MA 18P 23080100000000000018
MODIFICATION

State of Maine

Master Agreement

Effective Date: 08/01/23
Expiration Date: 10/31/27

Master Agreement Description: Microsoft Training Services

Buyer Information
Justin Franzose   207-624-7337   **ext.**   justin.franzose@maine.gov

Issuer Information
Nancy Tan   207-458-6050   **ext.**   nancy.tan@maine.gov

Requestor Information
Nancy Tan   207-458-6050   **ext.**   nancy.tan@maine.gov

Agreement Reporting Categories

Reason For Modification: To update vendor's legal name.

Authorized Departments

ALL

Vendor Information

Vendor Line #: 1

Vendor ID
VS0000024498

Vendor Name
NEW HORIZONS LEARNING LLC

Alias/DBA
NEW HORIZONS

Vendor Address Information
707 LANDA ST

NEW BRAUNFELS, TX 78130
US

Vendor Contact Information
PURCHASING
539-222-4110   **ext.**
info@newhorizons.com

Commodity Information

Vendor Line #: 1

Vendor Name: NEW HORIZONS LEARNING LLC

Commodity Line #:   1

Commodity Code: 92091

Commodity Description: Microsoft Training Services

Commodity Specifications:

Commodity Extended Description: Microsoft Training Services
As per the specifications attached and made part of this MA.

Quantity	UOM	Unit Price
0.00000		0.000000

Delivery Days   **Free On Board**

Contract Amount	Service Start Date	Service End Date
0.00	08/01/23	10/31/27

Catalog Name   **Discount**
0.0000   %

Discount Start Date   **Discount End Date**

Please see authorized signatures displayed on the next page

Each signatory below represents that the person has the requisite authority to enter into this Contract. The parties sign and cause this Contract to be executed.

State of Maine - Department of Administrative and Financial Services

DocuSigned by:

David Morris

2A644A55681E483...

5/7/2024

_____
Signature   Date

David Morris, Acting Chief Procurement Officer

Vendor

DocuSigned by:

Gregory S Pierce

B3818643ED5C49A...

5/7/2024

_____
Signature   Date

Gregory S Pierce   VP Legal & General Counsel

_____
Print Representative Name and Title

DocuSigned by:

Nicholas Marquis

A29C99359A37464...

5/7/2024

Nicholas Marquis   Acting CIO.

RIDERS

☑	The following riders are hereby incorporated into this Contract and made part of it by reference: (check all that apply)
☒	Rider A – Scope of Work and/or Specifications
☒	Rider B – Terms and Conditions
☐	Rider C - Exceptions
☐	Bid Cover Page and Debarment Form
☒	Debarment, Performance, and Non-Collusion Certification
☐	Price sheet (attach excel spreadsheet to post on website)
☐	Other – Included at Department's Discretion

Advantage CT#: MA 18P 23080100000000000018

AGREEMENT TO PURCHASE SERVICES (BP54-IT)

THIS AGREEMENT, made this 1st day of August, 2023, is by and between the State of Maine, Department of Administrative and Financial Services, Office of Information Technology, hereinafter called "Department," and United Training, located at 707 Landa St, New Braunfels, TX, hereinafter called "Provider," for the period of July 1, 2023. to October 31, 2027.

The AdvantageME Vendor/Customer number of the Provider is VS0000024498

WITNESSETH, that for and in consideration of the payments and agreements hereinafter mentioned, to be made and performed by the Department, the Provider hereby agrees with the Department to furnish all qualified personnel, facilities, materials and services and in consultation with the Department, to perform the services, study or projects described in Rider A, and under the terms of this Agreement. The following riders are hereby incorporated into this Agreement and made part of it by reference:

> Rider A - Specifications of Work to be Performed
> Rider B-IT - Payment and Other Provisions
> Rider C – Exceptions to Rider B-IT
> Rider D/E/F – At Department's Discretion
> Rider G – Identification of Country in Which Contracted Work will be Performed
> Attachment A/B – At Department's Discretion

IN WITNESS WHEREOF, the Department and the Provider, by their representatives duly authorized, have executed this agreement in one original copy.

Department Representative: Department of Administrative and Financial Services Office of Information Technology

DocuSigned by:
Dawnna Pease
E506E204507747E...

8/12/2023

BY: Signature **Dawnna Pease, Director Computing Infrastructure Services Date**

Provider Representative: United Training Commercial, LLC

DocuSigned by:
Gregory S Pierce
B67BC504F18D437...

8/8/2023

BY: Signature **Brenda Carnes, Provider Representative Date**

Department of Administrative and Financial Services, Office of Information Technology:

DocuSigned by:
Nicholas Marquis
A29C99359A37464...

8/12/2023

BY: Signature **Nicholas Marquis, Chief Information Officer**   **Date**

BP54-IT Template – REV 6/6/2023

TOTAL AGREEMENT AMOUNT $ **To be billed to agencies requesting services.**

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RIDER A
SPECIFICATIONS OF WORK TO BE PERFORMED

TABLE OF CONTENTS

I. ACRONYMS/DEFINITIONS:
The following terms and acronyms shall have the meaning indicated below as referenced in this Contract:

COMMONLY KNOWN ACRONYMS AND DEPARTMENT ABBREVIATIONS	
BAA	Business Associate Agreement
Contract	Formal and legal binding agreement
Department	State of Maine Department Entering into this Contract
Provider	Organization providing services under this Contract
State	State of Maine

II. INTRODUCTION/OVERVIEW:

The purpose of this Agreement is to engage a learning partner that currently holds and maintains an active Learning Competency status under the Microsoft Partner Network to provide a comprehensive learning solution, by delivering quality training in Microsoft technologies to all agencies within the state of Maine.

III. DELIVERABLES:

The Provider shall perform all services and maintain all standards and requirements for services provided under this Contract in accordance with the below:
   a) The Provider will give access to high quality training courses that meet all requirements in a consistent, professional, and timely manner.
   b) The Department and The Provider shall establish a mutually agreed-upon student evaluation satisfaction survey to track student satisfaction in relation to the subscribed course.
   c) The Provider shall distribute student evaluation survey within twenty-four (24) hours after each course ends. All student responses to course evaluations will be sent to the Department within five (5) business days.

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d) On a quarterly basis, The Provider shall deliver to the Department a compiled report indicating each course for which they provided services and the overall satisfaction score for the course.

e) Upon delivery of each report, the parties will meet jointly to identify any areas of student dissatisfaction, if any.

f) The Provider will prepare a plan with the Department's input and approval to resolve student dissatisfaction.

g) The Provider will notify the Department in writing of course cancellation at least five (5) business days prior to the course start date (unless circumstances beyond the instructor's control like death of family member or instructor's illness).

h) The Department will not pay any fees for courses that are cancelled by The Provider.

i) The Department will make every effort to keep the agreed upon schedule for each training. In the event, the Department must cancel a scheduled course, no cancellation fees may be charged if the course is cancelled up to five (5) business days prior to the scheduled course (unless circumstances beyond control like weather or pandemic).

j) If the Department cancels the course with less than five (5) business days from the scheduled start of the course, a cancellation fee may be assessed to the Department by the The Provider.

k) The Department reserves the right to negotiate cancellation fees for any trainings resulting from this Request for Proposal. In any case, The Provider will work to reschedule the student.

l) The Provider will provide and maintain a user-friendly website for the duration of the proposed contract

m) The Provider will provide a continually updated course catalog including general descriptions, as well as detailed course outlines and class dates options on the open enrollment published schedule.

IV. TECHNICAL REQUIREMENTS:

A. General Guidelines

1. The Provider is required to deliver Microsoft Official Courses (MOC) using three (3) delivery methods:
    a. Classroom-based (on-site, instructor led)
    b. Virtual (instructor-led)
    c. Blended instruction (any combination of all methods)
2. Self-paced training is excluded.
3. All training requests to The Provider will be from the Office of Information Technology.
    a. State employees may not directly request or "register" for any courses.
    b. The Office of Information Technology will work with The Provider to register students, schedule classes, and coordinate the logistics of all training courses.
4. Once the Office of Information Technology has provided the names of students to be enrolled in a specific course, The Provider must send a notification email to the Office of Information Technology and student(s) who have been enrolled in the training at a minimum of five (5) business days prior to the training start date. The notification should be sent via email and shall include the following:
    a. Instructor's name and contact information
    b. Start time and location of training

      c. Any other special instructions or materials required

   5. In the event the Department notifies The Provider of student enrollment within five (5) business days of the training start date, a notification message should be sent by the Bidder at the time of enrollment confirming enrollment.

B. Service Location

   1. The Provider is required to provide classroom-based training on-site in Augusta, Maine or at another designated location mutually agreed upon within the State of Maine.

   2. At the Department's discretion, some classroom-based training may be held at The Provider's training facility.

   3. The Provider's training facility must meet the following requirements:

      a. Learning lab that provides students with necessary learning equipment such as computers, internet access, etc.

      b. Compliant with American Disability Act (ADA), http://www.ada.gov/ and as requested, meet reasonable special accommodations.

      c. An adjustable thermostat must be installed on the premises (cooling and/or heating according to student needs).

      d. Projection equipment such as an overhead projector and LCD panel; a high-definition television or equivalent display device with a diagonal display area of at least 40 inches one meter) must be available.

      e. A projection screen with a diagonal measurement of at least six feet (or two meters) must be available.

      f. Trainer must be able to darken the classroom for display purposes.

C. Microsoft Official Courses

The Department requires The Provider to provide Microsoft Official Courses in all currently supported Microsoft technologies and in compliance with Microsoft's Learning Competency Guidelines and Agreement. The MOC can be found in the embedded document below in Appendix D.

D. Courseware, Training Software, Tools, Reference Materials, and Post Training Surveys

   1. The Provider will be required to provide all materials needed for all trainings. This includes:

      a. Registration,

      b. Courseware,

      c. Training software,

      d. Tools,

      e. Reference materials, and

      f. Post training surveys.

