MA 18P 23042000000000000143
NEW

State of Maine

Master Agreement

Effective Date: 04/20/23   **Expiration Date:** 02/28/25

Master Agreement Description: Computer Equipment, Software, and Related Services

Buyer Information

ext.

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

Authorized Departments

ALL

Vendor Information

Vendor Line #: 1

Vendor ID   **Vendor Name**
VC1000037258   IMMIX TECHNOLOGY INC

                                       Alias/DBA

Vendor Address Information

8444 W PARK DR

MCLEAN, VA 22102
US

Vendor Contact Information

JINA DUBOSE
703-752-0610   **ext.**
JINA_DUBOSE@IMMIXGROUP.COM

Commodity Information

Vendor Line #: 1

Vendor Name: IMMIX TECHNOLOGY INC

Commodity Line #: 1

Commodity Code: 20600

Commodity Description: Computer Equipment, Software, and Related Services
Commodity Specifications:

Commodity Extended Description: All delivery orders are subject to the (Texas DIR # DIR-TSO-4315) agreement attached and hereby incorporated into this contract.

Quantity	UOM	Unit Price
0.00000		0.000000
Delivery Days	**Free On Board**	

Contract Amount	Service Start Date	Service End Date
0.00	04/20/23	02/28/25
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

David Morris

2A644AE5681E483...

5/3/2023

Signature   Date

David Morris, Acting Chief Procurement

Officer

Vendor

Kevin L. Giles

5FA9471D085D4D2...

5/2/2023

Signature   Date

Kevin L. Giles   Director of Sales

Print Representative Name and Title

4/21/2023

Kevin Giles   Director of Sales

Nicholas Marquis

A29C99359A37464...

5/3/2023

Nicholas Marquis   Interim CIO

STATE OF MAINE
DEPARTMENT OF
Agreement to Purchase Services

Advantage MA#:
23042000000000000143

THIS AGREEMENT, made this 20th day of <u>April, 2023</u>, is by and between the State of Maine, Department of Administrative and Financial Services, hereinafter called "Department," and <u>immix Technology, Inc</u>, located <u>8444 Westpark Dr STE 200, Mclean VA, 22102</u> , hereinafter called "Provider", for the period of <u>4/20/2023</u> to <u>2/28/25</u>.

The AdvantageME Vendor/Customer number of the Provider is <u>VC1000037258</u>

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 - Payment and Other Provisions
> Rider C – Exceptions to Rider B
> Rider G – Identification of Country in Which Contracted Work will be Performed
> Appendix A - <u>Texas DIR # DIR-TSO-4315 Contract</u>
> Appendix B – <u>Reseller Vendor Contact List</u>
> Appendix C – <u>Price Index</u>

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

Provider: immix Technology, Inc

By: *Kevin L. Giles*
5FA9471D085D4D2...
Kevin Giles, Sales Director

Date: 5/2/2023

And

Department of Administrative and Financial Services
Office of Information Technology

By: *Nicholas Marquis*
A29C99359A37464...
Nicholas Marquis, Interim Chief Information Officer

Date: 5/3/2023

Department of Administrative and Financial Services
Procurement Services

Total Agreement Amount $0

By: *David Morris*
2A644AF5681F482...
David Morris, Acting Chief Procurement Officer

Date: 5/3/2023

RIDER A
SPECIFICATIONS OF WORK TO BE PERFORMED

This master agreement provides IT Products and Services through the participating resellers for securing IT needs to aid in a variety of information technology projects. This agreement and all delivery orders are also subject to the (Texas DIR # DIR-TSO-4315) agreement attached and hereby incorporated into this contract.

The contract may be used by State of Maine agencies, Courts, Legislature, Boards and Commissions, quasi-state governmental entities, the University and Community College System and political subdivisions located in the State of Maine with the prior approval of the contract Administrator.

The following process shall be used:

The state will notify at least three participating reseller identified in Appendix B – Reseller Vendor Contact List, when product(s) or services are needed. Each provider will be given a mini-bid form describing the product and/or services and timetable needed and asked to respond within a specific timeframe with information on cost of product and/or statement of work for services. Prices should align with Appendix C - Price Index.

Selected reseller's delivery order will need to include IT Polices:

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).

All IT applications and content delivered through web browsers must comply with the State Web Standards (https://www.maine.gov/oit/sites/maine.gov.oit/files/inline-files/WebStandards.pdf) and the Digital Accessibility Policy.

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

This agreement will expire on February 28th, 2025 and does not include any renewals.

AGREEMENT TO PURCHASE SERVICES (BP54-IT)

RIDER B

METHOD OF PAYMENT AND OTHER PROVISIONS

1.   **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.

2.   **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:	Brian Oliver
Title:	Deputy Director, Network Services
Address:	
Telephone:	(207) 592-1776
E-mail address:	Brian.K.Oliver@Maine.Gov

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:	Brian Oliver
Title:	Deputy Director, Network Services
Address:	
Telephone:	(207) 592-1776
E-mail address:	Brian.K.Oliver@Maine.Gov

3.   **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.

4.   **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.

5.   **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.

6. **EQUAL EMPLOYMENT OPPORTUNITY** 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.

7.   **<u>EMPLOYMENT AND PERSONNEL</u>**   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.

8.   **<u>STATE EMPLOYEES NOT TO BENEFIT</u>**   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.

9.   **<u>NO SOLICITATION</u>**   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.

10.   **<u>ACCOUNTING, RECORDS, AND AUDIT</u>**

    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.

11.   **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.

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

13.   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.

14.   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.

15.   <u>**LIMITATION OF LIABILITY**</u>   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.

16.   <u>**NOTICE OF CLAIMS**</u>   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.

17.   <u>**APPROVAL**</u>   This Agreement must be approved by the State Controller and the State Purchases Review Committee before it can be considered a valid enforceable document.

18.   <u>**INSURANCE REQUIREMENTS**</u>   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.   <u>**Minimum Coverage**</u>

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

             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*) $ (Amount will vary based on given purchase order and correlate with the amount of PII see table below), and payable, whether incurred by the Department or the Provider; for and on behalf of the Department, including, but not limited to:

AGREEMENT TO PURCHASE SERVICES (BP54-IT)

      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*

2.   Workers' Compensation and employer's liability, as required by law;

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

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

5.   Crime, in an amount not less than $(Amount will vary and will be equivalent to the total cost of the given delivery order), *(The total monetary amount potentially at risk due to this contract; or Cash Currency and Negotiable Securities actually entrusted to this Provider)*; and

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

2.   **Other Provisions**   Unless explicitly waived by the Department, the insurance policies shall contain, or be endorsed to contain, the following provisions:

1.   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.

2.   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.

3.   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.

4.   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.

5.   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".

19.   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.

20.   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.

21.   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 Appendix A, Rider B (except for expressed exceptions to Rider B included in Rider C), followed in precedence by, Rider A, Rider G, Appendix B, then Appendix C.

22.   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.

23.   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.

AGREEMENT TO PURCHASE SERVICES (BP54-IT)

24.   INTERPRETATION OF THE AGREEMENT

1.   **Reliance on Policy Determinations** 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.   **Titles Not Controlling**   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.   **No Rule of Construction**   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.

25.   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.

26.   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.

27.   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.

28.   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.

29. 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.

30. PROVIDER PERSONNEL

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.

31.   <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.

32. <u>PATENT, COPYRIGHT, AND OTHER PROPRIETARY RIGHTS</u>
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.

33.   <u>PRODUCT WARRANTY</u>   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.

34.   <u>OPPORTUNITY TO CURE</u>   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.

35.   <u>COVER</u>   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.

36. 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).

37.   PRICE PROTECTION

1.   The Provider shall ensure that all prices, terms, and warranties included in this Agreement are comparable to, or better than, the equivalent terms being offered by the Provider to any present customer meeting the same qualifications or requirements as the Department. If, during the term of this Agreement, the Provider enters into agreement(s) that provide more favorable terms to other comparable customer(s), the Provider shall provide the same terms to the Department.

2.   If Federal funding is used for the acquisition of products and/or services under this Agreement, interest cannot be paid under any installment purchase or lease-purchase agreement entered into as a part of this Agreement.

38.   IRREVOCABLE LETTER OF CREDIT In order to assure the Provider's faithful adherence to the terms and conditions of this Agreement, the Provider shall submit an irrevocable letter of credit, acceptable to the Department, that is payable on demand. This letter of credit will be procured at the expense of the Provider, naming the Department as the beneficiary, in the entire Agreement amount. In lieu of this requirement, the Department will accept a commitment letter from a recognized financial institution or investment fund stating that the Provider has sufficient capital to fund the obligations, and has legally committed such capital to fund the obligations, in accordance with this Agreement. The letter of credit, or the equivalent commitment letter, shall specifically refer to this Agreement, and shall bind the parties to all the terms and conditions of this Agreement. The Provider shall have fifteen (15) calendar days from the date of execution of this Agreement to furnish the letter of credit or the equivalent commitment letter. Should the Provider fail to comply with this section, then the Department shall have the right to terminate this Agreement without liability.

46.   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

AGREEMENT TO PURCHASE SERVICES (BP54-IT)

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.

RIDER C
EXCEPTIONS TO RIDER B

1. Section 4, SUBCONTRACTORS, is amended by deleting the first sentence and replacing it with the following:

   To the extent applicable, Provider may not enter into any subcontract for the work to be performed under this Agreement without the express written consent of the Department.

   All Subcontractors shall be bound by the terms and conditions set forth in this Agreement. The Provider shall give the State prompt 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.

2. Section 6, EQUAL EMPLOYMENT OPPORTUNITY, is deleted and replaced with the following:

   Provider shall comply with the Maine Code of Fair Practices and Affirmative Action, 5 M.R.S. § 784 (2).

3. Section 10, ACCOUNTING, RECORDS, AND AUDIT, is amended by deleting the first paragraph and replacing it with the following:

   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, upon reasonable notification or request, 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.

4. Section 10, ACCOUNTING, RECORDS, AND AUDIT, is further amended by deleting subparagraph (5) and replacing it with the following:

   (5) If in the course of an audit an exception is found, the Department shall notify the Provider and the Provider shall have fifteen (15) days to respond. After review of the Provider's response, if it is determined that the Provider is liable for the audit exception, 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.

5. Section 15, LIMITATION OF LIABILITY, is deleted and replaced with the following:

   15. 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 two time the value of the Product or Service that is the subject of the claim.

   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.

6. Section 18, INSURANCE REQUIREMENTS, is deleted and replaced with the following:

18. 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**

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

        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 $1,000,000 per incident, and as an annual aggregate 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.

    2. Workers' Compensation and employer's liability, as required by law;

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

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

2. **Other Provisions** Unless explicitly waived by the Department, the insurance policies shall contain, or be endorsed to contain, the following provisions:

1. 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.

2. 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.

3. 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.

4. 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.

5. 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".

