

**DIR-CPO-4909 Appendix C Pricing Index
Catapult Systems, LLC**

SERVICE NAME	List COST Per Unit	Unit of Issue	Discount % off MSRP	DIR Customer Price Per Unit
Engagement Managing	\$215.25	per hr	13.00%	\$187.27
Architectural Technician	\$246.75	per hr	13.00%	\$214.67
Principal Technician	\$220.50	per hr	13.00%	\$191.84
Senior Technician	\$204.75	per hr	13.00%	\$178.13
Microsoft Technician	\$194.25	per hr	13.00%	\$169.00
Associate Technician	\$168.00	per hr	13.00%	\$146.16
MS Project Manager	\$204.75	per hr	13.00%	\$178.13
Technician V	\$220.50	per hr	13.00%	\$191.84
Technician IV	\$204.75	per hr	13.00%	\$178.13
Technician III	\$178.50	per hr	13.00%	\$155.30
Technician II	\$147.00	per hr	13.00%	\$127.89
Technician I	\$126.00	per hr	13.00%	\$109.62
Technician	\$115.50	per hr	13.00%	\$100.49
Associate Technician	\$94.50	per hr	13.01%	\$82.21

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TECHNICAL SERVICES LABOR CATEGORIES AND DESCRIPTIONS

MS Account Delivery Executive (ADE)

- Coordinate development and delivery of proposals and project deliverables in response to customer tasking requirements
- Work with customer and project team to develop and gain consensus on scope
- Direct the activities of Principal Technicians, Senior Technicians, Microsoft Technicians Associate Technicians, and Sub-Contractors
- Makes project scheduling decisions
- Participate in project staffing decisions
- Participate in strategic planning sessions with Technical Project Manager and customer staff
- Provide key personal link to Senior Executive Microsoft staff including feedback of customer issues
- Provide quality assurance review of engagement processes and deliverables

General Experience: Five to fifteen years demonstrated performance in related technology and business management. Experienced in business development and managing projects involving such complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Lead business contact for customers, and also coordinates and schedules project resources to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience.

Digital Architect (DA)

- Plan, orchestrate and perform execution oversight of strategic digital transformation plans
- Play a central role in the development and delivery of an integrated transformation strategy
- Support the development and delivery plan to further predictable, healthy business results
- Track and take steps to accelerate business value realized from digital transformation programs
- Create strong partnerships to develop strategic and innovative solutions to accelerate transformation
- Use a collaborative and relationship-based approach to dream, design and deliver the digital transformation program of change
- Drives solutions/design wins by performing governance across the portfolio to further quality outcomes
- Key driver of enabling new business models, remove barriers and bring market trends to senior leadership teams to enable a shared vision of digital transformation and journey

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General Experience: Five to twenty years demonstrated performance in a breadth of technologies and related business operations. Experienced in topics such as cloud technologies, business integration, large-scale systems, and transformation processes. Industry experience to challenge the status quo and bring innovation, ideation, and spark divergent thinking within organizational environments.

Functional Responsibilities: Works closely with Microsoft Account Delivery Executive as the Microsoft advocate and sole or shared technical lead to guide customers as they re-imagine and document their end-to-end digital transformation journey in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's Degree and Master's Degree or industry equivalent experience.

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Solution Architect (SA)

- Work with customer and project team to develop and gain consensus on Vision Scope
- Contribute to review of customer tasks and development of MCS strategic approaches
- Direct the activities of Principal Consultants, Senior Consultants, Consultants, Associate Consultants, and partner resources
- Lead role in delivering technical presentations to customer
- Participate in delivering technical presentations to customer staff
- Participate in design review of information systems
- Participate in project staffing decisions
- Participate in strategic planning sessions with MCS Technical project lead(s) and customer staff
- Perform Total Cost of Ownership (TCO) analysis
- Provide key link to Microsoft technology groups
- Provide quality assurance review of engagement process and deliverables
- Participate in design and architecture of complex enterprise systems
- Focus on one or more key lifecycle segments: opportunity, delivery, or operations. Depth architecture specialties may include enterprise, industry, platform and solutions
- Key deliverables and associated activities may include:
 - Enterprise, Platform, Industry, and Solution Architectural Guidance
 - Work with customers to align technology to their business opportunities, identify solution system interfaces, constraints, scope, cost, risks and value, document business, information, application and technology aspects of approach
 - Successful Solution Deployments, Business Value and Customer/Partner Satisfaction
 - Provide quality assurance over both sales opportunities and project delivery, make go/no-go decisions on technical approaches, engage and lead Microsoft and partner resources
 - Operational Excellence and Innovation
 - Drive IP development and reuse initiatives, drive best practices, architectural awareness initiatives
 - Business Strategy and Solutions
 - Provide technical guidance to develop business and market solutions and strategies, align with and support Microsoft product and strategy teams

General Experience: Five to twenty years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and large-scale, complex systems and applications design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Works closely with Microsoft Account Delivery Executive and/or Microsoft Project Manager as the Microsoft advocate and sole or shared technical lead. Enable development, analysis, deployment, and/or solution to remain on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's Degree and Master's Degree or industry equivalent experience.