   2. The Department requires The Provider to make materials, courseware, training software, student login, and reference materials available to students in a timely manner.

      a. On-site: Courseware must arrive 2-3 business days prior to on-site training date.

      b. Awarded Bidder's Training Facility: Courseware must be provided to students at the start of a course.

      c. Virtual: Student log-in information must be provided 2-3 business days prior to the start of a course to ensure students will be ready to start course at the specified time.

       3.   The Department understands in extreme circumstances there may be times when materials (courseware, training software, student login, and any reference materials) will not be available in advance for a specific class.

              a.   The Provider must notify Office of Information Technology as soon as possible, in the event of an extreme circumstance.

    E.   Student Certificate of Completion

The Department requires each student to receive a certificate of completion within three (3) business days of course ending. The Provider will provide a certificate of completion to each student via email.

RIDER B-IT
METHOD OF PAYMENT AND OTHER PROVISIONS

1. **AGREEMENT AMOUNT:** $ 0

2. **INVOICES AND PAYMENTS:** The Department will pay the Provider as follows:

    To be billed to agencies requesting services, see appendix D for cost sheet.

    Invoices for payment, submitted on forms approved by the Department, shall be submitted to the Agreement Administrator. Invoices shall contain sufficient detail to allow proper cost allocation and shall be accompanied by supporting documentation. No invoice will be processed for payment until approved by the Agreement Administrator. All invoices require the following:

    A. All invoices must include the Vendor Code number assigned when registering as a vendor with the State of Maine. This number appears on all Contracts and Purchase Orders and can be acquired from the agency contact.

    B. All invoices must include the vendor's Federal ID Number.

    C. All invoices must include either the Purchase Order number or the Contract number relating to the commodities/services provided.

    D. In cases where hourly rates of contracted resources are concerned, invoices must contain a copy or copies of time sheets associated with that invoice. Time sheets will need to be reviewed and approved by the State's contract administrator.

    Payments are subject to the Provider's compliance with all items set forth in this Agreement. The Department will pay the Provider within thirty (30) days following the receipt of an approved invoice.

    The Department may withhold a Retainage for project-based services in the following manner:

    •   The allowable payment amount from each project milestone payment will be multiplied by ten (10) percent, giving the amount that will be withheld from payment. Ninety (90) percent of the allowable project milestone payment amount will be paid to the Provider.

    •   The Retainage will be held by the Department until the end of the warranty period.

    The charges described in this Agreement are the only charges to be levied by the Provider for the products and services to be delivered by it. There are no other charges to be made by the Provider to the Department, unless they are performed in accordance with the provisions of Section 5, Changes in the Work. The Provider shall maintain documentation for all charges against the Department under this Agreement.

3. **INDEPENDENT CAPACITY:** In the performance of this Agreement, the Provider shall act in the capacity of an independent contractor and not as an employee or agent of the State.

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4. **AGREEMENT ADMINISTRATOR:** The Agreement Administrator is the Department's representative for this Agreement. S/he is the single authority to act on behalf of the Department for this Agreement. S/he shall approve all invoices for payment. S/he shall make decisions on all claims of the Provider. The Provider shall address all contract correspondence and invoices to the Agreement Administrator. The following person is the Agreement Administrator for this Agreement:

Name:	Dawnna Pease	Title:	Director Computer Infrastructure Services
Address:	51 Commerce Dr., 4th Floor, Augusta, Me 04330		
Email:	dawnna.pease@maine.gov	Telephone:	207-624-7548

The following individual is designated as the Program Administrator for this Agreement and shall be responsible for oversight of the programmatic aspects of this Agreement.   All project status reports, day to day operational issues and project program material and issues shall be directed to this individual.

Name:	Dawnna Pease	Title:	Director Computer Infrastructure Services
Address:	51 Commerce Dr., 4th Floor, Augusta, Me 04330		
Email:	dawnna.pease@maine.gov	Telephone:	207-624-7548

5. **CHANGES IN THE WORK:** The Department may order changes in the work, the Agreement Amount being adjusted accordingly. Any monetary adjustment or any substantive change in the work shall be in the form of an amendment signed by both parties and approved by the State Purchases Review Committee. Said amendment must be effective prior to the execution of the changed work.

6. **SUBCONTRACTORS:** The Provider may not enter into any subcontract for the work to be performed under this Agreement without the express written consent of the Department. This provision shall not apply to contracts of employment between the Provider and its employees.

The Provider is solely responsible for the performance of work under this Agreement. The approval of the Department for the Provider to subcontract for work under this Agreement shall not relieve the Provider in any way of its responsibility for performance of the work.

All Subcontractors shall be bound by the terms and conditions set forth in this Agreement. The Provider shall give the State immediate notice in writing of any legal action or suit filed, and prompt notice of any claim made against the Provider by any Subcontractor, which may result in litigation related in any way to this Agreement, or which may affect the performance of duties under this Agreement. The Provider shall indemnify and hold harmless the Department from and against any such claim, loss, damage, or liability as set forth in Section 16, State held Harmless.

7. **SUBLETTING, ASSIGNMENT OR TRANSFER:** The Provider shall not sublet, sell, transfer, assign, or otherwise dispose of this Agreement, or any portion thereof, or of its right, title, or

interest therein, without the written approval of the Department. Such approval shall not in any case relieve the Provider of its responsibility for performance of work under this Agreement.

8. **<u>EQUAL EMPLOYMENT OPPORTUNITY</u>:** During the performance of this Agreement, the Provider certifies as follows:

1. The Provider shall not discriminate against any employee or applicant for employment relating to this Agreement because of race, color, religious creed, sex, national origin, ancestry, age, physical or mental disability, or sexual orientation, unless related to a *bona fide* occupational qualification. The Provider shall take affirmative action to ensure that applicants are employed, and employees are treated during employment, without regard to their race, color, religion, sex, age, national origin, physical or mental disability, or sexual orientation.

   Such action shall include but not be limited to the following: employment, upgrading, demotions, or transfers; recruitment or recruitment advertising; layoffs or terminations; rates of pay or other forms of compensation; and selection for training including apprenticeship. The Provider agrees to post in conspicuous places, available to employees and applicants for employment, notices setting forth the provisions of this nondiscrimination clause.

2. The Provider shall, in all solicitations or advertising for employees placed by, or on behalf of, the Provider, relating to this Agreement, state that all qualified applicants shall receive consideration for employment without regard to race, color, religious creed, sex, national origin, ancestry, age, physical or mental disability, or sexual orientation.

3. The Provider shall send to each labor union, or representative of the workers, with which it has a collective bargaining agreement, or other agreement or understanding, whereby it is furnished with labor for the performance of this Agreement, a notice to be provided by the contracting agency, advising the said labor union or workers' representative of the Provider's commitment under this section, and shall post copies of the notice in conspicuous places, available to employees and applicants for employment.

4. The Provider shall inform the contracting Department's Equal Employment Opportunity Coordinator of any discrimination complaints brought to an external regulatory body (Maine Human Rights Commission, EEOC, Office of Civil Rights, etc.) against itself by any individual, as well as any lawsuit regarding alleged discriminatory practice.

5. The Provider shall comply with all aspects of the Americans with Disabilities Act (ADA) in employment, and in the provision of service, to include accessibility and reasonable accommodations for employees and clients.

6. Contractors and Subcontractors with contracts in excess of $50,000 shall also pursue in good faith affirmative action programs.

7. The Provider shall cause the foregoing provisions to be inserted in any subcontract for any work covered by this Agreement so that such provisions shall be binding upon each Subcontractor, provided that the foregoing provisions shall not apply to contracts or subcontracts for standard commercial supplies or raw materials.

9. **EMPLOYMENT AND PERSONNEL:** The Provider shall not engage any person in the employ of any State Department or Agency in a position that would constitute a violation of 5 MRSA § 18 or 17 MRSA § 3104. The Provider shall not engage on a full-time, part-time, or any other basis, during the period of this Agreement, any personnel who are, or have been, at any time during the period of this Agreement, in the employ of any State Department or Agency, except regularly retired employees, without the written consent of the State Purchases Review Committee. Further, the Provider shall not engage on this project on a full-time, part-time, or any other basis, during the period of this Agreement, any retired employee of the Department, who has not been retired for at least one year, without the written consent of the State Purchases Review Committee. The Provider shall cause the foregoing provisions to be inserted in any subcontract for any work covered by this Agreement, so that such provisions shall be binding upon each Subcontractor, provided that the foregoing provisions shall not apply to contracts or subcontracts for standard commercial supplies or raw materials.

10. **STATE EMPLOYEES NOT TO BENEFIT:** No individual employed by the State at the time this Agreement is executed, or any time thereafter, shall be admitted to any share or part of this Agreement, or to any benefit that might arise there from, directly or indirectly, that would constitute a violation of 5 MRSA § 18 or 17 MRSA § 3104. No other individual employed by the State at the time this Agreement is executed, or any time thereafter, shall be admitted to any share or part of this Agreement, or to any benefit that might arise there from, directly or indirectly, due to his employment by, or financial interest in, the Provider, or any affiliate of the Provider, without the written consent of the State Purchases Review Committee. The Provider shall cause the foregoing provisions to be inserted in any subcontract for any work covered by this Agreement so that such provisions shall be binding upon each Subcontractor, provided that the foregoing provisions shall not apply to contracts or subcontracts for standard commercial supplies or raw materials.

11. **NO SOLICITATION:** The Provider certifies that it has not employed or contracted with any company or person, other than for assistance with the normal study and preparation of a proposal, to solicit or secure this Agreement, and that it has not paid, or agreed to pay, any company or person, other than a *bona fide* employee working solely for the Provider, any fee, commission, percentage, brokerage fee, gifts, or any other consideration, contingent upon, or resulting from, the award of this Agreement. For breach or violation of this provision, the Department shall have the right to terminate this Agreement without liability or, at its discretion, to otherwise recover the full amount of such fee, commission, percentage, brokerage fee, gift, or contingent fee.

12. **ACCOUNTING, RECORDS, AND AUDIT:**

   1. The Provider shall maintain all books, documents, payrolls, papers, accounting records, and other evidence pertaining to this Agreement, including interim reports and working papers, and make such materials available at its offices at all reasonable times during the period of this Agreement, and for a period of five (5) years following termination or expiration of the Agreement. If any litigation, claim or audit is started before the expiration of the 5-year period, the records must be retained until all litigation, claims or audit findings involving the agreement have been resolved.