7. Section 23, SET OFF RIGHTS, is amended by adding a new sentence at the end to read:

Prior to exercising its right to set-off, Department shall notify the Provider and Provider shall have fifteen (15) days to remedy the default giving rise to the right to set-off.

8. Section 26, NOTICES, is amended by deleting the first sentence and replacing with the following:

All notices under this Agreement shall be given by certified mail, return receipt requested.

9. Section 33, PRODUCT WARRANTY, is deleted and replaced with the following:

The Provider expressly warrants its products and services as indicated in the applicable quote and agrees to pass through the manufacturer's warranty to the Department.

10. Section 34, OPPORTUNITY TO CURE, is amended by deleting the second sentence and replacing it with the following:

Within ten (10) 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.

11. Section 36, CONFIDENTIALITY, is amended by deleting subparagraphs 1 and 2 replacing them with the following:

    1. Except as provided in the Maine Freedom of Access Act, 5 M.R.S. § 400, et seq., (FOAA) all documents and materials provided to Provider are public records under the FOAA.

    2. Provider agrees to take the same steps to protect Department's confidential documents and materials from disclosure as it takes to protect its own confidential documents and materials.

12. Rider B is further amended by adding a new paragraph 47 to read:

    47. REMEDY FOR DEFAULT, In the event a product or service purchased by any of the State entities identified in Rider A is unacceptable or defective, the Department's recourse shall be from the Provider and the Provider shall be solely responsible to remedy the default; provided, however, in the event of a breach of a warranty, the Department shall seek recourse against the Provider or the manufacturer as the case may be.

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

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

☐   **United States. Please identify state:** _____

☐   **Other. Please identify country:** _____

Notification of Changes to the Information

The Provider agrees to notify the Division of Procurement Services of any changes to the information provided above.

Appendix B
Reseller Vendor Contact List

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address	Email
Accudata Systems, Inc.	176002582 1800	Non HUB	Amy Dury	P: (281) 897-5000 F:	10713 N. Sam Houston Pkwy West, Suite 600 Houston, TX 77064	adrury@accudatasystems.com
Advanced Network Management	850427142	Non HUB	Klaus Mueller	P: 5058889452 F:	4601 Columbine Ave NE Albquerque, NM 87113	klaus.mueller@anm.com
Annapurna Solutions LLC	183465401 4100	Asian Pacific American Male	Jan Naidu	P: 903-883-7955 F:	5000 GulF Freeway UHTB 4, 2nd Floor Suite 230 Houston, TX 77204	annapurnasolutionsllc@gmail.com
CDW Government LLC	136423011 0800	Non HUB	Peter McGee	P: (312) 547-2822 F:	230 North Milwaukee Avenue Vernon Hills, IL 60061	petmcge@cdwg.com
Centre Technologies, Inc.	151060917 7800	Non HUB	Ben Martin	P: (281) 506-2480 F: (888) 649-1754	16801 Greenspoint Park Drive, Suite 200 Houston, TX 77060	bmartin@centretechnologies.com
Cloud Ingenuity, LLC	181261797 1400	Woman Owned Female	Kailyn Anthony	P: 2145527374 F:	4100 International Parkway #1100 Carrollton, TX 75007-1971	kanthony@cloudingenuity.com
Critical Start, Inc.	126382408 4100	Non HUB	Tera Davis	P: (972) 333-6305 F:	6100 Tennyson Parkway, Suite 200 Plano, TX 75024	tera.davis@criticalstart.com
Datavox, Inc	176025147 9000	Non HUB	Sid Irwin	P: F:	6650 West Sam Houston Parkway South Houston, TX	sidi@datavox.net

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address	Email
					77072	
Freeit Data Solutions, Inc.	1272209002900	Non HUB	Dulari von Christierson	P: (408) 398-6640 F: (866) 895-7363	900 East 6th Street, Suite 102 Austin, Texas 78702	dulari@freeitdata.com
Fulcrum Technology Solutions	1208029899	Non HUB	Diana Martino	P: 8329542853 F:	2603 Augusta Dr. Ste. 1325 Houston, TX 77057	dmartino@ftsc.com
General Datatech, L.P.	1752756261900	Non HUB	Pam Gardner	P: F:	999 Metromedia Place Dallas, TX 75247	pam.gardner@gdt.com
GuidePoint Security LLC	1453694402900	Non HUB	Kevin Caughman	P: F:	,	kevin.caughman@guidepointsecurity.com
InterWorks	17315054183	Non HUB	Andrew Wooten	P: 4056243214 F:	1425 S. Sangre Rd Stillwater, OK 74074	andrew.wooten@interworks.com
Long View Systems Corporation	17607229220	Non HUB	Mark Grimes	P: (713) 457-8287 F: (713) 572-4503	1221 McKinney Street, Suite 4150 Houston, TX 77010	mark.grimes@lvs1.com
Mark III Systems, Inc	1760484797400	Non HUB	Noel Kuehn	P: F:	3600 S. Gessner Rd., Suite 170 Houston, TX 77063	noelle.kuehn@markiiisys.com
Netsync Network Solutions, Inc.	1320030329800	Hispanic American Female	Shawn Sellers	P: (281) 520-2500 F:	2500 West Loop S Ste. 410 Houston, TX 77027	ssellers@netsync.com
Network Design & Management Technologies	522078458	Non HUB	Jason Rinker	P: 8888641641 F:	802 N. Fancher Road Spokane Valley, WA 99212	jrinker@ndm.net
Novacoast, Inc	17704439201	Non HUB	Janice Newlon	P: (800) 949-9933 x4156 F: (805) 564-1809	1505 Chapala Street Santa Barbara, CA 93101	jnewlon@novacoast.com
Optiv Security Inc.	14318064491	Non HUB	Jenny Ramirez	P: F:	1125 17th Street, Suite 1700	jenny.ramirez@optiv.com

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address	Email
					Denver, CO 80202	
Pivot Technology Services Corp.	1274186029500	Non HUB	Jon Chappell	P: (210) 572-1279 F:	607 E. Sonterra Blvd., Ste. 250 San Antonio, TX 78258	jon.chappell@pivotts.com
Prescriptive Data Solutions, LLC	1821571913100	Non HUB	Terry Murray	P: (210) 722-7093 F: (210) 961-8108	825 Watters Creek Boulevard Building M Ste 250 Allen, Texas 75013	tmurray@prescriptive.solutions
Presidio Networked Solutions Group, LLC	1760515249906	Non HUB	Presidio DIR Team	P: (469) 549-3800 F: (469) 549-3888	7701 Las Colinas Ridge, STE 600 Irving, TX 75063	dldir-contracts@presidio.com
Red River Technology LLC	10204833411	Non HUB	Phillip Wieser	P: (703) 880-9792 F: (603) 448-8844	21 Water St., Suite 500 Claremont, NH 03743	texasdir@redriver.com
Reverent Technologies, Inc.	1465634702900	Woman Owned Female	Randy Brunk	P: 972-333-3974 F:	2400 Lakeside Blvd Suite 140 Richardson, Texas 75082-4341	rbrunk@reverent.com
Seamless Advanced Solutions, LLC	1821924508300	Non HUB	Megan Snow	P: (512) 329-2625 F: (512) 572-8552	12600 Hill Country Blvd. Bee Cave, Texas 78738	procurement@sas-us.com
Sequel Data Systems, Inc.	1742678386000	Non HUB	Jonathan Clifton	P: (512) 918-8841 F: (512) 918-8841	11824 Jollyville Road, Ste. 400 Austin, TX 78759	jonathan.clifton@sequeldata.com
SHI Government Solutions, Inc.	1223695478500	Asian Pacific American Female	SHI Texas Team	P: (800) 870-6079 F: (512) 732-0232	3828 Pecana Trail Austin, TX 78749	texas@shi.com
Sirius Computer Solutions, LLC	1742836721700	Non HUB	Phyllis Byrd (PJ)	P: 210-369-0617 F: (866) 313-0960	10100 Reunion Place, Suite 500	phyllis.byrd@siriuscom.com

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address	Email
					San Antonio, TX 78216	
Soccour Solutions	175296212 23	Non HUB	Brooks Byerly	P: (972) 960-0400 F:	12720 Hillcrest Road, Ste 725 Dallas, TX 75230-2035	info@soccour.com
Softchoice Corporation	113382777 3100	Non HUB	David Butkiewicz	P: (312) 655-9002 Ext. 32324 F:	701 Brazos St. Suite 375 Austin, TX 78701	david.butkiewicz@softchoice.com
Sterling Computers Corporation	195463490 7700	Non HUB	Bill Gaukel	P: 605-242-4020 F:	303 Centennial Drive North Sioux City, SD 57049	bill.gaukel@sterlingcomputers.com
Technologent	104358977 30	Non HUB	Wesley Poth	P: F:	8105 Irvine Center Drive, Suite 700 Irvine, CA 92618-3099	wesley.poth@technologent.com
Thundercat Technology	126163857 2500	Non HUB	Jean Kim	P: F:	1925 Isaac Newton Square East, Ste. 180 Reston, VA 20190-5030	jkim@thundercattech.com
Unique Digital Technology, Inc.	176020394 5900	Non HUB	Megan Mock	P: (713) 777-0447 F: (713) 777-0749	10595 WestOffice Drive Houston, TX 77042-5310	mmock@uniquedigital.com
Verizon Business Network Services, LLC	113274589 2000	Non HUB	Tory Anderson	P: (940) 257-7318 F:	10801 N Mopac Exwy Bldg 1, Ste. 360 Austin, TX 78759	tory.anderson@verizon.com
World Wide Technology, LLC	143191289 5600	Non HUB	Carol Harting	P: (314) 995-6103 F: (314) 919-1470	1 World Wide Way St. Louis, MO 63146	carol.harting@wwt.com
XENNEX, LLC	184222067 9900	Woman Owned Female	Elizabeth Spivey	P: (281) 606-0222 F:	2007 COMMERCE ST # 30 HOUSTON, TX 77002-2313	dspivey@prescriptive.solutions
XenTegra-Gov	182157191	Non HUB	Harvey	P: 7049125158	P.O. Box	contracts@xentegra-

Vendor Name	Vendor ID	HUB Type	Contact Name	Phone/Fax	Address	Email
LLC	3100		Green III	F:	1954 Huntersville, NC 28070	gov.com