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Delivery Data Scientist (DS)

- Designs, produces, and creates clear narratives around the customers data to create actionable solutions to the business problem.
- Proposes questions to provide valuable context, and frames broad or ambiguous questions into discrete, manageable problems with well-defined, measurable objectives.
- Incorporates an understanding of the business, customer perspectives, data sources, and methodologies to reframe problems to gain added insight.
- Defines metrics and methodology that accurately quantify the customer/business value of improvements.
- Identifies data sources, integrates multiple sources or types of data, and applies expertise within a data source in order to develop methods to compensate for limitations and extend the applicability of the data.
- Applies (or develops if necessary) tools and pipelines to efficiently collect, clean, and prepare massive volumes of data for analysis.
- Transforms formulated problems into implementation plans for experiments by applying (and creating when necessary) the appropriate methods, algorithms, and tools, and statistically validating the results against biases and errors.
- Interprets results and develops insights into formulated problems within the business/customer context and provides guidance on risks and limitations.
- Proposes team standards for data exploration and statistical data analysis methods, and for how to correctly document the approach, analysis, and results
- Identifies viable approaches efficiently using rapid iterations within a wide range of choices and demonstrates a deep understanding of the quantifiable benefits and trade-offs of each option.

General Experience: Deep machine learning background with a breadth of understanding in both classic machine learning and deep learning. Proven experience developing, testing, and deploying advanced analytics solutions for large engagements in complex heterogeneous environments. Demonstrated leadership in DS overall workflow and methodology supporting the need to move systems into production and support. Working knowledge of emerging trends in AI. Prioritizes Ethics in AI. Expert knowledge in one or more of the following languages: R, Java, Python, F#, C#. Experience using standard machine learning packages and/or libraries. Experience in Microsoft's Machine Learning Service.

Functional Responsibilities: Data science point of contact. Enable data engineering, feature selection, model development and model testing and deployment to remain on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Master's degree in Science, Technology, Engineering and Mathematics (STEM) fields or Bachelor's degree in STEM fields plus 5 years of industry equivalent experience.

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Software Engineer (SWE)

- Analyses technical requirements and develops effective technical solutions
- Lead role in conceiving architectural designs
- Lead role in environment assessments
- Lead and/or participate in the delivery of technical presentations to customer
- Manage specific tasks including directing the efforts of selected MCS and customer staff
- Lead customer envisioning sessions to capture specific customer requirements in concise format
- Participate in design of information systems
- Perform and/or participate in Total Cost of Ownership (TCO) Analysis
- Provide key link to Microsoft technology groups
- Provide leadership and guidance to support the implementation of large systems including methodology, design approaches, and architectural and engineering considerations
- Provide quality assurance review of engagement processes and deliverables
- Serve as technical project lead
- Work with customer staff to implement customer technology (e.g. testing, documentation, user expectations)

General Experience: Five + years demonstrated performance in software design and development. Experienced with cloud and open source platforms and shipping of production systems running on a public cloud. Experienced presenter at tech conferences and user group events. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Lead Microsoft advocate and technical lead. Enable development, analysis, deployment, and/or solution to remain on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience.

MS Architectural Technician (MAT)

- Work with customer and project team to develop and gain consensus on scope
- Contribute to review of customer tasks and development of strategic approaches
- Direct the activities of Principal Technicians, Senior Technicians, Microsoft Technicians ,Associate Technicians , and Sub-Contractors
- Lead role in delivering technical presentations to customer
- Participate in delivering technical presentations to customer staff
- Participate in design review of information systems
- Participate in project staffing decisions
- Participate in strategic planning sessions with Technical Project Manager and customer staff
- Perform Rapid Economic Justification (REJ) and Total Cost of Ownership (TCO) Analysis
- Provide key personal link to Microsoft technology groups
- Provide quality assurance review of engagement process and deliverables

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General Experience: Five to twenty years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and large-scale, complex systems and applications design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Works closely with Project manager as the Microsoft Advocate and sole or shared Technical lead to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience.

