



Full Cost Comparison Table

Senior Position 5-10 Years of Experience	APINETECH Hourly Leasing Rate	Savings	U.S. In-house Hourly Staff Rate	U.S. In-house Yearly Staff Rate	Average Salary & Bonus*	Overheads/Benefits (43% of Salary/Bonus)	Admin/Mgmt Cost (7% of Salary/Bonus)
Database Administrator	\$23	66%	\$68	\$130,266	\$86,844	\$37,343	\$6,079
Database Analyst	\$20	68%	\$63	\$120,546	\$80,364	\$34,557	\$5,625
Database Architect	\$27	68%	\$85	\$163,444	\$110,435	\$45,278	\$7,730
Database Manager	\$23	68%	\$72	\$139,199	\$93,422	\$39,237	\$6,540
Data Entry Clerk	\$8	64%	\$22	\$42,610	\$26,631	\$14,114	\$1,864
E-commerce Specialist	\$23	68%	\$71	\$135,963	\$91,250	\$38,325	\$6,388
Help Desk/Technical Support Specialist	\$14	66%	\$41	\$79,070	\$50,363	\$25,182	\$3,525
IT/IS Systems Analyst	\$20	68%	\$63	\$120,618	\$80,412	\$34,577	\$5,629
Messaging/E-mail/Groupware Specialist	\$23	68%	\$72	\$137,308	\$92,153	\$38,704	\$6,451
Network Administrator	\$16	69%	\$51	\$97,692	\$63,027	\$30,253	\$4,412
Network Architect	\$30	61%	\$76	\$146,285	\$98,841	\$40,525	\$6,919
Network Engineer	\$21	66%	\$62	\$118,733	\$79,155	\$34,037	\$5,541
Programmer/Analyst - Sr.	\$23	60%	\$58	\$110,817	\$73,389	\$32,291	\$5,137
Programmer/Analyst - Lead	\$25	59%	\$61	\$117,993	\$78,662	\$33,825	\$5,506
Project Leader	\$23	67%	\$70	\$134,201	\$90,068	\$37,829	\$6,305
Quality Assurance Specialist	\$20	66%	\$60	\$114,333	\$75,717	\$33,315	\$5,300
Senior Systems Analyst	\$23	67%	\$70	\$134,449	\$90,234	\$37,898	\$6,316
Software Developer	\$21	69%	\$67	\$129,593	\$86,395	\$37,150	\$6,048
Software Engineer	\$23	68%	\$72	\$138,491	\$92,947	\$39,038	\$6,506
Storage Administrator	\$20	68%	\$62	\$119,834	\$79,889	\$34,352	\$5,592
Storage Architect/Engineer	\$27	69%	\$87	\$166,344	\$113,159	\$45,264	\$7,921
Systems Administrator	\$18	68%	\$56	\$107,945	\$71,487	\$31,454	\$5,004
Systems Analyst	\$20	67%	\$60	\$115,015	\$77,191	\$32,420	\$5,403
Systems Architect	\$27	68%	\$84	\$160,852	\$108,684	\$44,560	\$7,608
Systems Programmer	\$23	67%	\$70	\$133,531	\$89,618	\$37,640	\$6,273
Web Developer	\$18	67%	\$54	\$103,746	\$66,933	\$32,128	\$4,685
Webmaster	\$18	68%	\$56	\$107,531	\$69,375	\$33,300	\$4,856
SEO/SEM Specialist	\$17	64%	\$47	\$89,566	\$58,540	\$26,928	\$4,098

** 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%)