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Appendix C
Price Index

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BP54IT (Rev 11/2016)

immixTechnology, Inc DIR-TSO-4315 APPENDIX C PRICING INDEX (per Amendment 1)		
Description	**BRAND**	**DIR Customer Discount % off MSRP**
Equipment (Server/ SaaS)	AINS	10.00%
Software (Server /SaaS)	AINS	10.00%
Maintenance	AINS	10.00%
Implementation Services (Server /SaaS)	AINS	10.00%
Training (Server /SaaS)	AINS	10.00%
Electronic Commerce (Server /SaaS)	AINS	10.00%
SaaS (Server /SaaS)	AINS	10.00%
Implementation Services	Appian	55.00%
Training	Appian	13.12%
SaaS	Appian	42.00%
Software	Tanium	13.26%
Software Maintenance	Tanium	13.26%
Implementation Services	Tanium	4.00%
Training	Tanium	4.00%
Equipment	Infor	29.50%
Software Maintenance	Infor	0.75%
SaaS	Infor	9.50%
Equipment	LogRhythm	10.00%
Maintenance of Equipment	LogRhythm	10.00%
Software	LogRhythm	10.00%
Software Maintenance	LogRhythm	10.00%
Implementation Services	LogRhythm	10.00%
Training	LogRhythm	10.00%
SaaS	LogRhythm	10.00%
Perpetual Software	Pulse Secure	10.00%
License	Pulse Secure	15.00%
Subscription	Pulse Secure	10.00%
Subscription Renewal	Pulse Secure	10.00%
SaaS	Pulse Secure	16.00%
Implementation Services	Workiva	10.00%
SaaS	Workiva	10.00%
Equipment	Kronos	17.35%
Maintenance of Equipment	Kronos	19.58%
Software	Kronos	19.17%
Software Maintenance	Kronos	18.69%
Implementation Services	Kronos	15.46%
Training	Kronos	15.88%
Electronic Commerce	Kronos	15.46%
SaaS	Kronos	0.69%
Software (LICT and SUB)	CheckMarx	4.00%
Software (LIC, LICT, SUB)	PegaSystems	10.00%
Maintenance	PegaSystems	10.00%
Software (LIC and LICT)	Decision Lens	6.00%
Maintenance	Decision Lens	7.00%
Software (SUB and LICT)	Elasticsearch Federal, Inc.	1.50%
Software (LIC, LICT, SUB)	MobileIron	16.00%
Maintenance	MobileIron	4.00%
Hardware	Nutanix	8.00%
Hardware Maitnenance	Nutanix	8.00%
Software (LIC and LICT)	Nutanix	8.00%
Maintenance	Nutanix	8.00%
Hardware	Palo Alto Networks	20.00%
Hardware Maitnenance	Palo Alto Networks	10.00%

Software (LIC and SUB)	Palo Alto Networks	15.00%
Maintenance	Palo Alto Networks	10.00%
Gold Client Software Subscription	QlikTech Inc.	3.00%
Qlik Data Integration Software Subscription	QlikTech Inc.	3.00%
GeoAnalytics Software Subscription	QlikTech Inc.	5.00%
NPrinting Software Subscription	QlikTech Inc.	5.00%
Core based Site Subscription	QlikTech Inc.	5.00%
Qlik Sense Software SaaS	QlikTech Inc.	10.00%
Qlik Sense Software Subscription	QlikTech Inc.	10.00%
Connector Software Subscription	QlikTech Inc.	10.00%
QlikView Software Subscription	QlikTech Inc.	10.00%
Catalog Software Subscription	QlikTech Inc.	5.00%
Insight Bot Software Subscription	QlikTech Inc.	5.00%
Alerting Software Subscription	QlikTech Inc.	5.00%
Mobile Software Subscription	QlikTech Inc.	10.00%
Qlik Analytics Platform	QlikTech Inc.	5.00%
Signature Customer Success Subscription	QlikTech Inc.	2.00%
Customer Success - Services	QlikTech Inc.	2.00%
Education & Training	QlikTech Inc.	2.00%
Services	QlikTech Inc.	2.00%
Software (LIC and SUB)	Tenable, Public Sector Inc.	4.00%
Maintenance	Tenable, Public Sector Inc.	4.00%
Software (LIC and SUB)	VEEAM	10.66%
Maintenance	VEEAM	3.00%
Software (Software and Maintenance)	Pitney Bowes Software Inc	25.00%
Software (LIC and SUB)	COMMVAULT SYSTEMS INC	10.00%
Maintenance	COMMVAULT SYSTEMS INC	2.00%
SaaS	COMMVAULT SYSTEMS INC	3.00%
Category A (Hardware & Subscription Bundles)	Fortinet	19.00%
Category B (Hardware & Subscription Bundles)	Fortinet	19.27%
Category E (Hardware & Subscription Bundles)	Fortinet	9.05%
Category F (Hardware & Subscription Bundles)	Fortinet	24.03%
Category C (Forticare & Renewals)	Fortinet	9.05%
Category S (SW SUB)	Fortinet	9.05%
Category I (Hardware & Subscription Bundle)	Fortinet	9.05%
Hardware	GIGAMON SYSTEMS	10.00%
Hardware Maintenance	GIGAMON SYSTEMS	10.00%
Software	GIGAMON SYSTEMS	10.00%
Software (LIC and SUB)	Centrify	28.75%
Maintenance	Centrify	2.75%
Hardware Maintenance, License and Maintenance (Citrix SD-WAN, XenDesktop, XenApp, CSS Priority & Hypervisor)	Citrix	2.00%
Maintenance (XenDesktop)	Citrix	2.90%
Hardware Maintenance and Maintenance (XenDesktop, XenApp, Netscaler and Citrix Workplace Suite)	Citrix	3.00%
License (Workspace, Virtual Apps, Virtual Desktops)	Citrix	4.00%
Hardware Maintenance (Firewall MXP, Branch Repeater, CloudBridge, Netscaler App, Netscaler MPX, Netscaler SDX, Netscaler Upgragde, 1-3 Year Gold MNT)	Citrix	5.00%
Maintenance (Citrix Access Gateway, Citrix Branch Repeater, Cloud Gateway, Citrix Repeater Plugin)	Citrix	5.00%
Maintenance (Citrix NetScaler SSL, Citrix NetScaler AppCache, Citrix NetScaler VPX, Citrix NetScaler AppConnector, Citrix NetScaler CloudBridge)	Citrix	5.00%

Maintenance (XenApp, XenDesktop, XenServer, XenClient, XenMobile)	Citrix	5.00%
License (Citrix NetScaler, Citrix ShareFile, Citrix Virtual Desktops, XenApp, XenDesktop, XenApp Subscription Add On)	Citrix	5.00%
Maintenance (SD-WAN 2100Z, SD-WAN 410Z, SD-WAN 4100Z, SD-WAN 5100Z)	Citrix	5.60%
Hardware Maintenance, License and Maintenance (Citrix SD-WAN, NetScaler,	Citrix	6.00%
Hardware Maintenance and License (NetScaler SDX and NetScaler MPX)	Citrix	7.00%
Maintenance (Citrix CloudBridge VPX Virtual WAN 10-VW)	Citrix	7.50%
Maintenance (Business, Extended and Preferred Support)	Citrix	7.90%
Maintenance (Citrix ADC MPX, ADC SDX, SD-WAN, ADC VPX, ShareFile, WorkSpace, NetScaler)	Citrix	8.70%
Maintenance (Citrix NetScaler MPX 22060)	Citrix	8.90%
Hardware (Podio)	Citrix	9.00%
Hardware Maintenance (Citrix ADC MPX, ADC SDX, SD-WAN, ADC VPX, WorkSpace, NetScaler)	Citrix	9.00%
Software (Podio, ADC MPX, SD-WAN, ADC SDX, CSS Priority, ADC CPX, WorkSpace, CSS Select, Virtual Apps, Sharefile, Gateway, Citrix Virtual Apps,	Citrix	9.00%
Hardware (Firewall MPX, NetScaler, Citrix Branch Repeater, CloudBridge)	Citrix	11.00%
Hardware Maintenance (Citrix ADC MPX, SD-WAN, ADC SDX, NetScaler, Citrix Branch Repeater, WorkSpace, XenApp, XenMobile, XenServer	Citrix	11.00%
Maintenance (NetScaler, XenServer)	Citrix	11.00%
Software (CloudBridge, NetScaler, XenApp)	Citrix	11.00%
Hardware (UPG App, UPG Access Gateway, NetScaler)	Citrix	13.00%
Software (XenDesktop CloudBridge, Citrix Branch Repeater, NetScaler)	Citrix	13.00%
Hardware (Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler, Citrix Web App Firewall)	Citrix	14.00%
Hardware Maintenance (Citrix ADC MPX, SD-WAN, Citrix ADC AppCache, NetScaler, Citrix Gateway, Citrix EdgeSight)	Citrix	14.00%
SaaS (Citrix SD-WAN 110, Citrix SD-WAN 410)	Citrix	14.00%
Software(Citrix ADC VPX, ADC MPX, ADC CPX, SD-WAN, ADC SDX, NetScaler, WAF, Citrix Zero-Capacity, Citrix URL, Citrix vCPU)	Citrix	14.00%
Hardware (Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler)	Citrix	16.50%
Hardware Maintenance (NetScaler, XenApp, Citrix ADC MPX, Citrix Branch Repeater)	Citrix	16.50%
Maintenance (NetScaler, SD-WAN, XenApp, Citrix Branch Repeater)	Citrix	16.50%
Software (Citrix ADC MPX, SD-WAN, Citrix NetScaler Zero-Capacity, VPX, XenApp, Citrix Branch Repeater, NetScaler Management)	Citrix	16.50%
Hardware (NetScaler)	Citrix	23.00%
Hardware Maintenance (Citrix NetScaler MPX)	Citrix	23.00%
Software (XenMobile App)	Citrix	23.00%
Hardware (Citrix ADC, Citrix ADC MPX, ADC SDX, SD-WAN, NetScaler, UPG NetScaler	Citrix	25.00%
Hardware Maintenance (Citrix ADC SFP Gigabit Ethernet)	Citrix	25.00%
Maintenance (Citrix Virtual Desktops and XenMobile)	Citrix	25.00%
Software (XenMobile, Workspace Suite, Workspace, Virtual Desktops, Virtual Apps, SD-WAN, ADC Web App, NetScaler, EdgeSight)	Citrix	25.00%
Hardware (SD-WAN, NetScaler, Workspace, MPX, Repeater, SDX, XenApp)	Citrix	28.00%
Hardware Maintenance (Workspace Suite, SD-WAN, Citrix App Layering, XenApp. EdgeSight, NetScaler)	Citrix	28.00%
Maintenance (XenDesktop)	Citrix	28.00%
Software (XenServer, App Layering, NetScaler, SD-WAN, XenDesktop, Workspace, XenApp, XenMobile, XenServer)	Citrix	28.00%
Hardware Maintenace (SD-WAN)	Citrix	55.00%
SaaS (SD-WAN)	Citrix	55.00%
Software (SD-WAN)	Citrix	55.00%

