyst			
7640-1	Entry	\$75.00	32%	\$51.00
7640-2	Intermediate	\$116.00	32%	\$78.88
7640-3	Advanced	\$132.00	32%	\$89.76
7640-4	Expert	\$135.00	32%	\$91.80
7700	Director, Business Relationships	\$300.00	32%	\$204.00
7800	Manager, Customer Relations	\$192.00	32%	\$130.56
Release Management				
	Configuration Management Analyst			
8000-1	Entry	\$83.00	32%	\$56.44
8000-2	Intermediate	\$126.00	32%	\$85.68
8000-3	Advanced	\$128.00	32%	\$87.04
8010	Release/Build Engineer	\$140.00	32%	\$95.20
Program Management				
8200	Director, Program Management	\$276.00	32%	\$187.68
	Program Manager			
8210-1	Team Leader	\$152.00	32%	\$103.36
8210-2	Manager	\$175.00	32%	\$119.00
8210-3	Sr.Manager	\$210.00	32%	\$142.80
8210-4	Executive	\$255.00	32%	\$173.40
	Project Manager			
8220-1	Team Leader	\$150.00	32%	\$102.00
8220-2	Manager	\$168.00	32%	\$114.24
8220-3	Sr.Manager	\$174.00	32%	\$118.32
8220-4	Executive	\$217.00	32%	\$147.56
	Project Leader			
8230-1	Entry	\$94.00	32%	\$63.92
8230-2	Intermediate	\$156.00	32%	\$106.08
8230-3	Advanced	\$170.00	32%	\$115.60
8230-4	Expert	\$176.00	32%	\$119.68
8235	Project Management Specialist	\$121.00	32%	\$82.28
8240	Resource Manager	\$181.00	32%	\$123.08
Customer Service Hotline				
8400	Manager, Customer Service Hotline	\$119.00	32%	\$80.92
	Customer Service Hotline Representative			
8410-1	Entry	\$58.00	32%	\$39.44
8410-2	Intermediate	\$63.00	32%	\$42.84
8410-3	Advanced	\$80.00	32%	\$54.40
Technical Product Support				
	Manager, Technical Product Support			

Product Number	Description	List Price	State Discount	State of Florida Price
8600-1	Team Leader	\$113.00	32%	\$76.84
8600-2	Manager	\$130.00	32%	\$88.40
8600-3	Sr.Manager	\$149.00	32%	\$101.32
8610	Technical Product Support Analyst	\$102.00	32%	\$69.36
	<i>Technical Product Support Specialist</i>			
8620-1	Entry	\$58.00	32%	\$39.44
8620-2	Intermediate	\$78.00	32%	\$53.04
8620-3	Advanced	\$99.00	32%	\$67.32