MS Principal Technician (MPT)

- Contribute to review of customer tasks and development of strategic approaches
- Direct the activities of other Senior Technicians, Microsoft Technicians, Associate Technicians
- Lead role in delivering technical presentations to customer
- Meet/interview customer to capture specific requirements in concise format
- Participate in delivering technical presentations to customer staff
- Participate in design of information systems
- Participate in project staffing decisions
- Participate in strategic planning sessions with Technical Project Manager and customer staff
- Perform Rapid Economic Justification (REJ) and Total Cost of Ownership (TCO) Analysis
- Provide key personal link to Microsoft technology groups
- Provide quality assurance review of engagement process and deliverables

General Experience: Five to fifteen years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and large-scale, complex systems and applications design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Works closely with Project Manager as the Microsoft Advocate and sole or shared Technical lead to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience.

MS Senior Technician (MST)

- Analyze technical requirements and develop effective technical solutions
- Direct the activities of other Senior Technicians, Microsoft Technicians and Associate Technician Lead role in conceiving architectural designs
- Lead role in current environment assessment
- Lead role in delivering technical presentations to customer

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- Manage specific tasks including directing the efforts of selected staff
- Meet/interview customer to capture specific requirements in concise format
- Participate in design of information systems
- Perform in the role of Enterprise or Partner Strategy Technician
- Perform Rapid Economic Justification (REJ) and Total Cost of Ownership (TCO) Analysis
- Provide key personal link to Microsoft technology groups
- Provide leadership and guidance to support the implementation of large systems including methodology, design approaches, and architectural and engineering considerations
- Provide quality assurance review of engagement processes and deliverables
- Serve as Technical Project Manager
- Work with customer staff to implement customer technology (e.g., testing, documentation, meeting user expectations).

General Experience: Five to fifteen years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Lead Microsoft Advocate and Technical lead to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience.

MS Technician (MT)

- Analyze technical requirements and develop effective technical solutions
- Assist in conceiving architectural designs
- Assist in delivering technical presentations to customer staff
- Assist in the implementation of large systems including methodology, design approaches, and architectural and engineering considerations.
- Design and write code as required for selected customer systems
- Develop documentation on selected customer systems and objectives
- Meet/interview customer to capture specific requirements in concise format
- Perform in the role of Enterprise or Partner Strategy Technician
- Provide key personal link to Microsoft technology groups
- Serve as Technical Project Lead
- Work with customer staff to implement customer technology (e.g., testing, documentation, meeting user expectations).
- Work with customer staff to support technical strategy and control objectives

General Experience: Five plus years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and

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large-scale, complex systems design and implementation. Microsoft will have formally trained this individual in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works closely with Project Manager as the Microsoft Advocate and sole or shared Technical lead to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

MS Associate Technician (MATC)

- Assist in delivering technical presentations to customer staff
- Design and write code as required for selected customer systems
- Develop documentation on selected customer systems and objectives
- Directly involved in the hands-on implementation of customer systems
- Provide Technical Writing and Documentation support
- Work with customer staff personnel to support technical strategy and control objectives

General Experience: One to five years demonstrated performance or internship in related technology. Experienced in topic such complex networks, cross-platform integration and large-scale, complex systems design and implementation. Microsoft will have formally trained this individual in product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works to support the Project Manager to ensure development, analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Technician – US Delivery Center (Remote Delivery)

Provides consulting delivery services remotely from Microsoft Services US Delivery Center as part of overall consulting team.

- Analyze technical requirements and develop effective technical solutions
- Assist in conceiving architectural designs
- Design and write code as required for selected customer systems
- Assist in infrastructure design and deployment activities
- Develop documentation on selected customer systems and objectives
- Remotely assist in delivering technical presentations to customer staff
- Remotely assist in the implementation of large systems including methodology, design approaches, and architectural and engineering considerations
- Remotely work to implement customer technology (e.g. testing, documentation, user expectations)

General Experience: Two to five years demonstrated performance in related technology. Experienced in topics such as complex networks, cloud technologies, cross-platform

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integration and large-scale, complex systems design and implementation. Microsoft will have formally trained this individual in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works closely with Microsoft Account Delivery Executive and/or Microsoft Project Manager as the Microsoft advocate to enable development, analysis, deployment, and/or solution to remain on schedule and in accordance with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Project Manager (PjM) - US Delivery Center (Remote Delivery)

Provides Project Management services remotely from Microsoft Services US Delivery Center as part of the overall consulting team.