For AINS Only Installation / Configuration / Technical Services / Training / Hourly Rate	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Architect I - Off-Site (Contractor Site) Hourly Rate	$165.85	10.00%	$150.38
Architect II - Off-Site (Contractor Site) Hourly Rate	$197.95	10.00%	$179.49
Architect III - Off-Site (Contractor Site) Hourly Rate	$230.05	10.00%	$208.60
Architect IV - Off-Site (Contractor Site) Hourly Rate	$283.55	10.00%	$257.11
Architect V - Off-Site (Contractor Site) Hourly Rate	$347.75	10.00%	$315.32
Architect I - On-site (Customer Site) Hourly Rate	$155.00	10.00%	$140.55
Architect II - On-site (Customer Site) Hourly Rate	$185.00	10.00%	$167.75
Architect III - On-site (Customer Site) Hourly Rate	$215.00	10.00%	$194.95
Architect IV - On-site (Customer Site) Hourly Rate	$265.00	10.00%	$240.29
Architect V - On-site (Customer Site) Hourly Rate	$325.00	10.00%	$294.69
Business Analyst I - Off-Site (Contractor Site) Hourly Rate	$130.54	10.00%	$118.37

Business Analyst II - Off-Site (Contractor Site) Hourly Rate	$179.76	10.00%	$163.00
Business Analyst III - Off-Site (Contractor Site) Hourly Rate	$228.98	10.00%	$207.63
Business Analyst IV - Off-Site (Contractor Site) Hourly Rate	$278.20	10.00%	$252.26
Business Analyst V - Off-Site (Contractor Site) Hourly Rate	$331.70	10.00%	$300.77
Business Analyst I - On-site (Customer Site) Hourly Rate	$122.00	10.00%	$110.62
Business Analyst II - On-site (Customer Site) Hourly Rate	$168.00	10.00%	$152.33
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Business Analyst III - On-site (Customer Site) Hourly Rate	$214.00	10.00%	$194.04
Business Analyst IV - On-site (Customer Site) Hourly Rate	$260.00	10.00%	$235.76
Business Analyst V - On-site (Customer Site) Hourly Rate	$310.00	10.00%	$281.09
Configuration Engineer I - Off-Site (Contractor Site) Hourly Rate	$101.65	10.00%	$92.17
Configuration Engineer II - Off-Site (Contractor Site) Hourly Rate	$133.75	10.00%	$121.28
Configuration Engineer III - Off-Site (Contractor Site) Hourly Rate	$166.92	10.00%	$151.35
Configuration Engineer IV - Off-Site (Contractor Site) Hourly Rate	$192.60	10.00%	$174.64
Configuration Engineer V - Off-Site (Contractor Site) Hourly Rate	$235.40	10.00%	$213.45
Configuration Engineer I - On-site (Customer Site) Hourly Rate	$95.00	10.00%	$86.14
Configuration Engineer II - On-site (Customer Site) Hourly Rate	$125.00	10.00%	$113.34
Configuration Engineer III - On-site (Customer Site) Hourly Rate	$156.00	10.00%	$141.45
Configuration Engineer IV - On-site (Customer Site) Hourly Rate	$180.00	10.00%	$163.22
Configuration Engineer V - On-site (Customer Site) Hourly Rate	$220.00	10.00%	$199.49
Help Desk Specialist I - Off-Site (Contractor Site) Hourly Rate	$69.55	10.00%	$63.06
Help Desk Specialist II - Off-Site (Contractor Site) Hourly Rate	$90.95	10.00%	$82.47
Help Desk Specialist III - Off-Site (Contractor Site) Hourly Rate	$113.42	10.00%	$102.84
Help Desk Specialist IV - Off-Site (Contractor Site) Hourly Rate	$144.45	10.00%	$130.98
Help Desk Specialist V - Off-Site (Contractor Site) Hourly Rate	$176.55	10.00%	$160.09
Help Desk Specialist I - On-site (Customer Site) Hourly Rate	$65.00	10.00%	$58.94
Help Desk Specialist II - On-site (Customer Site) Hourly Rate	$85.00	10.00%	$77.07
Help Desk Specialist III - On-site (Customer Site) Hourly Rate	$106.00	10.00%	$96.12
Help Desk Specialist IV - On-site (Customer Site) Hourly Rate	$135.00	10.00%	$122.41
Help Desk Specialist V - On-site (Customer Site) Hourly Rate	$165.00	10.00%	$149.61
Operation Support Specialist I - Off-Site (Contractor Site) Hourly Rate	$51.36	10.00%	$46.57
Operation Support Specialist II - Off-Site (Contractor Site) Hourly Rate	$83.46	10.00%	$75.68
Operation Support Specialist III - Off-Site (Contractor Site) Hourly Rate	$126.26	10.00%	$114.49
Operation Support Specialist IV - Off-Site (Contractor Site) Hourly Rate	$169.06	10.00%	$153.30
Operation Support Specialist V - Off-Site (Contractor Site) Hourly Rate	$211.86	10.00%	$192.10
Operation Support Specialist I - On-site (Customer Site) Hourly Rate	$48.00	10.00%	$43.52
Operation Support Specialist II - On-site (Customer Site) Hourly Rate	$78.00	10.00%	$70.73
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Operation Support Specialist III - On-site (Customer Site) Hourly Rate	$118.00	10.00%	$107.00
Operation Support Specialist IV - On-site (Customer Site) Hourly Rate	$158.00	10.00%	$143.27
Operation Support Specialist V - On-site (Customer Site) Hourly Rate	$198.00	10.00%	$179.54
Product Consultant I - Off-Site (Contractor Site) Hourly Rate	$267.50	10.00%	$242.56
Product Consultant II - Off-Site (Contractor Site) Hourly Rate	$315.65	10.00%	$286.22
Product Consultant III - Off-Site (Contractor Site) Hourly Rate	$369.15	10.00%	$334.73
Product Consultant IV - Off-Site (Contractor Site) Hourly Rate	$417.30	10.00%	$378.39
Product Consultant V - Off-Site (Contractor Site) Hourly Rate	$444.05	10.00%	$402.64
Product Consultant I - On-site (Customer Site) Hourly Rate	$250.00	10.00%	$226.69
Product Consultant II - On-site (Customer Site) Hourly Rate	$295.00	10.00%	$267.49
Product Consultant III - On-site (Customer Site) Hourly Rate	$345.00	10.00%	$312.83
Product Consultant IV - On-site (Customer Site) Hourly Rate	$390.00	10.00%	$353.63
Product Consultant V - On-site (Customer Site) Hourly Rate	$415.00	10.00%	$376.30
Product Support Specialist I - Off-Site (Contractor Site) Hourly Rate	$74.90	10.00%	$67.92
Product Support Specialist II - Off-Site (Contractor Site) Hourly Rate	$101.65	10.00%	$92.17
Product Support Specialist III - Off-Site (Contractor Site) Hourly Rate	$144.45	10.00%	$130.98
Product Support Specialist IV - Off-Site (Contractor Site) Hourly Rate	$187.25	10.00%	$169.79
Product Support Specialist V - Off-Site (Contractor Site) Hourly Rate	$240.75	10.00%	$218.30
Product Support Specialist I - On-site (Customer Site) Hourly Rate	$70.00	10.00%	$63.47

Product Support Specialist II - On-site (Customer Site) Hourly Rate	$95.00	10.00%	$86.14
Product Support Specialist III - On-site (Customer Site) Hourly Rate	$135.00	10.00%	$122.41
Product Support Specialist IV - On-site (Customer Site) Hourly Rate	$175.00	10.00%	$158.68
Product Support Specialist V - On-site (Customer Site) Hourly Rate	$225.00	10.00%	$204.02
Project Manager I - Off-Site (Contractor Site) Hourly Rate	$155.15	10.00%	$140.68
Project Manager II - Off-Site (Contractor Site) Hourly Rate	$187.25	10.00%	$169.79
Project Manager III - Off-Site (Contractor Site) Hourly Rate	$214.00	10.00%	$194.04
Project Manager IV - Off-Site (Contractor Site) Hourly Rate	$240.75	10.00%	$218.30

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Project Manager V - Off-Site (Contractor Site) Hourly Rate	$347.75	10.00%	$315.32
Project Manager I - On-site (Customer Site) Hourly Rate	$145.00	10.00%	$131.48
Project Manager II - On-site (Customer Site) Hourly Rate	$175.00	10.00%	$158.68
Project Manager III - On-site (Customer Site) Hourly Rate	$200.00	10.00%	$181.35
Project Manager IV - On-site (Customer Site) Hourly Rate	$225.00	10.00%	$204.02
Project Manager V - On-site (Customer Site) Hourly Rate	$325.00	10.00%	$294.69
Quality Assurance Specialist I - Off-Site (Contractor Site) Hourly Rate	$81.32	10.00%	$73.74
Quality Assurance Specialist II - Off-Site (Contractor Site) Hourly Rate	$103.79	10.00%	$94.11
Quality Assurance Specialist III - Off-Site (Contractor Site) Hourly Rate	$133.75	10.00%	$121.28
Quality Assurance Specialist IV - Off-Site (Contractor Site) Hourly Rate	$160.50	10.00%	$145.53
Quality Assurance Specialist V - Off-Site (Contractor Site) Hourly Rate	$197.95	10.00%	$179.49
Quality Assurance Specialist I - On-site (Customer Site) Hourly Rate	$76.00	10.00%	$68.91
Quality Assurance Specialist II - On-site (Customer Site) Hourly Rate	$97.00	10.00%	$87.95
Quality Assurance Specialist III - On-site (Customer Site) Hourly Rate	$125.00	10.00%	$113.34
Quality Assurance Specialist IV - On-site (Customer Site) Hourly Rate	$150.00	10.00%	$136.01
Quality Assurance Specialist V - On-site (Customer Site) Hourly Rate	$185.00	10.00%	$167.75
Subject Matter Expert I - Off-Site (Contractor Site) Hourly Rate	$181.90	10.00%	$164.94
Subject Matter Expert II - Off-Site (Contractor Site) Hourly Rate	$214.00	10.00%	$194.04
Subject Matter Expert III - Off-Site (Contractor Site) Hourly Rate	$246.10	10.00%	$223.15
Subject Matter Expert IV - Off-Site (Contractor Site) Hourly Rate	$304.95	10.00%	$276.51
Subject Matter Expert V - Off-Site (Contractor Site) Hourly Rate	$374.50	10.00%	$339.58
Subject Matter Expert I - On-site (Customer Site) Hourly Rate	$170.00	10.00%	$154.15
Subject Matter Expert II - On-site (Customer Site) Hourly Rate	$200.00	10.00%	$181.35
Subject Matter Expert III - On-site (Customer Site) Hourly Rate	$230.00	10.00%	$208.55
Subject Matter Expert IV - On-site (Customer Site) Hourly Rate	$285.00	10.00%	$258.42
Subject Matter Expert V - On-site (Customer Site) Hourly Rate	$350.00	10.00%	$317.36
Technology Specialist I - Off-Site (Contractor Site) Hourly Rate	$149.80	10.00%	$135.83
Technology Specialist II - Off-Site (Contractor Site) Hourly Rate	$181.90	10.00%	$164.94