2. Unless the Department specifies in writing a shorter period of time, the Provider agrees to preserve and make available all documents and records pertaining to this Agreement for a period of five (5) years from the date of termination of this Agreement.

3. Records involving matters in litigation shall be kept for one year following the termination of litigation, including all appeals.

4. Authorized Federal and State representatives shall have access to, and the right to examine, all pertinent documents and records during the five-year post-Agreement period. During the five-year post-Agreement period, delivery of, and access to, all pertinent documents and records will be at no cost to the Department.

5. The Provider shall be liable for any State or Federal audit exceptions, if applicable, that arise out of any action, inaction, or negligence by the Provider. In the event of an audit exception for which the Provider is liable, the Provider shall have thirty (30) days to remedy that exception. If the Provider fails to remedy that exception within this time period, the Provider shall immediately return to the Department all payments made under this Agreement which have been disallowed in the audit exception.

6. Authorized State and Federal representatives shall at all reasonable times have the right to enter the premises, or such other places, where duties under this Agreement are being performed, to inspect, monitor, or otherwise evaluate, the work being performed. All inspections and evaluations shall be performed in such a manner that will not compromise the work unreasonably.

7. ACCESS TO PUBLIC RECORDS **-** As a condition of accepting a contract for services under this section, a contractor must agree to treat all records, other than proprietary information, relating to personal services work performed under the contract as public records under the freedom of access laws to the same extent as if the work were performed directly by the department or agency. For the purposes of this subsection, "proprietary information" means information that is a trade secret or commercial or financial information, the disclosure of which would impair the competitive position of the contractor and would make available information not otherwise publicly available. Information relating to wages and benefits of the employees performing the personal services work under the contract and information concerning employee and contract oversight and accountability procedures and systems are not proprietary information. The Provider shall maintain all books, documents, payrolls, papers, accounting records and other evidence pertaining to this Agreement and make such materials available at its offices at all reasonable times during the period of this Agreement and for such subsequent period as specified under Maine Uniform Accounting and Auditing Practices for Community Agencies (MAAP) rules. The Provider shall allow inspection of pertinent documents by the Department or any authorized representative of the State of Maine or Federal Government, and shall furnish copies thereof, if requested. This subsection applies to contracts, contract extensions and contract amendments executed on or after October 1, 2009.

13. **TERMINATION:** The performance of work under this Agreement may be terminated by the Department in whole or in part, whenever, for any reason the Agreement Administrator shall determine that such termination is in the best interests of the Department. Any such termination shall be effected by the delivery to the Provider of a Notice of Termination specifying the extent to

which the performance of work under this Agreement is terminated, and the date on which such termination becomes effective. The Agreement shall be equitably adjusted to compensate for such termination and modified accordingly.

Upon receipt of the Notice of Termination, the Provider shall:

1. Stop work under this Agreement on the date and to the extent specified in the Notice of Termination;

2. Take such action as may be necessary, or as the Agreement Administrator may direct, for the protection and preservation of the property, information, and data related to this Agreement, which is in the possession of the Provider, and in which the Department has, or may acquire, an interest;

3. Terminate all orders to the extent that they relate to the performance of the work terminated by the Notice of Termination;

4. Assign to the Department in the manner, and to the extent directed by the Agreement Administrator, all of the rights, titles, and interests of the Provider under the orders so terminated, in which case the Department shall have the right, at its discretion, to settle or pay any or all claims arising out of the termination of such orders;

5. With the approval of the Agreement Administrator, settle all outstanding liabilities and claims, arising out of such termination of orders, the cost of which would be reimbursable in whole or in part, in accordance with the provisions of this Agreement;

6. Transfer title to the Department (to the extent that title has not already been transferred) and deliver in the manner, at the times, and to the extent directed by the Agreement Administrator, equipment and products purchased pursuant to this Agreement, and all files, source code, data manuals, or other documentation, in any form, that relate to all the work completed, or in progress, prior to the Notice of Termination;

7. Complete the performance of such part of the work as shall not have been terminated by the Notice of Termination; and

8. Proceed immediately with the performance of the preceding obligations, notwithstanding any delay in determining or adjusting the amount of any compensation under this section.

Notwithstanding the above, nothing herein shall limit the right of the Department to pursue any other legal remedies against the Provider.

14. **GOVERNMENTAL REQUIREMENTS:** The Provider shall comply with all applicable governmental ordinances, laws, and regulations.

15. **GOVERNING LAW:** This Agreement shall be governed by, interpreted, and enforced in accordance with the laws, statutes, and regulations of the State of Maine, without regard to conflicts of law provisions. The provisions of the United Nations Convention on Contracts for the International Sale of Goods and of the Uniform Computer Information Transactions Act shall not

apply to this Agreement. Any legal proceeding against the Department regarding this Agreement shall be brought in the State of Maine in a court of competent jurisdiction.

16. **STATE HELD HARMLESS:** The Provider shall indemnify and hold harmless the Department and its officers, agents, and employees from and against any and all claims, liabilities, and costs, including reasonable attorney fees, for any or all injuries to persons or property or claims for money damages, including claims for violation of intellectual property rights, arising from the negligent acts or omissions of the Provider, its employees or agents, officers or Subcontractors in the performance of work under this Agreement; provided, however, the Provider shall not be liable for claims arising out of the negligent acts or omissions of the Department, or for actions taken in reasonable reliance on written instructions of the Department.

17. **LIMITATION OF LIABILITY:** The Provider's liability to the Department, for damages sustained by the Department, as the result of Provider's default, or acts, or omissions, in the performance of work under this Agreement, whether such damages arise out of breach, negligence, misrepresentation, or otherwise, shall be the greater of any actual direct damages, up to the limits of the insurance required herein, or three times the value of the Product or Service that is the subject of this Agreement, up to a maximum of $25,000,000, but not less than $400,000.

    For instance, if this Agreement is valued at $15,000,000, then the Provider's liability is up to $25,000,000. But if this Agreement is valued at $100,000, then the Provider's liability is no greater than $400,000.

    Notwithstanding the above, Provider shall not be liable to the Department for any indirect or consequential damages not covered by any of the insurances required herein.

18. **NOTICE OF CLAIMS:** The Provider shall give the Agreement Administrator immediate notice in writing of any legal action or suit filed related in any way to this Agreement, or which may affect the performance of duties under this Agreement, and prompt notice of any claim made against the Provider by any Subcontractor, which may result in litigation related in any way to this Agreement, or which may affect the performance of duties under this Agreement.

19. **APPROVAL:** This Agreement must be approved by the State Controller and the State Purchases Review Committee before it can be considered a valid enforceable document.

20. **INSURANCE REQUIREMENTS:** The Provider shall procure and maintain insurance against claims for injuries to persons, or damages to property, which may arise from, or in connection to, the fulfillment of this Agreement, by the Provider, its agents, representatives, employees, or Subcontractors. The insurance shall be secured by the Provider, at the Provider's expense, and maintained in force, at all times during the term of this Agreement, and, for any claims-made (as opposed to occurrence-based) policy(ies), for a period of not less than two (2) years thereafter.

    1. Minimum Coverage

        a) Errors & Omissions, or Professional Liability Insurance, or Insurance by any other name, covering the following:

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A.   All acts, errors, omissions, negligence, infringement of intellectual property (except patent and trade secret) in an amount not less than $1,000,000 per occurrence, and as an annual aggregate;

B.   Network security and privacy risks, including, but not limited to, unauthorized access, failure of security, breach of privacy, wrongful disclosure, collection, or other negligence in the handling of confidential information, related regulatory defense, and penalties in an amount not less than $1,000,000 per occurrence, and as an annual aggregate;

C.   Data breach expenses, in an amount not less than (*see NOTE below and insert the appropriate limit based upon the number of Personally Identifiable Information records*) $____0__, and payable, whether incurred by the Department or the Provider; for and on behalf of the Department, including, but not limited to:
C.1)   Consumer notification, whether or not required by law;
C.2)   Forensic investigations;
C.3)   Public relations and crisis management fees; and
C.4)   Credit or identity monitoring, or similar remediation services.

The policy shall affirm coverage for contingent bodily injury and property damage arising from the failure of the Provider's technology services, or an error, or omission, in the content of, and information from, the Provider. If a sub-limit applies to any element of the coverage, the certificate of insurance must specify the coverage section and the amount of the sub-limit.

NOTE: *Personally Identifiable Information (PII) is information that can be used to identify a single person, such as name, social security number, date and place of birth, mother's maiden name, driver's license, biometrics, etc. Maine State law also has a more specific definition in 10 M.R.S. §1347(6).*
The Data Breach component of the Insurance (per occurrence) is pegged to the number of PII records that are the subject of this Agreement.

Number of PII Records	*Insurance per Occurrence*
1 through 3,000	*$400,000*
3,001 through 100,000	*$1,000,000*
100,001 through 1,000,000	*$5,000,000*
Greater than 1,000,000	*$10,000,000*

b)   Workers' Compensation and employer's liability, as required by law;

c)   Property (including contents coverage for all records maintained pursuant to this Agreement): $1,000,000 per occurrence;

d)   Automotive Liability of not less than $400,000 per occurrence single limit if the Provider will use vehicles to fulfill the contract;

e) Crime, in an amount not less than $___0___ *(The total monetary amount potentially at risk due to this contract; or Cash Currency and Negotiable Securities actually entrusted to this Provider)*; and

f) Business Interruption, in an amount that would allow the Provider to maintain operations in the event of a Property loss.