- The Project Manager is responsible for overseeing the delivery of a product/service/solution and associated resources within the constraints of schedule, features/functionality, and budget during one or more key lifecycle segments: opportunity, delivery or operations
- Manages key deliverables and associated project activities
- Strong business development skills in needs requirements and business case for projects, strong cross-group collaboration with sales, product development, partners and support
- Responsible for planning, executing, and controlling:
 - Scope of project work, work objectives, deliverables, development of duration estimates and schedule, development of cost estimates, performance management of scope, schedule, resources and cost, project infrastructure to support communications and information needs, use and reuse of IP, support practice management in benchmarking and lessons learned to identify best practice and process improvements, continuous management of risk
 - Quality to meet/exceed conditions of satisfaction, thought leader in project management in one or more key lifecycle segments: opportunity, delivery or operations
 - Manages Microsoft technical personnel in execution of project work

General Experience: Two to five years demonstrated performance in related technology and project management. Experienced in business development and managing projects involving complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Lead Microsoft business contact for customers. Coordinates and schedules project resources. Enable development, analysis, deployment, and/or solution to remain on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience. Certification by the Project Management Institute (PMI®)

Global Delivery Technician – Offshore (Outside US Remote Delivery)

Provides consulting delivery services remotely from Microsoft Services US Delivery Center as part of overall consulting team.

- Analyze technical requirements and develop effective technical solutions

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- Assist in conceiving architectural designs
- Design and write code as required for selected customer systems
- Assist in infrastructure design and deployment activities
- Develop documentation on selected customer systems and objectives
- Remotely assist in delivering technical presentations to customer staff
- Remotely assist in the implementation of large systems including methodology, design approaches, and architectural and engineering considerations
- Remotely work to implement customer technology (e.g. testing, documentation, user expectations)

General Experience: Two to fifteen years demonstrated performance in related technology. Experienced in topics such as complex networks, cloud technologies, cross-platform integration and large-scale, complex systems design and implementation. Microsoft will have formally trained this individual in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works closely with Microsoft Account Delivery Executive and/or Microsoft Project Manager as the Microsoft advocate to enable development, analysis, deployment, and/or solution to remain on schedule and in accordance with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Global Delivery Technician – Onshore (Non US citizen - US Delivery)

Provides consulting delivery services remotely from Microsoft Services US Delivery Center as part of overall consulting team.

- Analyze technical requirements and develop effective technical solutions
- Assist in conceiving architectural designs
- Design and write code as required for selected customer systems
- Assist in infrastructure design and deployment activities
- Develop documentation on selected customer systems and objectives
- Remotely assist in delivering technical presentations to customer staff
- Remotely assist in the implementation of large systems including methodology, design approaches, and architectural and engineering considerations
- Remotely work to implement customer technology (e.g. testing, documentation, user expectations)

General Experience: Two to fifteen years demonstrated performance in related technology. Experienced in topics such as complex networks, cloud technologies, cross-platform integration and large-scale, complex systems design and implementation. Microsoft will have formally trained this individual in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works closely with Microsoft Account Delivery Executive and/or Microsoft Project Manager as the Microsoft advocate to enable development, analysis, deployment, and/or solution to remain on schedule and in accordance with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

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Technician V - Partner (T5)

- Participate in strategic planning sessions with Technical Project Manager and customer staff
- Participate in delivering technical presentations to customer staff
- Serve as Technical Project Manager
- Analyze technical requirements and develop effective technical solutions
- Lead role in conceiving architectural designs
- Lead role in current environment assessment

General Experience: Eight or more years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been trained in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works closely with Project Manager as the Microsoft Advocate and sole or shared Technical lead to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Technician IV – Partner (T4)

- Analyze technical requirements and develop effective technical solutions
- Assist in conceiving architectural designs
- Assist in delivering technical presentations to customer staff
- Assist in the implementation of large systems including methodology, design approaches, and architectural and engineering considerations.
- Design and write code as required for selected customer systems
- Directly involved in the hands-on implementation of customer systems
- Lead role in conceiving architectural designs
- Lead role in current environment assessment
- Meet/interview customer to capture specific requirements in concise format
- Participate in design of information systems
- Work with selected staff to support technical strategy and control objectives

General Experience: Five to eight years demonstrated performance in related technology. Experienced in topics such as complex networks, messaging, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been trained in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works closely with Project Manager as the Microsoft Advocate and sole or shared Technical lead to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

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Technician III – Partner (T3)

- Assist in delivering technical presentations to customer staff
- Design and write code as required for selected customer systems
- Develop documentation on selected customer systems and objectives
- Directly involved in the hands-on implementation of customer systems
- Meet/interview customer to capture specific requirements in concise format
- Work with selected staff personnel to support technical strategy and control objectives

General Experience: Five plus years demonstrated performance in related technology. Experienced in topic such complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been trained in product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works to support the Project Manager to ensure development, analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Technician II - Partner (T2)

- Assist in delivering technical presentations to customer staff
- Design and write code as required for selected customer systems
- Develop documentation on selected customer systems and objectives
- Directly involved in the hands-on implementation of customer systems
- Work with selected staff personnel to support technical strategy and control objectives

General Experience: Three to five years demonstrated performance in related technology. Experienced in topic such complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been trained in product futures, and relevant Certified Training associated with Microsoft's products.