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Technology Specialist III - Off-Site (Contractor Site) Hourly Rate	$208.65	10.00%	$189.19
Technology Specialist IV - Off-Site (Contractor Site) Hourly Rate	$240.75	10.00%	$218.30
Technology Specialist V - Off-Site (Contractor Site) Hourly Rate	$272.85	10.00%	$247.41
Technology Specialist I - On-site (Customer Site) Hourly Rate	$140.00	10.00%	$126.95
Technology Specialist II - On-site (Customer Site) Hourly Rate	$170.00	10.00%	$154.15
Technology Specialist III - On-site (Customer Site) Hourly Rate	$195.00	10.00%	$176.82
Technology Specialist IV - On-site (Customer Site) Hourly Rate	$225.00	10.00%	$204.02
Technology Specialist V - On-site (Customer Site) Hourly Rate	$255.00	10.00%	$231.22
Technical Writer I - Off-Site (Contractor Site) Hourly Rate	$80.25	10.00%	$72.77
Technical Writer II - Off-Site (Contractor Site) Hourly Rate	$101.65	10.00%	$92.17
Technical Writer III - Off-Site (Contractor Site) Hourly Rate	$123.05	10.00%	$111.58
Technical Writer IV - Off-Site (Contractor Site) Hourly Rate	$144.45	10.00%	$130.98
Technical Writer V - Off-Site (Contractor Site) Hourly Rate	$165.85	10.00%	$150.38
Technical Writer I - On-site (Customer Site) Hourly Rate	$75.00	10.00%	$68.01
Technical Writer II - On-site (Customer Site) Hourly Rate	$95.00	10.00%	$86.14
Technical Writer III - On-site (Customer Site) Hourly Rate	$115.00	10.00%	$104.28
Technical Writer IV - On-site (Customer Site) Hourly Rate	$135.00	10.00%	$122.41
Technical Writer V - On-site (Customer Site) Hourly Rate	$155.00	10.00%	$140.55
Trainer I - Off-Site (Contractor Site) Hourly Rate	$133.75	10.00%	$121.28
Trainer II - Off-Site (Contractor Site) Hourly Rate	$160.50	10.00%	$145.53
Trainer III - Off-Site (Contractor Site) Hourly Rate	$187.25	10.00%	$169.79

Trainer IV - Off-Site (Contractor Site) Hourly Rate	$267.50	10.00%	$242.56
Trainer V - Off-Site (Contractor Site) Hourly Rate	$321.00	10.00%	$291.07
Trainer I - On-site (Customer Site) Hourly Rate	$125.00	10.00%	$113.34
Trainer II - On-site (Customer Site) Hourly Rate	$150.00	10.00%	$136.01
Trainer III - On-site (Customer Site) Hourly Rate	$175.00	10.00%	$158.68
Trainer IV - On-site (Customer Site) Hourly Rate	$250.00	10.00%	$226.69
Trainer V - On-site (Customer Site) Hourly Rate	$300.00	10.00%	$272.03

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Installation / Configuration / Technical Services and Training Packages	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
AINS Help Desk / Technical Support - 10 support calls bundle; Next day response via telephone, email and/or text	$1,765.00	10.00%	$1,600.41
AINS Help Desk / Technical Support - 50 support calls bundle; Next day response via telephone, email and/or text	$8,235.00	10.00%	$7,467.09
AINS Help Desk / Technical Support - 100 support calls bundle; Next day response via telephone, email and/or text	$14,118.00	10.00%	$12,801.50
Strike Force Level 1 (Configuration) - 100 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	$25,000.00	10.00%	$22,668.75
Strike Force Level 1 (Data Migration) - 100 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	$25,000.00	10.00%	$22,668.75
Strike Force Level 1 (Requirements Analysis) - 100 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	$25,000.00	10.00%	$22,668.75
Strike Force Level 1 (Installation) - 100 hours; Rapid deployment and installation of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system setup, system engineering and se	$25,000.00	10.00%	$22,668.75
Strike Force Level 2 (Configuration) - 250 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	$60,000.00	10.00%	$54,405.00
Strike Force Level 2 (Data Migration) - 250 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	$60,000.00	10.00%	$54,405.00

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Strike Force Level 2 (Requirements Analysis) - 250 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	$60,000.00	10.00%	$54,405.00
Strike Force Level 2 (Installation) - 250 hours; Rapid deployment and installation of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system setup, system engineering and se	$60,000.00	10.00%	$54,405.00
Strike Force Level 3 (Configuration) - 1000 hours; Configuration of COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, system Configuration.	$225,000.00	10.00%	$204,018.75
Strike Force Level 3 (Data Migration) - 1000 hours; Data migration services for COTS Products. The bundle includes, but not limited to, project management services, technical Architecture review and design, data migration planning and design, technical	$225,000.00	10.00%	$204,018.75
Strike Force Level 3 (Requirements Analysis) - 1000 hours; Requirements analysis for COTS Products. The bundle includes, but not limited to, project management services, requirements gathering and analysis, and technical review and documentation.	$225,000.00	10.00%	$204,018.75

Training - Full Day (8 hours) - Per Class (Minimum 5 students / Maximum 10 students per class); AINS product training for up to 10 users for a full day (8 hours). User Manuals and hands on training at AINS facility or at the client site. If training not	$3,500.00	10.00%	$3,173.63
Training - Half Day (4 hours) - AINS product training for up to 10 users for a half day (4 hours). User Manuals and hands-on training at AINS facility or at the client site. If training not at AINS facility, client will supply training facilities and equal	$1,765.00	10.00%	$1,600.41
Training - Full Day (8 hours) - Price is per day, per person at AINS site.	$350.00	10.00%	$317.36

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APPENDIX C PRICING INDEX			**CheckMarx**
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Professional Service Day - 8 hours	$ 2,500.00	2.0%	$ 2,468.51
Training	$ 500.00	4.0%	$ 483.63
Training	$ 500.00	4.0%	$ 483.63
Training	$ 2,500.00	4.0%	$ 2,418.14

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APPENDIX C PRICING INDEX			**PegaSystems**
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Pega Associate System Architect, 1 hour	$ 210.00	10%	$ 189.58
Pega Business Architect, 1 hour	$ 220.00	10%	$ 198.61
Pega Business Management Consultant, 1 hour	$ 330.00	10%	$ 297.91
Pega Deployment Architect, 1 hour	$ 275.00	10%	$ 248.26
Pega Domain Consultant, 1 hour	$ 325.00	10%	$ 293.40
Pega Engagement Leader,1 hour	$ 302.50	10%	$ 273.09
Pega Lead Business Architect, 1 hour	$ 275.00	10%	$ 248.26
Pega Lead Decisioning Architect, 1 hour	$ 325.00	10%	$ 293.40
Pega Lead Systems Architect, 1 hour	$ 275.00	10%	$ 248.26
Pega Performance Architect, 1 hour	$ 325.00	10%	$ 293.40
Pega Principal Business Architect, 1 hour	$ 302.50	10%	$ 273.09
Pega Principal Decisioning Architect, 1 hour	$ 330.00	10%	$ 297.91
Pega Practice Leader, 1 hour	$ 330.00	10%	$ 297.91
Pega Principal Systems Architect, 1 hour	$ 302.50	10%	$ 273.09
Pega Systems Architect, 1 hour	$ 220.00	10%	$ 198.61
Pega Senior Business Architect, 1 hour	$ 247.50	10%	$ 223.44
Pega Senior Decisioning Architect, 1 hour	$ 295.00	10%	$ 266.32
Pega Senior Systems Architect, 1hour	$ 247.50	10%	$ 223.44
Pega Technical Architect, 1 hour	$ 325.00	10%	$ 293.40
Pega User Experience Architect, 1 hour	$ 275.00	10%	$ 248.26
Pega UI Developer, 1 hour	$ 325.00	10%	$ 293.40
Pega Academy Credits may be used to commit Pega Academy training in the form of Self-Study, Instructor-Led or Onsite courses.	$ 15.00	10%	$ 13.54
Pega Onsite per day price for additional students (per day per student)	$ 300.00	10%	$ 270.83
Pega Onsite Daily Rate up to 12 students (per day)	$ 4,500.00	10%	$ 4,062.47
Pega Public: Getting Started - Per Student	$ 1,350.00	10%	$ 1,218.74
Pega Public Pega Robotic Automation Architect Essentials - Per Student	$ 2,700.00	10%	$ 2,437.48
Pega Public Implementing Pega Robotic Automation - Per Student	$ 3,375.00	10%	$ 3,046.85
Pega Public System Architect Essentials - Per Student	$ 5,400.00	10%	$ 4,874.96
Pega Public: Senior System Architect - Per Student	$ 6,750.00	10%	$ 6,093.70
Pega Public: Business Architect Essentials - Per Student	$ 3,327.50	19%	$ 2,730.88
Pega Public: System Administration - Per Student	$ 2,904.00	19%	$ 2,383.31

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APPENDIX C PRICING INDEX			**Elasticsearch Federal, Inc.**
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Consulting Services flexible consulting days (Base Package - minimum quantity of 4)	$ 3,000.00	1.0%	$ 2,992.44
Elastic Private Training for one (1) day On-Site or Virtual for up to 25 students. Please contact Elastic prior to ordering to discuss a SOW.	$ 14,000.00	1.0%	$ 13,964.74
Elastic Private Training for one (1) day On-Site or Virtual for attendance of one additional person, greater than 25, at a private training. Please contact Elastic prior to ordering to	$ 600.00	1.0%	$ 598.49

	MSRP	Discount %	DIR Price
Elastic Private Training for one (1) student to attend one (1) day of on-site training. Please contact Elastic prior to ordering to discuss a SOW.	$ 560.00	1.0%	$ 558.59
Online Training Annual Subscription (Virtual/On-Demand)	$ 4,600.00	1.0%	$ 4,588.41
Individual seat for one (1) named user to consume one (1) year of Standard Annual Training	$ 4,600.00	1.0%	$ 4,588.41
Individual seat for one (1) named user to consume one (1) year of Basic Annual Training Subscription	$ 3,600.00	1.0%	$ 3,590.93
Individual seat for one (1) named user to consume one (1) year of Professional Annual Training Subscription	$ 5,600.00	1.0%	$ 5,585.89

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APPENDIX C PRICING INDEX   **MobileIron**

Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Support Case Pack for MobileIron Cloud. (5 cases to be used within 12 months)	$ 700.00	3.7%	$ 679.00
Professional Services – 4hrs Remote Healthcheck (technical review + recommendations)	$ 1,000.00	3.7%	$ 970.00
Advisory Services – 40 hrs Onsite and Remote Assistance with developing a comprehensive BYOD Program	$ 10,000.00	3.7%	$ 9,700.00
Advisory Services – 40 hrs Onsite and Remote Review and assistance with optimizing the Customer's Help Desk to respond to Mobility issues	$ 10,000.00	3.7%	$ 9,700.00
Advisory Services – 25 hrs Onsite and Remote Review of Customer's Corporate Mobility Policies, how they are applied in MobileIron, and recommendations for optimization and	$ 6,250.00	3.7%	$ 6,062.50
Advisory Services – 80 hrs Remote and Onsite Support of Customer in developing a customized mobility program	$ 20,000.00	3.7%	$ 19,399.99
Advisory Services - Implementation and Operational Guidance - 40 hrs Onsite and Remote Support of Customer's roll out a new MobileIron-related mobility service	$ 10,000.00	3.7%	$ 9,700.00
Strategic Consulting Workshop - Combination of an onsite workshop and remote work, which provides the Customer with access to an experienced Strategic Consulting Services resource to educate the Customer and help develop and refine a mobile strategy.	$ 10,000.00	3.7%	$ 9,700.00
Advisory Services - 40 hours of onsite or remote assistance to develop employee communications strategy, recommend improvements, and customize baseline communications materials for the customer.	$ 10,000.00	3.7%	$ 9,700.00
Professional Services - Installation of the On-Premise version of the BYOD portal code. Does not include custom code development.	$ 2,000.00	3.7%	$ 1,940.00
Professional Services – 20hrs Remote Assistance with the transition away from MobileIron Connected Cloud	$ 5,000.00	3.7%	$ 4,850.00
Professional Services - Design, implementation and validation of a Core HA/DR	$ 2,000.00	3.7%	$ 1,940.00
Professional Services – 20hrs Remote Assistance with the MobileIron appliance (Core,sentry & connector) software upgrade. This applies to both VM and physical	$ 5,000.00	3.7%	$ 4,850.00
Professional Services - Basic Deployment 1 - Install (core functionality, simple setup)	$ 3,000.00	3.7%	$ 2,910.00
Professional Services – MI Cloud Basic Deployment 1 - MobileIron Cloud Configuration (core functionality, simple setup) and Sentry Install	$ 1,500.00	3.7%	$ 1,455.00
Professional Services - Basic Deployment 2 -Install (core functionality + Sentry high availability + Docs@Work, Web@Work)	$ 6,000.00	3.7%	$ 5,820.00
Professional Services – MI Cloud Basic Deployment 2 - MobileIron Cloud (core functionality + Sentry high availability) and Sentry Install	$ 3,000.00	3.7%	$ 2,910.00
Professional Services - Basic Deployment 3 - Install (core functionality + Sentry and VSP high availability + PKI Integration + Docs@Work, Web@Work)	$ 8,000.00	3.7%	$ 7,760.00
Professional Services – MI Cloud Basic Deployment 3 - MobileIron Cloud (core functionality + Sentry high availability + PKI Integration + Android for Work + AppConnect and/or AppTunnel) and Sentry Install	$ 4,000.00	3.7%	$ 3,880.00
Professional Services - Core Basic Deployment for Gold bundle - Install (core functionality + Sentry high availability + Docs@Work, Web@Work)	$ 9,000.00	3.7%	$ 8,730.00
Professional Services – MI Cloud Basic Deployment for Gold bundle - MobileIron Cloud (core functionality + Sentry high availability) and Sentry Install	$ 5,500.00	3.7%	$ 5,335.00
Professional Services - Core Basic Deployment for Platinum bundle - Install (core functionality + Sentry and VSP high availability + PKI Integration + Docs@Work,	$ 15,000.00	3.7%	$ 14,549.99
Professional Services – MI Cloud Basic Deployment for Platinum bundle - MobileIron Cloud (core functionality + Sentry high availability + PKI Integration + Android for Work + AppConnect and/or AppTunnel, + KCD) and Sentry Install	$ 11,000.00	3.7%	$ 10,670.00
Professional Services - Core Basic Deployment for Silver bundle - Install (core functionality, simple setup)	$ 5,000.00	3.7%	$ 4,850.00
Professional Services – MI Cloud Basic Deployment for Silver bundle - MobileIron Cloud Configuration (core functionality, simple setup) and Sentry Install	$ 2,500.00	3.7%	$ 2,425.00
One additional Support Engineer add on for multi GEO coverage for Enterprise support. Possible to have multiple. (annual fee)	$ 30,000.00	3.7%	$ 29,099.99

Description	MSRP	Discount	Price
Access to EBF Migrator per Device License(s) to support a migration to MobileIron Cloud or MobileIron Core.	$ 2.50	3.7%	$ 2.43
Enterprise Support and Strategic Account Management (annual fee)	$ 45,000.00	3.7%	$ 43,649.98
Professional Service Large Enterprise Premium Implementation Services - Bundled Strategy, Advisory Services, Project Management, Technical Deployment and Rollout	$ 62,500.00	3.7%	$ 60,624.97
Professional Services - MI Cloud Simple deployment for customers who do not initially intend to use Sentry or Connector. See service description	$ 1,250.00	3.7%	$ 1,212.50
Global Premium Services (annual fee)	$ 100,000.00	3.7%	$ 96,999.96
Global Premium Services (annual fee) Renewal	$ 100,000.00	3.7%	$ 96,999.96
Professional Services -Custom undefined scope, services provided by MobileIron Customer Success organization professionals.	$ 250.00	3.7%	$ 242.50
Professional Services -Custom undefined scope, services provided by MobileIron Customer Success organization professionals. Billed upfront	$ 250.00	3.7%	$ 242.50
Professional Services – 12hrs Remote Assistance with setting up Kerberos Constrained	$ 3,000.00	3.7%	$ 2,910.00
Professional Services - 1 on 1 presentation w/ Q&A on MI Cloud Activation and Features	$ 500.00	3.7%	$ 485.00
Professional Services - 24hr Onsite+Remote Healthcheck (deep dive technical review + recommendations)	$ 6,000.00	3.7%	$ 5,820.00
Professional Services – 12hrs Remote Assistance with implementing Docs@Work, Web@Work, Help@Work, Tunnel, AppConnect, and AppTunneling	$ 3,000.00	3.7%	$ 2,910.00
Premium Implementation Service - Combination of Advisory Services consultant to plan, oversee and provide best practices guidance along with an Implementation Engineer for design, setup and validation of all technical components. Will also include basic	$ 25,000.00	3.7%	$ 24,249.99
Premium Plus Services and Strategic Account Management (annual fee)	$ 45,000.00	3.7%	$ 43,649.98
Premium Plus Services and Strategic Account Management (annual fee) Renewal	$ 45,000.00	3.7%	$ 43,649.98
Professional Services - 12 hr Remote Healthcheck (technical review + recommendations)	$ 3,000.00	3.7%	$ 2,910.00
Professional Services - 24hr Remote Healthcheck (deep dive technical review + recommendations)	$ 6,000.00	3.7%	$ 5,820.00
Professional Services - 8 hr Remote Healthcheck (technical review + recommendations)	$ 2,000.00	3.7%	$ 1,940.00
Secure Apps Deployment Workshop - A Professional Services Engineer will conduct a workshop to train, assist and support customer activities related to the setup, configuration, testing and initial rollout secure apps in their environment.	$ 3,500.00	3.7%	$ 3,395.00
Professional Services - 5hrs Design, implementation and validation of a Sentry HA/DR architecture	$ 1,250.00	3.7%	$ 1,212.50
Professional Services - Custom defined scope (e.g. multi-site, certificate integration, health checks, follow-on services) provided by MobileIron Customer Success organization	$ 250.00	3.7%	$ 242.50
Professional Services - Custom defined scope (e.g. multi-site, certificate integration, health checks, follow-on services) provided by MobileIron Customer Success organization professionals. Billed upfront	$ 250.00	3.7%	$ 242.50
Resident Services - Resource to assist with the management of MobileIron environment. SOW required.	$ 130.00	3.7%	$ 126.10
Professional Services - Training (technical product review)	$ 1,500.00	3.7%	$ 1,455.00
Education Services - Daily per Student fee for attending a public MI Training Class. MI provides instructor, training facility, training, access to training material. Fee per day per	$ 550.00	3.7%	$ 533.50
Education Services - 1 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	$ 5,000.00	3.7%	$ 4,850.00
Education Services - 2 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	$ 7,600.00	3.7%	$ 7,372.00
Education Services - 3 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	$ 10,200.00	3.7%	$ 9,894.00
Education Services - 4 Day - Onsite class fee. MI provides onsite training for up to 12 students at customer location at mutually agreed dates, based on existing training material arranged according to customer requirements.	$ 12,800.00	3.7%	$ 12,415.99

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APPENDIX C PRICING INDEX			Nutanix
Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Nutanix Services ProPack, Location, Americas	$ 464.00	8.0%	$ 430.12
Nutanix Services ProPack, Location, APAC	$ 1.00	8.0%	$ 0.93
Nutanix Services ProPack, Delivery Day (Continuous)	$ 1,448.00	8.0%	$ 1,342.29
Nutanix Services ProPack, Onsite Delivery (As Needed)	$ 434.00	8.0%	$ 402.31
Nutanix Services ProPack, Remote Delivery	$ 1.00	8.0%	$ 0.93
Nutanix Services Workshop, File Services Design	$ 4,095.00	8.0%	$ 3,796.03

Nutanix Services Workshop, AHV Migration	$	6,449.00	8.0%	$	5,978.17
Services Workshop, AHV Migration 10 License Entitlement Add-on	$	1,720.00	8.0%	$	1,594.43
Services Workshop, AHV Migration 20 License Entitlement Add-on	$	1,720.00	8.0%	$	1,594.43
Nutanix Services workshop, Location, Americas	$	2,968.00	8.0%	$	2,751.31
Nutanix Services Workshop, Location, APAC	$	1.00	8.0%	$	0.93
Nutanix Services Workshop, Location, EMEA	$	1,484.00	8.0%	$	1,375.66
Nutanix Services Workshop, FitCheck Health Check	$	9,742.00	8.0%	$	9,030.76
Nutanix Services Workshop, Server Migration Design	$	4,065.00	8.0%	$	3,768.22
Nutanix Services Workshop, SQL DB Migration Design	$	4,719.00	8.0%	$	4,374.48
Nutanix Services Workshop, VDI Design	$	9,108.00	8.0%	$	8,443.05
Nutanix Implementation Services, Per Node, New or Existing Environment DELIVERY: On-Site (T&E Separate), via Nutanix Services PRICING: Per Node T&E: Use SKU CNS-T&E-NC, Minimum Quantity 2 TERMS: See "Nutanix Implementation Service" Data S	$	1,750.00	8.0%	$	1,622.24
Nutanix SX Implementation Services, 4 Node Bundle, New or Existing Environment DELIVERY: On-Site via Nutanix Services PRICING: Up to 4 Node Increments T&E: Included Americas and EMEA, ANZ. For other APAC Verify with gso-dealdesk@nutanix.com	$	2,875.00	8.0%	$	2,665.10
Nutanix Services ProPackÂ Available OptionsÂ *Delivery Days: 1, 3, or 5 (Contiguous)Â *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas, EMEA, or APAC	$	250.00	8.0%	$	231.75
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	2,355.00	8.0%	$	2,183.07
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	1,844.00	8.0%	$	1,709.37
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	7,912.00	8.0%	$	7,334.36
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	6,379.00	8.0%	$	5,913.28
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	6,565.00	8.0%	$	6,085.71
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	5,032.00	8.0%	$	4,664.63
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	13,020.00	8.0%	$	12,069.44
Nutanix Services ProPack Available Options *Delivery Days: 1, 3, or 5 (Contiguous) *Delivery Type: Onsite (3 or 5 Days only) or Remote 100% *Delivery Geography: Americas,	$	10,465.00	8.0%	$	9,700.98
SERVICE: Nutanix Services Resident	$	1,000.00	8.0%	$	926.99
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: AMER	$	218,494.00	8.0%	$	202,542.29
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: EMEA	$	214,214.00	8.0%	$	198,574.76
Nutanix Professional Services Engagement: 120 Day, Onsite, Architect Resident Work Location: APAC	$	194,790.00	8.0%	$	180,568.86
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: AMER	$	203,520.00	8.0%	$	188,661.50
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: EMEA	$	191,040.00	8.0%	$	177,092.64
Nutanix Professional Services Engagement: 120 Day, Remote, Architect Resident Work Location: APAC	$	181,440.00	8.0%	$	168,193.51
Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: AMER	$	152,006.00	8.0%	$	140,908.41

Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: EMEA	$	141,015.00	8.0%	$	130,719.84
Nutanix Professional Services Engagement: 120 Day, Onsite, Consultant Resident Work Location: APAC	$	65,462.00	8.0%	$	60,682.78
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident Work Location: AMER	$	131,520.00	8.0%	$	121,918.05
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident Work Location: EMEA	$	125,760.00	8.0%	$	116,578.57
Nutanix Professional Services Engagement: 120 Day, Remote, Consultant Resident Work Location: APAC	$	56,640.00	8.0%	$	52,504.85
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: AMER	$	201,187.00	8.0%	$	186,498.83
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: EMEA	$	179,330.00	8.0%	$	166,237.55
Nutanix Professional Services Engagement: 120 Day, Onsite, Senior Consultant Resident Work Location: APAC	$	154,584.00	8.0%	$	143,298.20
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: AMER	$	169,920.00	8.0%	$	157,514.56
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: EMEA	$	167,040.00	8.0%	$	154,844.82
Nutanix Professional Services Engagement: 120 Day, Remote, Senior Consultant Resident Work Location: APAC	$	130,560.00	8.0%	$	121,028.13
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: AMER	$	57,141.00	8.0%	$	52,969.28
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: EMEA	$	54,749.00	8.0%	$	50,751.91
Nutanix Professional Services Engagement: 20 Day, Onsite, Architect Resident Work Location: APAC	$	50,853.00	8.0%	$	47,140.35
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident Work Location: AMER	$	49,440.00	8.0%	$	45,830.51
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident Work Location: EMEA	$	46,240.00	8.0%	$	42,864.13
Nutanix Professional Services Engagement: 20 Day, Remote, Architect Resident Work Location: APAC	$	44,000.00	8.0%	$	40,787.67
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident Work Location: AMER	$	34,183.00	8.0%	$	31,687.38
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident Work Location: EMEA	$	36,183.00	8.0%	$	33,541.37
Nutanix Professional Services Engagement: 20 Day, Onsite, Consultant Resident Work Location: APAC	$	30,696.00	8.0%	$	28,454.96
Nutanix Professional Services Engagement: 20 Day, Remote, Consultant Resident Work Location: AMER	$	31,840.00	8.0%	$	29,515.44
Nutanix Professional Services Engagement: 20 Day, Remote, Consultant Resident Work Location: EMEA	$	30,560.00	8.0%	$	28,328.89

Nutanix Professional Services Engagement: 20 Day, Remote, Consultant Resident Work Location: APAC	$ 23,646.00	8.0%	$ 21,919.66
Nutanix Professional Services Engagement: 20 Day, Onsite, Senior Consultant Resident Work Location: AMER	$ 46,288.00	8.0%	$ 42,908.63
Nutanix Professional Services Engagement: 20 Day, Onsite, Senior Consultant Resident Work Location: EMEA	$ 46,970.00	8.0%	$ 43,540.84
Nutanix Professional Services Engagement: 20 Day, Onsite, Senior Consultant Resident Work Location: APAC	$ 35,523.00	8.0%	$ 32,929.55
Nutanix Professional Services Engagement: 20 Day, Remote, Senior Consultant Resident Work Location: AMER	$ 41,280.00	8.0%	$ 38,266.25
Nutanix Professional Services Engagement: 20 Day, Remote, Senior Consultant Resident Work Location: EMEA	$ 40,640.00	8.0%	$ 37,672.97
Nutanix Professional Services Engagement: 20 Day, Remote, Senior Consultant Resident Work Location: APAC	$ 31,680.00	8.0%	$ 29,367.12
Nutanix Professional Services Engagement: 240 Day, Onsite, Architect Resident Work Location: AMER	$ 437,040.00	8.0%	$ 405,132.78
Nutanix Professional Services Engagement: 240 Day, Onsite, Architect Resident Work Location: EMEA	$ 421,621.00	8.0%	$ 390,839.48
Nutanix Professional Services Engagement: 240 Day, Onsite, Architect Resident Work Location: APAC	$ 389,676.00	8.0%	$ 361,226.71
Nutanix Professional Services Engagement: 240 Day, Remote, Architect Resident Work Location: AMER	$ 389,760.00	8.0%	$ 361,304.57
Nutanix Professional Services Engagement: 240 Day, Remote, Architect Resident Work Location: EMEA	$ 364,800.00	8.0%	$ 338,166.84
Nutanix Professional Services Engagement: 240 Day, Remote, Architect Resident Work Location: APAC	$ 347,520.00	8.0%	$ 322,148.41
Nutanix Professional Services Engagement: 240 Day, Onsite, Consultant Resident Work Location: AMER	$ 297,802.00	8.0%	$ 276,060.20
Nutanix Professional Services Engagement: 240 Day, Onsite, Consultant Resident Work Location: EMEA	$ 259,719.00	8.0%	$ 240,757.55
Nutanix Professional Services Engagement: 240 Day, Onsite, Consultant Resident Work Location: APAC	$ 247,204.00	8.0%	$ 229,156.24
Nutanix Professional Services Engagement: 240 Day, Remote, Consultant Resident Work Location: AMER	$ 251,520.00	8.0%	$ 233,157.14
Nutanix Professional Services Engagement: 240 Day, Remote, Consultant Resident Work Location: EMEA	$ 241,920.00	8.0%	$ 224,258.01
Nutanix Professional Services Engagement: 240 Day, Remote, Consultant Resident Work Location: APAC	$ 189,704.00	8.0%	$ 175,854.17
Nutanix Professional Services Engagement: 240 Day, Onsite, Senior Consultant Resident Work Location: AMER	$ 350,415.00	8.0%	$ 324,832.06
Nutanix Professional Services Engagement: 240 Day, Onsite, Senior Consultant Resident Work Location: EMEA	$ 359,536.00	8.0%	$ 333,287.16
Nutanix Professional Services Engagement: 240 Day, Onsite, Senior Consultant Resident Work Location: APAC	$ 267,965.00	8.0%	$ 248,401.53

Nutanix Professional Services Engagement: 240 Day, Remote, Senior Consultant Resident Work Location: AMER	$ 326,400.00	8.0%	$	302,570.33
Nutanix Professional Services Engagement: 240 Day, Remote, Senior Consultant Resident Work Location: EMEA	$ 320,640.00	8.0%	$	297,230.86
Nutanix Professional Services Engagement: 240 Day, Remote, Senior Consultant Resident Work Location: APAC	$ 249,600.00	8.0%	$	231,377.31
Nutanix Professional Services Engagement: 60 Day, Onsite, Architect Resident Work Location: AMER	$ 144,923.00	8.0%	$	134,342.53
Nutanix Professional Services Engagement: 60 Day, Onsite, Architect Resident Work Location: EMEA	$ 122,645.00	8.0%	$	113,690.99
Nutanix Professional Services Engagement: 60 Day, Onsite, Architect Resident Work Location: APAC	$ 128,441.00	8.0%	$	119,063.84
Nutanix Professional Services Engagement: 60 Day, Remote, Architect Resident Work Location: AMER	$ 122,400.00	8.0%	$	113,463.88
Nutanix Professional Services Engagement: 60 Day, Remote, Architect Resident Work Location: EMEA	$ 114,240.00	8.0%	$	105,899.62
Nutanix Professional Services Engagement: 60 Day, Remote, Architect Resident Work Location: APAC	$ 108,480.00	8.0%	$	100,560.14
Nutanix Professional Services Engagement: 60 Day, Onsite, Consultant Resident Work Location: AMER	$ 88,269.00	8.0%	$	81,824.70
Nutanix Professional Services Engagement: 60 Day, Onsite, Consultant Resident Work Location: EMEA	$ 87,653.00	8.0%	$	81,253.67
Nutanix Professional Services Engagement: 60 Day, Onsite, Consultant Resident Work Location: APAC	$ 75,889.00	8.0%	$	70,348.53
Nutanix Professional Services Engagement: 60 Day, Remote, Consultant Resident Work Location: AMER	$ 78,720.00	8.0%	$	72,972.85
Nutanix Professional Services Engagement: 60 Day, Remote, Consultant Resident Work Location: EMEA	$ 75,840.00	8.0%	$	70,303.11
Nutanix Professional Services Engagement: 60 Day, Remote, Consultant Resident Work Location: APAC	$ 56,222.00	8.0%	$	52,117.37
Nutanix Professional Services Engagement: 60 Day, Onsite, Senior Consultant Resident Work Location: AMER	$ 117,610.00	8.0%	$	109,023.58
Nutanix Professional Services Engagement: 60 Day, Onsite, Senior Consultant Resident Work Location: EMEA	$ 118,780.00	8.0%	$	110,108.16
Nutanix Professional Services Engagement: 60 Day, Onsite, Senior Consultant Resident Work Location: APAC	$ 90,427.00	8.0%	$	83,825.15
Nutanix Professional Services Engagement: 60 Day, Remote, Senior Consultant Resident Work Location: AMER	$ 101,760.00	8.0%	$	94,330.75
Nutanix Professional Services Engagement: 60 Day, Remote, Senior Consultant Resident Work Location: EMEA	$ 100,320.00	8.0%	$	92,995.88
Nutanix Professional Services Engagement: 60 Day, Remote, Senior Consultant Resident Work Location: APAC	$ 78,240.00	8.0%	$	72,527.89