2. <u>Other Provisions</u> - Unless explicitly waived by the Department, the insurance policies shall contain, or be endorsed to contain, the following provisions:

a) The Provider's insurance coverage shall be the primary and contributory. Any insurance or self-insurance maintained by the Department for its officers, agents, and employees shall be in excess of the Provider's insurance and shall not contribute to it.

b) The Provider's insurance shall apply separately to each insured against whom claim is made or suit is brought, except with respect to the limits of the insurer's liability.

c) The Provider shall furnish the Department with certificates of insurance, and with those endorsements, if any, affecting coverage, required by these Insurance Requirements. The certificates and endorsements for each insurance policy are to be signed by a person authorized by the insurer to bind coverage on its behalf. All certificates and endorsements are to be received and approved by the Department before this Agreement commences. The Department reserves the right to require complete, certified copies of all required insurance policies at any time.

d) All policies should contain a revised cancellation clause allowing thirty (30) days notice to the Department in the event of cancellation for any reason, including nonpayment.

e) The Department will not grant the Provider, or any sub-contractor of the Provider, "Additional Insured" status and the Department will not grant any Provider a "Waiver of Subrogation".

21. **NON-APPROPRIATION:** Notwithstanding any other provision of this Agreement, if the Department does not receive sufficient funds to pay for the work to be performed under this Agreement, if funds are de-appropriated, or if the State does not receive legal authority to expend funds from the Maine State Legislature or Maine courts, then the State is not obligated to make payment under this Agreement.

22. **SEVERABILITY:** The invalidity or unenforceability of any particular provision, or part thereof, of this Agreement shall not affect the remainder of said provision, or any other provisions, and this Agreement shall be construed in all respects as if such invalid or unenforceable provision or part thereof had been omitted.

23. **INTEGRATION:** All terms of this Agreement are to be interpreted in such a way as to be consistent at all times with the terms of Rider B-IT (except for expressed exceptions to Rider B-IT included in Rider C), followed in precedence by Rider A, and any remaining Riders in alphabetical order.

24. **FORCE MAJEURE:** Either party may be excused from the performance of an obligation under this Agreement in the event that performance of that obligation by a party is prevented by an act of God, act of war, riot, fire, explosion, flood, or other catastrophe, sabotage, severe shortage of fuel, power or raw materials, change in law, court order, national defense requirement, strike or

labor dispute, provided that any such event, and the delay caused thereby, is beyond the control of, and could not reasonably be avoided by that party. Upon the occurrence of an event of force majeure, the time period for performance of the obligation excused under this section shall be extended by the period of the excused delay, together with a reasonable period, to reinstate compliance with the terms of this Agreement.

25. **SET-OFF RIGHTS:** The State shall have all of its common law, equitable, and statutory rights of set-off. These rights shall include, but not be limited to, the State's option to withhold for the purposes of set-off any monies due to the Provider under this Agreement, up to any amounts due and owing to the State with regard to this Agreement, any other Agreement with any State department or agency, including any Agreement for a term commencing prior to the term of this Agreement, plus any amounts due and owing to the State for any other reason including, without limitation, tax delinquencies, fee delinquencies, or monetary penalties relative thereto. The State shall exercise its set-off rights in accordance with normal State practices including, in cases of set-off pursuant to an audit, the finalization of such audit by the State agency, its representatives, or the State Controller.

26. **INTERPRETATION OF THE AGREEMENT:**

    1. <u>Reliance on Policy Determinations</u> - The Department shall determine all program policy. The Provider may, from time to time, request the Department to make policy determinations, or to issue operating guidelines required for the proper performance of this Agreement, and the Agreement Administrator shall respond in writing in a timely manner. The Provider shall be entitled to rely upon, and act in accordance with, such written policy determinations and operating guidelines, unless subsequently amended, modified, or changed in writing by the Department, and shall incur no liability in doing so unless the Provider acts negligently, maliciously, fraudulently, or in bad faith. Nothing contained in this Agreement, or in any agreement, determination, operating guideline, or other communication from the Department shall relieve the Provider of its obligation to keep itself informed of applicable State and Federal laws, regulations, policies, procedure, and guidelines, to be in complete compliance and conformity therewith.

    2. <u>Titles Not Controlling</u> - Titles of sections and paragraphs used in this Agreement are for the purpose of facilitating ease of reference only and shall not be construed to imply a contractual construction of the language.

    3. <u>No Rule of Construction</u> - This is a negotiated Agreement and no rule of construction shall apply that construes ambiguous or unclear language in favor of or against any party.

27. **PERIOD OF WORK:** Work under this Agreement shall begin no sooner than the date on which this Agreement has been fully executed by the parties and approved by the Controller and the State Purchases Review Committee. Unless terminated earlier, this Agreement shall expire on the date set out on the first page of this Agreement, or at the completion and acceptance of all specified tasks, and delivery of all contracted products and services as defined in this Agreement, including performance of any warranty and/or maintenance agreements, whichever is the later date.

28. **NOTICES:** All notices under this Agreement shall be deemed duly given: 1) upon delivery, if delivered by hand against receipt, or 2) five (5) business days following posting, if sent by

registered or certified mail, return receipt requested. Either party may change its address for notification purposes by giving written notice of the change and setting forth the new address and an effective date.

29. **ADVERTISING AND PUBLICATIONS:** The Provider shall not publish any statement, news release, or advertisement pertaining to this Agreement without the prior written approval of the Agreement Administrator. Should this Agreement be funded, in whole or in part, by Federal funds, then in compliance with the Steven's Amendment, it will be clearly stated when issuing statements, press releases, requests for proposals, bid solicitations, and other documents: (1) the percentage of the total cost that was financed with Federal moneys; and (2) the dollar amount of Federal funds.

30. **CONFLICT OF INTEREST** : The Provider certifies that it presently has no interest and shall not acquire any interest which would conflict in any manner or degree with the performance of its services hereunder. The Provider further certifies that in the performance of this Agreement, no person having any such known interests shall be employed.

31. **LOBBYING:**

   1. Public Funds - No Federal or State-appropriated funds shall be expended by the Provider for influencing, or attempting to influence, an officer or employee of any agency, a member of Congress or State Legislature, an officer or employee of Congress or State Legislature, or an employee of a member of Congress or State Legislature, in connection with any of the following covered actions: the awarding of any agreement; the making of any grant; the entering into of any cooperative agreement; or the extension, continuation, renewal, amendment, or modification of any agreement, grant, or cooperative agreement. Signing this Agreement fulfills the requirement that Providers receiving over $100,000 in Federal or State funds file with the Department on this provision.

   2. Federal Certification - Section 1352 of Title 31 of the US Code requires that funds appropriated to a Federal agency be subject to a requirement that any Federal Provider or grantee (such as the Department) certifies that no Federal funds will be used to lobby or influence a Federal officer or member of Congress.

      The certification the Department has been required to sign provides that the language of this certification shall be included in the award documents for all sub-awards at all tiers (including sub-agreements, sub-grants, and contracts under grants, loans, and cooperative agreements) and that all sub-recipients shall verify and disclose accordingly. The certification also requires the completion of Federal lobbying reports and the imposition of a civil penalty of $10,000 to $100,000 for failing to make a required report. As a sub-recipient, the Provider understands and agrees to the Federal requirements for certification and disclosure.

   3. Other Funds - If any non-Federal or State funds have been or will be paid to any person in connection with any of the covered actions in this section, the Provider shall complete and submit a "Disclosure of Lobbying Activities" form to the Department.

32. **PROVIDER PERSONNEL:**

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1. The parties recognize that the primary value of the Provider to the Department derives directly from its Key Personnel assigned in the performance of this Agreement. Key Personnel are deemed to be those individuals whose résumés were offered by the Provider in the Proposal. Therefore, the parties agree that said Key Personnel shall be assigned in accordance with the time frames in the most recent mutually agreed upon project schedule and work plan, and that no re-deployment or replacement of any Key Personnel may be made without the prior written consent of the Agreement Administrator. Replacement of such personnel, if approved, shall be with personnel of equal or greater abilities and qualifications.

2. The Department shall retain the right to reject any of the Provider's employees whose abilities and qualifications, in the Department's judgment, are not appropriate for the performance of this Agreement. In considering the Provider's employees' abilities and qualifications, the Department shall act reasonably and in good faith.

3. During the course of this Agreement, the Department reserves the right to require the Provider to reassign or otherwise remove any of its employees found unacceptable by the Department. In considering the Provider's employees' acceptability, the Department shall act reasonably and in good faith.

4. In signing this Agreement, the Provider certifies to the best of its knowledge and belief that it, and all persons associated with this Agreement, including any Subcontractors, including persons or corporations who have critical influence on or control over this Agreement, are not presently debarred, suspended, proposed for debarment, declared ineligible, or voluntarily excluded from participation by any Federal or State department or agency.

5. During the course of this Agreement, the Department reserves the right to require a background check on any of the Provider's personnel (employees and Subcontractors) that are in any way involved in the performance of this Agreement.

33. **<u>STATE PROPERTY:</u>** The Provider shall be responsible for the proper custody and care of any Department or State-owned property furnished for the Provider's use in connection with the performance of this Agreement, and the Provider will reimburse the Department for its loss or damage, normal wear and tear excepted.

34. **<u>PATENT, COPYRIGHT, AND OTHER PROPRIETARY RIGHTS:</u>**

1. The Provider certifies that all services, equipment, software, supplies, and any other products provided under this Agreement do not, and will not, infringe upon or violate any patent, copyright, trade secret, or any other proprietary right of any third party. In the event of any claim by a third party against the Department, the Department shall promptly notify the Provider and the Provider, at its expense, shall defend, indemnify, and hold harmless the Department against any loss, cost, expense, or liability arising out of such claim, including reasonable attorney fees.

2. The Provider may not publish or copyright any data without the prior approval of the Department. The State and the Federal Government, if applicable, shall have the right to publish, duplicate, use, and disclose all such data in any manner, and for any purpose whatsoever, and may authorize others to do so.

35. **PRODUCT WARRANTY:** The Provider expressly warrants its products and services for one full year from their final written acceptance by the Department. The responsibility of the Provider with respect to this warranty is limited to correcting deficiencies in any deliverable using all the diligence and dispatch at its command, at no additional cost to the Department. The Provider is also responsible for correcting and/or updating any documentation affected by any operational support performed under this warranty provision.

36. **OPPORTUNITY TO CURE:** The Agreement Administrator may notify the Provider in writing about the Department's concerns regarding the quality or timeliness of a deliverable. Within five (5) business days of receipt of such a notice, the Provider shall submit a corrective action plan, which may include the commitment of additional Provider resources, to remedy the deliverable to the satisfaction of the Agreement Administrator, without affecting other project schedules. The Department's exercise of its rights under this provision shall not be construed as a waiver of the Department's right to terminate this Agreement pursuant to Section 13, Termination.