Functional Responsibilities: Works to support the Project Manager to ensure development, analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Technician I - Partner (T1)

- Design and write code as required for selected customer systems
- Directly involved in the hands-on implementation of customer systems
- Provide Technical Writing and Documentation support
- Work with selected staff to support technical strategy and control objectives

General Experience: One to five years demonstrated performance or internship in related technology. Experienced in topic such complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been trained in product futures, and relevant Certified Training associated with Microsoft's products

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Functional Responsibilities: Works to support the Project Manager to ensure development, analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's degree or industry equivalent experience.

Technician - Partner (T)

- Design and write code as required for selected customer systems
- Directly involved in the hands-on implementation of customer systems
- Provide Technical Writing and Documentation support

General Experience: One to three years demonstrated performance or internship in related technology. Experienced in topic such networks, integration and systems design and implementation.

Functional Responsibilities: Works to support the Project Manager to ensure development, analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Degree or industry equivalent experience.

Associate Technician - Partner (AT)

- Develop documentation on selected customer systems and objectives
- Provide Technical Writing and Documentation support

General Experience: Experienced in topic such networks, integration and systems design and implementation.

Functional Responsibilities: Works to support the Project Manager to ensure development, analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Industry equivalent experience.

Education: Bachelor's or Master's degree or industry equivalent experience.

MS Senior Project Manager (SrPJM)

- The Senior Project Manager is responsible for overseeing the delivery of a product/service/solution and associated resources within the constraint of schedule, features/functionality, and budget during one or more key lifecycle segments: opportunity, delivery or operations.
- Manages key deliverables and associated activities
- Strong business development skills in needs requirements and business case for projects, strong cross-group collaboration with legal, sales, product development, partners and support, support the Services Executive and Engagement Manager in closing services sales,
- Responsible for planning, executing, and controlling:
- Scope of project work, work objectives, and deliverables, development of duration estimates and schedule, development of cost estimates, performance management of scope, schedule, resources and cost, project infrastructure to support communications

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and information needs, use and reuse of Intellectual Capital, support practice management in benchmarking and lessons learned to identify best practice and process improvements, continuous management of risk and quality to meet/exceed conditions of satisfaction, thought leader in project management in one or more key lifecycle segments: opportunity, delivery or operations, strong people management skills to direct virtual teams

General Experience: Five to fifteen years demonstrated performance in related technology and project management. Experienced in business development and managing projects involving such complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Lead Microsoft business contact for customers, and also coordinates and schedules project resources to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience. Certification by the Project Management Institute (PMI®).

MS Project Manager (MPjM)

- The Project Manager is responsible for overseeing the delivery of a product/service/solution and associated resources within the constraint of schedule, features/functionality, and budget during one or more key lifecycle segments: opportunity, delivery or operations.
- Manages key deliverables and associated activities
- Strong business development skills in needs requirements and business case for projects, strong cross-group collaboration with legal, sales, product development, partners and support, support the Services Executive and Engagement Manager in closing services sales,
- Responsible for planning, executing, and controlling:
- Scope of project work, work objectives, and deliverables, development of duration estimates and schedule, development of cost estimates, performance management of scope, schedule, resources and cost, project infrastructure to support communications and information needs, use and reuse of Intellectual Capital, support practice management in benchmarking and lessons learned to identify best practice and process improvements, continuous management of risk and quality to meet/exceed conditions of satisfaction, thought leader in project management in one or more key lifecycle segments: opportunity, delivery or operations, strong people management skills to direct virtual teams

General Experience: One to five years demonstrated performance in related technology and project management. Experienced in business development and managing projects involving such complex networks, cross-platform integration and large-scale, complex systems design and implementation. This individual will have been formally trained by Microsoft in one or more of the following areas: Microsoft Solutions Framework, product

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futures, and relevant Certified Training in infrastructure and/or development areas associated with Microsoft's products.

Functional Responsibilities: Lead Microsoft business contact for customers, and also coordinates and schedules project resources to ensure development or analysis or deployment remains on schedule and in line with the current capabilities and future directions of Microsoft products.

Education: Bachelor's or Master's degree or industry equivalent experience. Certification by the Project Management Institute (PMI®).