



## Cost Comparison List

Disciplines	Our Hourly Rate	US Hourly Rate (Based on TCOE)	Save	US Yearly Rate (TCOE**)
Database administrator	\$21	\$68	69%	\$130,266
Database analyst	\$18	\$63	71%	\$120,546
Database architect	\$24	\$85	72%	\$163,444
Database manager	\$21	\$72	71%	\$139,199
Data encoder/decoder	\$8	\$22	64%	\$42,610
E-commerce specialist	\$21	\$71	70%	\$135,963
Help desk / technical support specialist	\$13	\$41	68%	\$79,070
IT / IS systems analyst	\$18	\$63	71%	\$120,618
Messaging / e-mail / groupware specialist	\$21	\$72	71%	\$137,308
Network Administrator	\$14	\$51	72%	\$97,692
Network architect	\$29	\$76	62%	\$146,285
Network engineer	\$19	\$62	69%	\$118,733
Programmer / analyst - Sr.	\$21	\$58	64%	\$110,817
Programmer / analyst - Lead	\$23	\$61	63%	\$117,993
Project leader	\$23	\$70	67%	\$134,201
Quality assurance specialist	\$18	\$60	70%	\$114,333
Senior systems analyst	\$21	\$70	70%	\$134,449
Software developer	\$19	\$67	72%	\$129,593
Software engineer	\$21	\$72	71%	\$138,491
Storage administrator	\$18	\$62	71%	\$119,834
Storage architect / engineer	\$24	\$87	72%	\$166,344
Systems administrator	\$16	\$56	72%	\$107,945
Systems analyst	\$18	\$60	70%	\$115,015
Systems architect	\$24	\$84	71%	\$160,852
Systems programmer	\$21	\$70	70%	\$133,531
Web developer	\$16	\$54	70%	\$103,746
Webmaster	\$16	\$56	71%	\$107,531
SEO/SEM Specialist	\$15	\$47	68%	\$89,566

\*\* TCOE (Total Cost of Employment)

ComputerWorld Annual IT Salary Survey (National Average)

<http://www.computerworld.com/s/salary-survey/tool/2010/>

\*\* TCOE = Base Salary + Overheads/Benefits (Base Salary \* 43%) + Mgmt/Admin Costs (Base Salary \* 7%)



## Yearly Staffing Cost Comparison

(30 Members Web Development Project Team)

	<b>Our Hourly Rate</b>	<b>Number of Staff</b>	<b>Using APiNE Service</b>	<b>In-house U.S. Employees</b>	<b>US Hourly Rate</b>	<b>Save</b>
Database administrator	<b>\$23</b>	1	<b>\$44,160</b>	\$130,266	\$68	66%
Data encoder/decoder	<b>\$8</b>	1	<b>\$15,360</b>	\$42,610	\$22	64%
Network Administrator	<b>\$16</b>	1	<b>\$30,720</b>	\$97,692	\$51	69%
Programmer / analyst - Sr.	<b>\$23</b>	14	<b>\$618,240</b>	\$1,551,443	\$58	60%
Programmer / analyst - Lead	<b>\$25</b>	4	<b>\$192,000</b>	\$471,972	\$61	59%
Project leader	<b>\$25</b>	2	<b>\$96,000</b>	\$268,403	\$70	64%
Quality assurance specialist	<b>\$20</b>	1	<b>\$38,400</b>	\$114,333	\$60	66%
Software developer	<b>\$21</b>	4	<b>\$161,280</b>	\$518,370	\$67	69%
Webmaster	<b>\$18</b>	1	<b>\$34,560</b>	\$107,531	\$56	68%
SEO/SEM Specialist	<b>\$17</b>	1	<b>\$32,640</b>	\$89,566	\$47	64%

Yearly Savings: **\$2,128,826**

Yearly Savings / Staff: **\$70,961**