37. **COVER:** If, in the reasonable judgment of the Agreement Administrator, a breach or default by the Provider is not so substantial as to require termination, and reasonable efforts to induce the Provider to cure the breach or default are unavailing, and the breach or default is capable of being cured by the Department or by another contractor without unduly interfering with the continued performance by the Provider, then the Department may provide or procure the services necessary to cure the breach or default, in which event the Department shall withhold from future payments to the Provider the reasonable costs of such services.

38. **ACCESSIBILITY:** All IT products must be accessible to persons with disabilities, and must comply with State Accessibility Policy and Standards and the Americans with Disabilities Act. All IT applications must comply with the Digital Accessibility Policy (https://www.maine.gov/oit/sites/maine.gov.oit/files/inline-files/DigitalAccessibilityPolicy.pdf).

39. **STATE IT POLICIES:** All IT products and services delivered as part of this Agreement must conform to the State IT Policies, Standards, and Procedures (https://www.maine.gov/oit/policies-standards) effective at the time this Agreement is executed

40. **CONFIDENTIALITY:**

    1. All materials and information given to the Provider by the Department, or acquired by the Provider on behalf of the Department, whether in verbal, written, electronic, or any other format, shall be regarded as confidential information.

    2. In conformance with applicable Federal and State statutes, regulations, and ethical standards, the Provider and the Department shall take all necessary steps to protect confidential information regarding all persons served by the Department, including the proper care, custody, use, and preservation of records, papers, files, communications, and any such items that may reveal confidential information about persons served by the Department, or whose information is utilized in order to accomplish the purposes of this Agreement.

3. In the event of a breach of this confidentiality provision, the Provider shall notify the Agreement Administrator immediately.

4. The Provider shall comply with the Maine Public Law, Title 10, Chapter 210-B (Notice of Risk to Personal Data Act).

41. OWNERSHIP:

1. All data (including Geographical Information Systems data), notebooks, plans, working papers and other works produced, and equipment and products purchased in the performance of this Agreement are the property of the Department, or the joint property of the Department and the Federal Government, if Federal funds are involved. The State (and the Federal Government, if Federal funds are involved) shall have unlimited rights to use, disclose, duplicate, or publish for any purpose whatsoever all information and data developed, derived, documented, or furnished by the Provider under this Agreement, or equipment and products purchased pursuant to this Agreement. The Provider shall furnish such information and data, upon the request of the Department, in accordance with applicable Federal and State laws.

2. Upon termination of this Agreement for any reason, or upon request of the Department, the Provider agrees to convey to the Department good titles to purchased items free and clear of all liens, pledges, mortgages, encumbrances, or other security interests.

42. CUSTOM SOFTWARE: For all custom software furnished by the Provider as part of this agreement, the following terms and conditions shall apply:

1. The Department shall own all custom software. The Department shall grant all appropriate Federal and State agencies a royalty-free, non-exclusive, and irrevocable license to reproduce, modify, publish, or otherwise use, and to authorize others to do so, all custom software. Such custom software shall include, but not be limited to, all source, object and executable code, operating system instructions for execution, data files, user and operational/administrative documentation, and all associated administrative, maintenance, and test software that are relevant to this Agreement.

2. A fundamental obligation of the Provider is the delivery to the Department of all ownership rights to the complete system, free of any claim or retention of rights thereto by the Provider. The Provider acknowledges that this system shall henceforth remain the sole and exclusive property of the Department, and the Provider shall not use or describe such software and materials without the written permission of the Department. This obligation to transfer all ownership rights to the Department on the part of the Provider is not subject to any limitation in any respect.

43. OFF-THE-SHELF (OTS) SOFTWARE: For all OTS software purchased by the Provider as part of this Agreement, the following terms and conditions shall apply.

1. This Agreement grants to the Department a non-exclusive and non-transferable license to use the OTS software and related documentation for its business purposes. The Department agrees that the Provider may, at its own expense, periodically inspect the computer site in order to audit the OTS software supplied by the Provider, installed at the

Department's site, at mutually agreed upon times. In the event that a separate license agreement accompanies the OTS software, then the terms of that separate license agreement supersede the above license granted for that OTS software.

2. This Agreement does not transfer to the Department the title to any intellectual property contained in any OTS software. The Department will not decompile or disassemble any OTS software provided under this Agreement, or modify any OTS software that bears the copyright notice of a third party. The Department will make and maintain no more than one archival copy (for back-up purpose) of each OTS software, and each copy will contain all legends and notices, and will be subject to the same conditions and restrictions as the original.

3. If the CPU on which any OTS software is licensed becomes temporarily unavailable, use of such OTS software may be temporarily transferred to an alternative CPU until the original CPU becomes available.

44. **<u>SOFTWARE AS SERVICE</u>:** When the software is fully owned, hosted, and operated by the Provider, and the Department uses said software remotely over the Internet, the following terms and conditions shall apply:

1. The Provider, as depositor, shall enter into an escrow contract, upon terms acceptable to the Department, with a recognized software Escrow Agent. The escrow contract must provide for the Department to be an additional party/beneficiary. The Provider shall deposit with the Escrow Agent the software, all relevant documentation, and all of the Department's data, and all updates thereof (the "Deposit Materials"), in electronic format. Deposits will occur no less frequently than once a month.

2. The escrow contract shall provide for the retention, administration, and controlled access of the Deposit Materials, and the release of the Deposit Materials to the Department, upon receipt of a joint written instruction from the Department and the Provider, or upon receipt of written notice from the Department that:

    a) The Provider has failed to carry out its obligations set forth in the this Agreement; or

    b) A final, non-appealable judicial determination that the Provider has failed to continue to do business in the ordinary course; or

    c) The Provider has filed a voluntary petition in bankruptcy, or any voluntary proceeding relating to insolvency, receivership, liquidation, or composition for the benefit of creditors, or becomes subject to an involuntary petition in bankruptcy, which petition or proceeding is not dismissed or unstayed within sixty (60) days from the date of filing; or

    d) The Provider is in material breach of its maintenance and support obligations and has failed to cure such breach within thirty (30) days from the date of receipt by the Provider of written notice of such breach; or

    e) A condition has occurred that materially and adversely impacts the Provider's ability to support the software and the Provider has failed to cure such condition within thirty (30) days from the date of receipt by the Provider of written notice of such condition.

3. The Provider is responsible for all fees to be paid to the Escrow Agent.

4. The Escrow Agent may resign by providing advance written notice to both the Department and the Provider at least thirty (30) calendar days prior to the date of resignation. In such an event, it is the obligation of the Provider to establish a new escrow account with a new Escrow Agent.

45. <mark>THIS ITEM IS INTENTIONALLY LEFT BLANK</mark>

46. <mark>THIS ITEM IS INTENTIONALLY LEFT BLANK</mark>

47. **ENTIRE AGREEMENT:** This document contains the entire Agreement of the parties, and neither party shall be bound by any statement or representation not contained herein. No waiver shall be deemed to have been made by any of the parties unless expressed in writing and signed by the waiving party. The parties expressly agree that they shall not assert in any action relating to this Agreement that any implied waiver occurred between the parties which is not expressed in writing. The failure of any party to insist in any one or more instances upon strict performance of any of the terms or provisions of this Agreement, or to exercise an option or election under this Agreement, shall not be construed as a waiver or relinquishment for the future of such terms, provisions, option, or election, but the same shall continue in full force and effect. Use of one remedy shall not waive the Department's right to use other remedies. Failure of the Department to use a particular remedy for any breach shall not be deemed as a waiver for any subsequent breach. No waiver by any party of any one or more of its rights or remedies under this Agreement shall be deemed to be a waiver of any prior or subsequent rights or remedies under this Agreement.

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RIDER C
EXCEPTIONS TO RIDER B-IT

</div>

No exceptions.

STATE OF MAINE | AGREEMENT TO PURCHASE SERVICES (BP54-IT)

RIDER D
Not Required: For use at Department's Discretion

Course Number	*Course Name	Length	Delivery Method	Standard Published Cost Per Student	1-5 Students		6-12 Students		13+ Students		Total Cost
					State of Maine Cost Per Student	% Discount Per Student	State of Maine Cost Per Student	% Discount Per Student	State of Maine Cost Per Student	% Discount Per Student	
AZ-030T00	Microsoft Azure Administration for AWS SysOps	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
AZ-030T00	Microsoft Azure Administration for AWS SysOps	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
AZ-030T00	Microsoft Azure solutions for AWS Developers	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
AZ-030T00	Microsoft Azure solutions for AWS Developers	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
AZ-030T00	Microsoft Azure technologies for AWS Architects	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-030T00	Microsoft Azure technologies for AWS Architects	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-040T00	Automating Administration with Windows PowerShell	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
AZ-040T00	Automating Administration with Windows PowerShell	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
AZ-104T00	Microsoft Azure Administrator	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-104T00	Microsoft Azure Administrator	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-120T00	Planning and Administering Microsoft Azure for SAP Workloads	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-120T00	Planning and Administering Microsoft Azure for SAP Workloads	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-140T00	Configuring and Operating Microsoft Azure Virtual Desktop	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-140T00	Configuring and Operating Microsoft Azure Virtual Desktop	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-204T00	Developing Solutions for Microsoft Azure	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
AZ-204T00	Developing Solutions for Microsoft Azure	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
AZ-220T00	Microsoft Azure IoT Developer	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-220T00	Microsoft Azure IoT Developer	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-303T00	Microsoft Azure Architect Technologies	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
AZ-303T00	Microsoft Azure Architect Technologies	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
AZ-304T00	Microsoft Azure Architect Design	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-304T00	Microsoft Azure Architect Design	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-305T00	Designing Microsoft Azure Infrastructure Solutions	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-305T00	Designing Microsoft Azure Infrastructure Solutions	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-400T00	Designing and Implementing Microsoft DevOps Solutions	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-400T00	Designing and Implementing Microsoft DevOps Solutions	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-600T00	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack Hub	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-600T00	Configuring and Operating a Hybrid Cloud with Microsoft Azure Stack Hub	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-700T00	Designing and Implementing Microsoft Azure Networking Solutions	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
AZ-700T00	Designing and Implementing Microsoft Azure Networking Solutions	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
AZ-800T00	Administering Windows Server Hybrid Core Infrastructure	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-800T00	Administering Windows Server Hybrid Core Infrastructure	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-801T00	Configuring Windows Server Hybrid Advanced Services	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-801T00	Configuring Windows Server Hybrid Advanced Services	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AZ-900T00	Microsoft Azure Fundamentals (2 Day)	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
AZ-900T00	Microsoft Azure Fundamentals (2 Day)	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
AZ-900T01	Microsoft Azure Fundamentals (1 Day)	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
AZ-900T01	Microsoft Azure Fundamentals (1 Day)	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
WS-011T00	Windows Server 2019 Administration	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
WS-011T00	Windows Server 2019 Administration	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
WS-012T00	Windows Server 2019 Hybrid and Azure IaaS	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
WS-012T00	Windows Server 2019 Hybrid and Azure IaaS	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
WS-013T00	Azure Stack HCI	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
WS-013T00	Azure Stack HCI	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
WS-016T00	Migrating Application Workloads to Azure	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
WS-016T00	Migrating Application Workloads to Azure	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
AI-102T00	Designing and Implementing a Microsoft Azure AI Solution	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AI-102T00	Designing and Implementing a Microsoft Azure AI Solution	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
AI-900T00	Microsoft Azure AI Fundamentals	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
AI-900T00	Microsoft Azure AI Fundamentals	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
DA-100T00	Analyzing Data with Microsoft Power BI	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
DA-100T00	Analyzing Data with Microsoft Power BI	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00

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Code	Description	Days	Mode	Price		55%		60%		65%	
DP-050T00	Migrate SQL workloads to Azure	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
DP-050T00	Migrate SQL workloads to Azure	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
DP-060T00	Migrate NoSQL workloads to Azure Cosmos DB	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
DP-060T00	Migrate NoSQL workloads to Azure Cosmos DB	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
DP-070T00	Migrate Open Source Data Workloads to Azure	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
DP-070T00	Migrate Open Source Data Workloads to Azure	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
DP-080T00	Querying Data with Microsoft Transact-SQL	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
DP-080T00	Querying Data with Microsoft Transact-SQL	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
DP-090T00	Implementing a Machine Learning Solution with Microsoft Azure Databricks	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
DP-090T00	Implementing a Machine Learning Solution with Microsoft Azure Databricks	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
DP-100T00	Designing and Implementing a Data Science solution on Azure	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
DP-100T00	Designing and Implementing a Data Science solution on Azure	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
DP-203T00	Data Engineering on Microsoft Azure	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
DP-203T00	Data Engineering on Microsoft Azure	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
DP-300T00	Administering Relational Databases on Microsoft Azure	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
DP-300T00	Administering Relational Databases on Microsoft Azure	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
DP-420T00	Designing and Implementing Cloud-Native Applications Using Microsoft Azure Cosmos DB	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
DP-420T00	Designing and Implementing Cloud-Native Applications Using Microsoft Azure Cosmos DB	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
DP-500T00	Designing and Implementing Enterprise-Scale Analytics Solutions Using Microsoft Azure and Microsoft	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
DP-500T00	Designing and Implementing Enterprise-Scale Analytics Solutions Using Microsoft Azure and Microsoft	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
DP-900T00	Microsoft Azure Data Fundamentals	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
DP-900T00	Microsoft Azure Data Fundamentals	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
MB-210T01	Microsoft Dynamics 365 Sales	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
MB-210T01	Microsoft Dynamics 365 Sales	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
MB-220T00	Microsoft Dynamics 365 Marketing	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MB-220T00	Microsoft Dynamics 365 Marketing	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MB-230T01	Microsoft Dynamics 365 Customer Service	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
MB-230T01	Microsoft Dynamics 365 Customer Service	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
MB-240T00	Microsoft Dynamics 365 Field Service	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
MB-240T00	Microsoft Dynamics 365 Field Service	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
MB-260T00	Microsoft Customer Data Platform Specialty	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MB-260T00	Microsoft Customer Data Platform Specialty	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MB-300T00	Microsoft Dynamics 365: Core Finance and Operations	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
MB-300T00	Microsoft Dynamics 365: Core Finance and Operations	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
MB-310T00	Microsoft Dynamics 365 Finance	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MB-310T00	Microsoft Dynamics 365 Finance	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MB-320T00	Microsoft Dynamics 365 Supply Chain Management, Manufacturing	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MB-320T00	Microsoft Dynamics 365 Supply Chain Management, Manufacturing	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MB-330T00	Microsoft Dynamics 365 Supply Chain Management	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MB-330T00	Microsoft Dynamics 365 Supply Chain Management	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MB-335T00	Microsoft Dynamics 365 Commerce Functional Consultant	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MB-335T00	Microsoft Dynamics 365 Commerce Functional Consultant	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MB-500T00	Microsoft Dynamics 365: Finance and Operations Apps Developer	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MB-500T00	Microsoft Dynamics 365: Finance and Operations Apps Developer	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MB-700T00	Microsoft Dynamics 365: Finance and Operations Apps Solution Architect	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
MB-700T00	Microsoft Dynamics 365: Finance and Operations Apps Solution Architect	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
MB-800T00	Microsoft Dynamics 365 Business Central Functional Consultant	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MB-800T00	Microsoft Dynamics 365 Business Central Functional Consultant	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MB-910T00	Microsoft Dynamics 365 Fundamentals (CRM)	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
MB-910T00	Microsoft Dynamics 365 Fundamentals (CRM)	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
MB-920T00	Microsoft Dynamics 365 Fundamentals (ERP)	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
MB-920T00	Microsoft Dynamics 365 Fundamentals (ERP)	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
PL-100T00	Microsoft Power Platform App Maker	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
PL-100T00	Microsoft Power Platform App Maker	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
PL-200T00	Microsoft Power Platform Functional Consultant	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
PL-200T00	Microsoft Power Platform Functional Consultant	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
PL-300T00	Power BI Data Analyst	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
PL-300T00	Power BI Data Analyst	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
PL-400T00	Microsoft Power Platform Developer	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
PL-400T00	Microsoft Power Platform Developer	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
PL-500T00	Microsoft Power Automate RPA Developer	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
PL-500T00	Microsoft Power Automate RPA Developer	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
PL-600T00	Microsoft Power Platform Solution Architect	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
PL-600T00	Microsoft Power Platform Solution Architect	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
PL-900T00	Microsoft Power Platform Fundamentals	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
PL-900T00	Microsoft Power Platform Fundamentals	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
MD-100T00	Windows Client	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MD-100T00	Windows Client	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75

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Code	Course	Days	Delivery	Price		%		%		%	
MD-100T00	Managing Modern Desktops	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MD-100T00	Managing Modern Desktops	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MS-010T00	Office 365 Administrator	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MS-010T00	Office 365 Administrator	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MS-040T00	Manage SharePoint and OneDrive in Microsoft 365	3 days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
MS-040T00	Manage SharePoint and OneDrive in Microsoft 365	3 days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
MS-100T00	Microsoft 365 Identity and Services	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MS-100T00	Microsoft 365 Identity and Services	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MS-101T00	Microsoft 365 Mobility and Security	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MS-101T00	Microsoft 365 Mobility and Security	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MS-200T00	Microsoft 365 Messaging	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MS-200T00	Microsoft 365 Messaging	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MS-600T00	Building Applications and Solutions with Microsoft 365 Core Services	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
MS-600T00	Building Applications and Solutions with Microsoft 365 Core Services	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
MS-700T00	Managing Microsoft Teams	4 days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MS-700T00	Managing Microsoft Teams	4 days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MS-720T00	Microsoft Teams Voice Engineer	3 days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
MS-720T00	Microsoft Teams Voice Engineer	3 days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,946.25
MS-740T00	Troubleshooting Microsoft Teams	2 days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
MS-740T00	Troubleshooting Microsoft Teams	2 days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
MS-900T00	Microsoft 365 Fundamentals	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
MS-900T00	Microsoft 365 Fundamentals	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
AZ-500T00	Microsoft Azure Security Technologies	4 days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
AZ-500T00	Microsoft Azure Security Technologies	4 days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
MS-500T00	Microsoft 365 Security Administration	4 days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
MS-500T00	Microsoft 365 Security Administration	4 days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
SC-200T00	Microsoft Security Operations Analyst	4 days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
SC-200T00	Microsoft Security Operations Analyst	4 days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
SC-300T00	Microsoft Identity and Access Administrator	4 days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
SC-300T00	Microsoft Identity and Access Administrator	4 days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
SC-400T00	Microsoft Information Protection Administrator	2 days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
SC-400T00	Microsoft Information Protection Administrator	2 days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
SC-900T00	Microsoft Security, Compliance, and Identity Fundamentals	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
SC-900T00	Microsoft Security, Compliance, and Identity Fundamentals	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40501	Microsoft Cloud Workshop: Cloud-native applications	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40501	Microsoft Cloud Workshop: Cloud-native applications	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40502	Microsoft Cloud Workshop: Big data analytics and visualization	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40502	Microsoft Cloud Workshop: Big data analytics and visualization	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40505	Microsoft Cloud Workshop: Internet of Things	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40505	Microsoft Cloud Workshop: Internet of Things	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40508	Microsoft Cloud Workshop: Modern Cloud Apps	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40508	Microsoft Cloud Workshop: Modern Cloud Apps	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40511	Microsoft Cloud Workshop: Continuous Delivery in Azure DevOps	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40511	Microsoft Cloud Workshop: Continuous Delivery in Azure DevOps	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40512	Microsoft Cloud Workshop: App Modernization	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40512	Microsoft Cloud Workshop: App Modernization	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40513	Microsoft Cloud Workshop: Building a Resilient IaaS Architecture	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40513	Microsoft Cloud Workshop: Building a Resilient IaaS Architecture	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40514	Microsoft Cloud Workshop: Migrating Oracle to Azure SQL and PostgreSQL	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40514	Microsoft Cloud Workshop: Migrating Oracle to Azure SQL and PostgreSQL	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40515	Microsoft Cloud Workshop: Enterprise-Class Networking in Azure	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40515	Microsoft Cloud Workshop: Enterprise-Class Networking in Azure	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40516	Microsoft Cloud Workshop: SAP HANA on Azure	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40516	Microsoft Cloud Workshop: SAP HANA on Azure	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40510	Microsoft Cloud Workshop: Analyzing text with Azure Machine Learning and Cognitive Services	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40510	Microsoft Cloud Workshop: Analyzing text with Azure Machine Learning and Cognitive Services	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40515	Microsoft Cloud Workshop: Serverless Architecture	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40515	Microsoft Cloud Workshop: Serverless Architecture	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40551	Microsoft Security Workshop: Enterprise Security Fundamentals	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40551	Microsoft Security Workshop: Enterprise Security Fundamentals	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40555	Microsoft Cloud Workshop: Implementing PowerShell Security Best Practices	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40555	Microsoft Cloud Workshop: Implementing PowerShell Security Best Practices	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40557	Microsoft Cloud Workshop: Cosmos DB real-time advanced analytics	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40557	Microsoft Cloud Workshop: Cosmos DB real-time advanced analytics	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40558	Microsoft Cloud Workshop: Line-of-business application migration	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40558	Microsoft Cloud Workshop: Line-of-business application migration	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
40559	Microsoft Cloud Workshop: MLOps	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
40559	Microsoft Cloud Workshop: MLOps	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75

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#	Course	Length	Delivery	Std	1-5	%	6-12	%	13+	%	Total Cost
48966	Microsoft Cloud Workshop: Predictive Maintenance for remote field devices	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48966	Microsoft Cloud Workshop: Predictive Maintenance for remote field devices	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48962	Microsoft Cloud Workshop: Migrating SQL databases to Azure	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48962	Microsoft Cloud Workshop: Migrating SQL databases to Azure	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48964	Microsoft Cloud Workshop: Securing Azure IoT solutions	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48964	Microsoft Cloud Workshop: Securing Azure IoT solutions	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48571	Microsoft Cloud Workshop: Hybrid identity	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48571	Microsoft Cloud Workshop: Hybrid identity	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48576	Microsoft Cloud Workshop: Azure Synapse Analytics and AI	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48576	Microsoft Cloud Workshop: Azure Synapse Analytics and AI	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48577	Microsoft Cloud Workshop: Innovate and modernize apps with Data and AI	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48577	Microsoft Cloud Workshop: Innovate and modernize apps with Data and AI	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48578	Microsoft Cloud Workshop: Implementing Azure Virtual Desktop in the enterprise	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48578	Microsoft Cloud Workshop: Implementing Azure Virtual Desktop in the enterprise	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48581	Microsoft Cloud Workshop: Leveraging Azure Digital Twins in a supply chain	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48581	Microsoft Cloud Workshop: Leveraging Azure Digital Twins in a supply chain	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
48585	Microsoft Cloud Workshop: AI-led business process automation	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
48585	Microsoft Cloud Workshop: AI-led business process automation	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
									Total Cost			$481,593.00

AVERAGE DISCOUNT 1-5		45%
AVERAGE DISCOUNT 6-12		53%
AVERAGE DISCOUNT 13+		60%

Bidders must submit pricing for ALL items listed in the table above.
The Department reserves the right to modify the score down to as low as zero points, or to completely disqualify any Bidders that do not submit pricing for ALL items listed in the table above.

The Department will not pay any additional expenses beyond the per student cost for each course. Travel, registration, courseware, training software, tools, reference materials, shipping, and post-training surveys must be included in the per student cost.

There are Microsoft Software and Service products that are not covered by Microsoft Official Curriculum. For these products we rely on our Microsoft Learning Partners to develop and deliver training content. Microsoft Learning Partners around the world have met program requirements to teach training content developed by Microsoft and are delivered by Microsoft Certified Trainers. Bidders are encouraged to use the spaces below to list any and all additional training services and sources they have access to/offer. These will NOT be considered as part of any scoring of this RFP, but will be for informational purposes only, and may be included in any Master Agreements if it is determined to be in the best interest of the State.

Course Number	*Course Name	Length	Delivery Method	Standard Published Cost Per Student	1-5 Students		6-12 Students		13+ Students		Total Cost
					State of Maine Cost Per Student	% Discount Per Student	State of Maine Cost Per Student	% Discount Per Student	State of Maine Cost Per Student	% Discount Per Student	
United Training	50255 Managing Windows Environments with Group Policy	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	50255 Managing Windows Environments with Group Policy	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	51866 PowerShell for SharePoint Administrators	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
United Training	51866 PowerShell for SharePoint Administrators	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
United Training	51869 PowerShell for SQL Server Administrators	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	51869 PowerShell for SQL Server Administrators	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	55113 Writing Reports with Report Builder and SSRS Level 1	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	55113 Writing Reports with Report Builder and SSRS Level 1	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	55115 Writing Reports with Report Builder and SSRS Level 2	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	55115 Writing Reports with Report Builder and SSRS Level 2	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	55153 PowerShell for System Center Configuration Manager Administrators	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	55153 PowerShell for System Center Configuration Manager Administrators	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55157 SharePoint 2016 Business Intelligence	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	55157 SharePoint 2016 Business Intelligence	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55197 Microsoft SharePoint Server 2016 for the Site Owner/Power User	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	55197 Microsoft SharePoint Server 2016 for the Site Owner/Power User	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	55202 PowerShell 5.0 and Desired State Configuration	2 Days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	55202 PowerShell 5.0 and Desired State Configuration	2 Days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	55205 Mastering Microsoft Project 2016	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	55205 Mastering Microsoft Project 2016	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55215 SharePoint Online Power User	4 Days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
United Training	55215 SharePoint Online Power User	4 Days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
United Training	55232 Writing Analytical Queries for Business Intelligence	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	55232 Writing Analytical Queries for Business Intelligence	3 Days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55234 SharePoint 2016 Site Collections and Site Owner Administration	5 Days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
United Training	55234 SharePoint 2016 Site Collections and Site Owner Administration	5 Days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
United Training	55238 SharePoint Online for Administrators	3 Days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00

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Vendor	Course	Days	Delivery	Price		35%		45%		55%	
United Training	55268 SharePoint Online for Administrators	3 days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55266 SQL 2016 AlwaysOn High Availability	3 days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	55266 SQL 2016 AlwaysOn High Availability	3 days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55265 Microsoft PowerApps	2 days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	55265 Microsoft PowerApps	2 days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	55268 Microsoft Power Automate for End Users	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
United Training	55268 Microsoft Power Automate for End Users	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
United Training	55315 Introduction to SQL Databases	3 days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	55315 Introduction to SQL Databases	3 days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	55310 Programming with HTML, CSS, and JavaScript	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
United Training	55310 Programming with HTML, CSS, and JavaScript	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
United Training	55321 SQL Server Integration Services	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
United Training	55321 SQL Server Integration Services	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
United Training	55317 Introduction to Programming	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
United Training	55317 Introduction to Programming	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
United Training	55343 Networking with Windows Server	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
United Training	55343 Networking with Windows Server	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
United Training	55354 Administering Office 365	5 days	Virtual	$2,975	$1,338.75	55%	$1,190.00	60%	$1,041.25	65%	$3,570.00
United Training	55354 Administering Office 365	5 days	On-Site	$2,975	$1,933.75	35%	$1,636.25	45%	$1,338.75	55%	$4,908.75
United Training	MB-230T00 Microsoft Dynamics 365 Customer Service	3 days	Virtual	$1,785	$803.25	55%	$714.00	60%	$624.75	65%	$2,142.00
United Training	MB-230T00 Microsoft Dynamics 365 Customer Service	3 days	On-Site	$1,785	$1,160.25	35%	$981.75	45%	$803.25	55%	$2,945.25
United Training	SC-100T00 Microsoft Cybersecurity Architect	4 days	Virtual	$2,380	$1,071.00	55%	$952.00	60%	$833.00	65%	$2,856.00
United Training	SC-100T00 Microsoft Cybersecurity Architect	4 days	On-Site	$2,380	$1,547.00	35%	$1,309.00	45%	$1,071.00	55%	$3,927.00
United Training	Access - Part 1	2 days	Virtual	$590	$265.50	55%	$236.00	60%	$206.50	65%	$708.00
United Training	Access - Part 1	2 days	On-Site	$590	$383.50	35%	$324.50	45%	$265.50	55%	$973.50
United Training	Access - Part 2	2 days	Virtual	$590	$265.50	55%	$236.00	60%	$206.50	65%	$708.00
United Training	Access - Part 2	2 days	On-Site	$590	$383.50	35%	$324.50	45%	$265.50	55%	$973.50
United Training	Access 2013/2016 Programming with VBA	3 days	Virtual	$885	$398.25	55%	$354.00	60%	$309.75	65%	$1,062.00
United Training	Access 2013/2016 Programming with VBA	3 days	On-Site	$885	$575.25	35%	$486.75	45%	$398.25	55%	$1,460.25
United Training	Data Analysis and Visualization with Microsoft Excel	2 days	Virtual	$590	$265.50	55%	$236.00	60%	$206.50	65%	$708.00
United Training	Data Analysis and Visualization with Microsoft Excel	2 days	On-Site	$590	$383.50	35%	$324.50	45%	$265.50	55%	$973.50
United Training	Data Analysis using Power BI Desktop - Level 1 - Report Builder	2 days	Virtual	$990	$445.50	55%	$396.00	60%	$346.50	65%	$1,188.00
United Training	Data Analysis using Power BI Desktop - Level 1 - Report Builder	2 days	On-Site	$990	$643.50	35%	$544.50	45%	$445.50	55%	$1,633.50
United Training	Data Model Design using Power BI Desktop - Level 2	1 day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
United Training	Data Model Design using Power BI Desktop - Level 2	1 day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
United Training	Database Design - A Modern Approach	1 day	Virtual	$395	$177.75	55%	$158.00	60%	$138.25	65%	$474.00
United Training	Database Design - A Modern Approach	1 day	On-Site	$395	$256.75	35%	$217.25	45%	$177.75	55%	$651.75
United Training	Excel - Data Analysis with PivotTables	0.5 day	Virtual	$148	$66.60	55%	$59.20	60%	$51.80	65%	$177.60
United Training	Excel - Data Analysis with PivotTables	0.5 day	On-Site	$148	$96.20	35%	$81.40	45%	$66.60	55%	$244.20
United Training	Excel - Data Analysis with Power Pivot	0.5 day	Virtual	$148	$66.60	55%	$59.20	60%	$51.80	65%	$177.60
United Training	Excel - Data Analysis with Power Pivot	0.5 day	On-Site	$148	$96.20	35%	$81.40	45%	$66.60	55%	$244.20
United Training	Excel - Formulas & Charts	0.5 day	Virtual	$148	$66.60	55%	$59.20	60%	$51.80	65%	$177.60
United Training	Excel - Formulas & Charts	0.5 day	On-Site	$148	$96.20	35%	$81.40	45%	$66.60	55%	$244.20
United Training	Excel - Part 1	1 day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Excel - Part 1	1 day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Excel - Part 2	1 day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Excel - Part 2	1 day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Excel - Part 3	1 day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Excel - Part 3	1 day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Excel - Tables Pivot Tables and Conditional Formatting	0.5 day	Virtual	$148	$66.60	55%	$59.20	60%	$51.80	65%	$177.60
United Training	Excel - Tables Pivot Tables and Conditional Formatting	0.5 day	On-Site	$148	$96.20	35%	$81.40	45%	$66.60	55%	$244.20
United Training	Introduction to DAX for Power BI Desktop Users - Level 3	2 days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	Introduction to DAX for Power BI Desktop Users - Level 3	2 days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	Introduction to R Programming	2 days	Virtual	$1,190	$535.50	55%	$476.00	60%	$416.50	65%	$1,428.00
United Training	Introduction to R Programming	2 days	On-Site	$1,190	$773.50	35%	$654.50	45%	$535.50	55%	$1,963.50
United Training	Microsoft Office 365 Online (with Teams for the Desktop)	1 day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Microsoft Office 365 Online (with Teams for the Desktop)	1 day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Microsoft Office Publisher 2016/2019	1 day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Microsoft Office Publisher 2016/2019	1 day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Microsoft Power BI - Data Analysis Practitioner	2 days	Virtual	$800	$360.00	55%	$320.00	60%	$280.00	65%	$960.00
United Training	Microsoft Power BI - Data Analysis Practitioner	2 days	On-Site	$800	$520.00	35%	$440.00	45%	$360.00	55%	$1,320.00
United Training	Microsoft SharePoint 2016 - Advanced Site Owner with Workflow Administration	1 day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Microsoft SharePoint 2016 - Advanced Site Owner with Workflow Administration	1 day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft SharePoint 2016 - Site Owner	1 day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Microsoft SharePoint 2016 - Site Owner	1 day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft SharePoint 2016 - Site User	1 day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Microsoft SharePoint 2016 - Site User	1 day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft SharePoint Designer 2013	1 day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00

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Vendor	Course	Duration	Delivery	Price		35%		45%		55%	
United Training	Microsoft SharePoint Designer 2013	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft SharePoint Foundation 2013 - Site Administrator	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Microsoft SharePoint Foundation 2013 - Site Administrator	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft SharePoint Foundation 2013 - Site Owner	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Microsoft SharePoint Foundation 2013 - Site Owner	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft SharePoint Foundation 2013 - Site User	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Microsoft SharePoint Foundation 2013 - Site User	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Microsoft Teams	0.5 Day	Virtual	$148	$66.60	55%	$59.20	60%	$51.80	65%	$177.60
United Training	Microsoft Teams	0.5 Day	On-Site	$148	$96.20	35%	$81.40	45%	$66.60	55%	$244.20
United Training	Microsoft® Windows® 11: Transition from Windows® 10	0.5 Day	Virtual	$148	$66.60	55%	$59.20	60%	$51.80	65%	$177.60
United Training	Microsoft® Windows® 11: Transition from Windows® 10	0.5 Day	On-Site	$148	$96.20	35%	$81.40	45%	$66.60	55%	$244.20
United Training	OneNote 2016	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	OneNote 2016	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Outlook - Part 1	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Outlook - Part 1	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Outlook - Part 2	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Outlook - Part 2	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Power BI: Dashboard in a Day	1 Day	Virtual	$595	$267.75	55%	$238.00	60%	$208.25	65%	$714.00
United Training	Power BI: Dashboard in a Day	1 Day	On-Site	$595	$386.75	35%	$327.25	45%	$267.75	55%	$981.75
United Training	PowerPoint - Part 1	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	PowerPoint - Part 1	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	PowerPoint - Part 2	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	PowerPoint - Part 2	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Programming and Data Wrangling with VBA and Excel	3 Days	Virtual	$885	$398.25	55%	$354.00	60%	$309.75	65%	$1,062.00
United Training	Programming and Data Wrangling with VBA and Excel	3 Days	On-Site	$885	$575.25	35%	$486.75	45%	$398.25	55%	$1,460.25
United Training	Project - Part 1	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Project - Part 1	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Project - Part 2	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Project - Part 2	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Publisher for Office 365	2 Days	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Publisher for Office 365	2 Days	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	SharePoint - Advanced Site Owner (Modern Experience)	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	SharePoint - Advanced Site Owner (Modern Experience)	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	SharePoint - Site Owner with Microsoft Forms and Flow (Modern Experience)	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	SharePoint - Site Owner with Microsoft Forms and Flow (Modern Experience)	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	SharePoint - Site User (Modern Experience)	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	SharePoint - Site User (Modern Experience)	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	SQL Querying Fundamentals - Part 1	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	SQL Querying Fundamentals - Part 1	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	SQL Querying Fundamentals - Part 2	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	SQL Querying Fundamentals - Part 2	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Using Microsoft Windows 10	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Using Microsoft Windows 10	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Using Microsoft® Windows® 11	1 Day	Virtual	$495	$222.75	55%	$198.00	60%	$173.25	65%	$594.00
United Training	Using Microsoft® Windows® 11	1 Day	On-Site	$495	$321.75	35%	$272.25	45%	$222.75	55%	$816.75
United Training	Visio - Part 1	1 Day	Virtual	$395	$177.75	55%	$158.00	60%	$138.25	65%	$474.00
United Training	Visio - Part 1	1 Day	On-Site	$395	$256.75	35%	$217.25	45%	$177.75	55%	$651.75
United Training	Visio - Part 2	1 Day	Virtual	$395	$177.75	55%	$158.00	60%	$138.25	65%	$474.00
United Training	Visio - Part 2	1 Day	On-Site	$395	$256.75	35%	$217.25	45%	$177.75	55%	$651.75
United Training	Word - Part 1	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Word - Part 1	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Word - Part 2	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Word - Part 2	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
United Training	Word - Part 3	1 Day	Virtual	$295	$132.75	55%	$118.00	60%	$103.25	65%	$354.00
United Training	Word - Part 3	1 Day	On-Site	$295	$191.75	35%	$162.25	45%	$132.75	55%	$486.75
									Total Cost		$197,893.80

AVERAGE DISCOUNT 1-5		46%
AVERAGE DISCOUNT 6-12		53%
AVERAGE DISCOUNT 13+		60%

RIDER E
<u>Not Required: For use at Department's Discretion</u>

<div align="center">

RIDER F
<u>**Not Required: For use at Department's Discretion**</u>

</div>

STATE OF MAINE | AGREEMENT TO PURCHASE SERVICES (BP54-IT)

<div align="center">

RIDER G
<u>IDENTIFICATION OF COUNTRY</u>
<u>IN WHICH CONTRACTED WORK WILL BE PERFORMED</u>

</div>

Please identify the country in which the services purchased through this contract will be performed:

x☐   United States. Please identify state: <u>ME or TX</u>

☐ Other. Please identify country: <u>   </u>

<u>Notification of Changes to the Information</u>
The Provider agrees to notify the Division of Procurement Services of any changes to the information provided above.

ATTACHMENT A
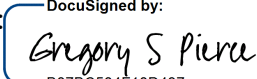### Not Required: For use at Department's Discretion

ATTACHMENT B
Not Required: For use at Department's Discretion

Debarment, Performance, and Non-Collusion Certification

By signing this document, I certify to the best of my knowledge and belief that the aforementioned organization, its principals, and any subcontractors named in this proposal:

    a. *Are not presently debarred, suspended, proposed for debarment, and declared ineligible or voluntarily excluded from bidding or working on contracts issued by any governmental agency.*

    b. *Have not within three years of submitting the proposal for this contract been convicted of or had a civil judgment rendered against them for:*

        i. *fraud or a criminal offense in connection with obtaining, attempting to obtain, or performing a federal, state or local government transaction or contract.*

        ii. *violating Federal or State antitrust statutes or committing embezzlement, theft, forgery, bribery, falsification or destruction of records, making false statements, or receiving stolen property;*

        iii. *are not presently indicted for or otherwise criminally or civilly charged by a governmental entity (Federal, State or Local) with commission of any of the offenses enumerated in paragraph (b) of this certification; and*

        iv. *have not within a three (3) year period preceding this proposal had one or more federal, state or local government transactions terminated for cause or default.*

    c. *Have not entered into a prior understanding, agreement, or connection with any corporation, firm, or person submitting a response for the same materials, supplies, equipment, or services and this proposal is in all respects fair and without collusion or fraud. The above-mentioned entities understand and agree that collusive bidding is a violation of state and federal law and can result in fines, prison sentences, and civil damage awards.*

- **Failure to provide this certification may result in the disqualification of the Bidder's proposal, at the discretion of the Department.**

To the best of my knowledge all information provided in the enclosed proposal, both programmatic and financial, is complete and accurate at the time of submission.

Name: Gregory S Pierce	Title: VP Legal & General Counsel
Authorized Signature: *Gregory S Pierce* DocuSigned by: B87BC584F18D437…	Date: 8/8/2023