Nutanix Services Travel and Expense (T&E) Units DELIVERY: Via Nutanix Services PRICING: Per T&E Unit, Estimate Not To Exceed, Based on Project Location and Duration MISC: For Non-Standard Requests, Validate with GSO-DealDesk@nutanix.com Prior	$	750.00	8.0%	$	695.24
Nutanix Services T&M Units DELIVERY: On-Site (T&E Separate), via Nutanix Services PRICING: Per Consultant Day MISC: Validate with GSO-DealDesk@nutanix.com Prior to Quoting for Scoping and T&E	$	3,600.00	8.0%	$	3,337.17
SKU for subsequent purchases for three (3) years for up to 16 additional nodes Includes assurance only for additional nodes Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate before PO See program guide for terms and	$	15,000.00	8.0%	$	13,904.89
Base SKU for first purchase for three (3) years for up to 16 nodes Includes 3 days design, 2 fit checks, and assurance scope Requires Nutanix Services VDI Architect review and issuance of VDI Assurance Certificate before PO See program guide for terms an	$	40,000.00	8.0%	$	37,079.70
SKU for term extension for one (1) additional year for up to 16 nodes Includes assurance only for additional nodes Requires Nutanix Services VDI Architect review and update of VDI Assurance Certificate before PO See program guide for terms and conditions	$	5,000.00	8.0%	$	4,634.96
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	11,387.00	8.0%	$	10,555.66
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	26,867.00	8.0%	$	24,905.51
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	13,107.00	8.0%	$	12,150.09
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	14,827.00	8.0%	$	13,744.52
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	9,667.00	8.0%	$	8,961.24
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	16,547.00	8.0%	$	15,338.94
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	18,267.00	8.0%	$	16,933.37
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	19,987.00	8.0%	$	18,527.80
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	21,707.00	8.0%	$	20,122.23
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	23,427.00	8.0%	$	21,716.65
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	25,147.00	8.0%	$	23,311.08
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	9,903.00	8.0%	$	9,180.01
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	25,383.00	8.0%	$	23,529.85
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	11,623.00	8.0%	$	10,774.43

Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 13,343.00	8.0%	$	12,368.86
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 8,183.00	8.0%	$	7,585.58
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 15,063.00	8.0%	$	13,963.29
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 16,783.00	8.0%	$	15,557.71
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 18,503.00	8.0%	$	17,152.14
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 20,223.00	8.0%	$	18,746.57
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 21,943.00	8.0%	$	20,341.00
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 23,663.00	8.0%	$	21,935.42
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 8,420.00	8.0%	$	7,805.28
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 23,900.00	8.0%	$	22,155.12
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 10,140.00	8.0%	$	9,399.70
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 11,860.00	8.0%	$	10,994.13
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 6,700.00	8.0%	$	6,210.85
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 13,580.00	8.0%	$	12,588.56
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 15,300.00	8.0%	$	14,182.98
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 17,020.00	8.0%	$	15,777.41
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 18,740.00	8.0%	$	17,371.84
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 20,460.00	8.0%	$	18,966.27
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 22,180.00	8.0%	$	20,560.69
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 7,313.00	8.0%	$	6,779.10
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 5,829.00	8.0%	$	5,403.44
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$ 4,346.00	8.0%	$	4,028.71

Description	Price		Discount	Net Price	
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	12,960.00	8.0%	$	12,013.82
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	11,476.00	8.0%	$	10,638.17
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	9,993.00	8.0%	$	9,263.44
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	7,283.00	8.0%	$	6,751.29
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	5,799.00	8.0%	$	5,375.63
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	4,316.00	8.0%	$	4,000.90
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	7,937.00	8.0%	$	7,357.54
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	6,453.00	8.0%	$	5,981.88
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	4,970.00	8.0%	$	4,607.15
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	12,326.00	8.0%	$	11,426.11
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	10,842.00	8.0%	$	10,050.45
Nutanix Services Workshop Available Options *Workshop Type(s): Migrations (Server, SQL, AHV), VDI, File Services, FitCheck *Delivery Type: Onsite as needed *Delivery Geography: Americas, EMEA, or APAC	$	9,359.00	8.0%	$	8,675.72
Nutanix Services Pre-Paid Credit Units DELIVERY: Via Nutanix Services PRICING: Per Pre-Paid Credit Unit, $100 USD Face Value TERMS: See "Nutanix Flexible Credits" Data Sheet, Expire 1 Year After Purchase MISC: Validate with GSO-DealDesk@nutanix.com Prior	$	100.00	8.0%	$	92.70
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base up between 100 and 200 nodes	$	200,000.00	8.0%	$	185,398.49
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base between 200 and 400 nodes	$	400,000.00	8.0%	$	370,796.98
Technical Relationship Management (TRM) Shared Service, 12-months minimum engagement, installed base up to 100 nodes	$	100,000.00	8.0%	$	92,699.24
"CUSTOMER COURSE: Enterprise Cloud Platform Administration 5.0 (Standalone Curriculum) DELIVERY: Instructor-led, 4 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification	$	3,500.00	8.0%	$	3,244.47
"CUSTOMER COURSE: Nutanix Platform Administration 5.0 (Online Plus Curriculum) DELIVERY: Online FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP 5.0 Certification PRICI	$	695.00	8.0%	$	644.26
NOTE: Not Valid for Standalone Seats	$	2,100.00	8.0%	$	1,946.68
CUSTOMER COURSE: Enterprise Cloud Platform Administration 5.0 (Standalone Curriculum) DELIVERY: Instructor-led, 4 Days FORMAT: On-site Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Up to 8	$	22,000.00	8.0%	$	20,393.83

Description					
CUSTOMER COURSE: Nutanix Platform Administration and Migrating to Nutanix Acropolis (Combined Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for	$	3,600.00	8.0%	$	3,337.17
CUSTOMER COURSE: Nutanix Platform Administration and Migrating to Nutanix Acropolis (Combined Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification, Mig	$	20,000.00	8.0%	$	18,539.85
CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per St	$	2,500.00	8.0%	$	2,317.48
CUSTOMER COURSE: Nutanix Platform Administration (Online Plus Curriculum) DELIVERY: Online FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per	$	495.00	8.0%	$	458.86
NOTE: Not Valid for Standalone Seats	$	1,500.00	8.0%	$	1,390.49
CUSTOMER COURSE: Nutanix Platform Administration (Standalone Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Up to 8 Students. Use EDU-C-	$	12,500.00	8.0%	$	11,587.41
CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum) DELIVERY: Instructor led, 1 Day FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NOTE: Existing	$	1,500.00	8.0%	$	1,390.49
CUSTOMER COURSE: Migrating to Nutanix Acropolis (Standalone Curriculum) DELIVERY: Instructor led, 1 Day FORMAT: Onsite Private, Closed Classroom FOCUS: Migrate Existing Workloads to Acropolis PRICING: Per Student Seat NOTE: Up to 8 Students. Use EDU-C-AD	$	8,500.00	8.0%	$	7,879.44
CUSTOMER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING	$	2,500.00	8.0%	$	2,317.48
NOTE: Not Valid for Standalone Seats	$	1,500.00	8.0%	$	1,390.49
CUSTOMER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Onsite Private, Closed Classroom FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING: Up to 8 Students. Us	$	12,500.00	8.0%	$	11,587.41
NOTE: Not Valid for Standalone Seats	$	400.00	8.0%	$	370.80
CUSTOMER COURSE: VDI add-on to Nutanix Platform Administration private course	$	1,500.00	8.0%	$	1,390.49
"PARTNER COURSE: Nutanix Platform Administration 5.0 (Online Plus Curriculum) DELIVERY: Online, Instructor-led FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP 5.0 Cert	$	350.00	8.0%	$	324.45

	MSRP		Discount	Price	
PARTNER COURSE: Nutanix Platform Administration (Standalone Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification PRICING: Per Stu	$	2,500.00	8.0%	$	2,317.48
PARTNER COURSE: Nutanix Platform Administration (Online Plus Curriculum) DELIVERY: Instructor led, 2 Days FORMAT: Online Plus (self-paced online plus guided experience and hosted labs) FOCUS: Nutanix Platform Administration, Prepare for NPP Certification	$	245.00	8.0%	$	227.11
PARTNER COURSE: Train-the-Trainer for ATCs, Nutanix Platform Administration DELIVERY: Instructor led, 2 Days FORMAT: Onsite Private or Online/Remote Optional FOCUS: Trainer Education, Nutanix Platform Administration, Prepare for NPP Certification PRICING	$	2,500.00	8.0%	$	2,317.48
PARTNER COURSE: Nutanix Support Specialist (Standalone Curriculum) DELIVERY: Instructor led, 3 Days FORMAT: Open Enrollment (Authorized Training Center or Online) FOCUS: Level 1/Level 2 Tech Support and Diagnostics, Prepare for NSS Certification PRICING:	$	2,500.00	8.0%	$	2,317.48

immixTechnology, Inc DIR-TSO-4315					
APPENDIX C PRICING INDEX				**Palo Alto**	
Installation / Configuration / Technical Services and Training Packages	**MSRP**		**DIR Customer Discount % off MSRP**	**DIR Customer Price**	
Palo Alto Networks Consulting Services Hourly - 8 hour minimum	$	412.50	3.4%	$	401.49
Cloud Security Accelerator Service for Aperture	$	19,735.00	3.4%	$	19,208.07
Palo Alto Networks professional services architect (per day)	$	3,500.00	3.4%	$	3,406.55
SOC Integration for AutoFocus and MineMeld. T&E included in price, max 1 onsite visit.	$	21,400.00	3.4%	$	20,828.61
Includes implementation of up to 2 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <2500 Traps agents.	$	10,000.00	3.4%	$	9,733.00
Includes implementation of up to 5 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of >10K Traps agents.	$	36,000.00	3.4%	$	35,038.79
Includes implementation of up to 4 ESM Servers and 2 ESM Consoles & tuning of up to 25% of the procured Traps agents of any supported OS/platform. This service is targeted for deployments of <10K Traps agents.	$	25,000.00	3.4%	$	24,332.49
Endpoint Enforcement Service : Migration from ESM to TMS	$	6,000.00	3.4%	$	5,839.80
Palo Alto Networks Traps Consulting Services (per day)	$	3,300.00	3.4%	$	3,211.89
Palo Alto Networks Consulting Services Cutover Hourly - 4 hour minimum	$	560.00	3.4%	$	545.05
Palo Alto Networks Dedicated Architect – 12 months	$	485,000.00	3.4%	$	472,050.38
Palo Alto Networks consulting services (per day) - Minimum 5 days	$	3,300.00	3.4%	$	3,211.89
Cortex XSOAR Consulting Service (per day) - Minimum 5 days	$	3,450.00	3.4%	$	3,357.88
QuickStart Service for Cortex XSOAR-Starter Enterprise Platform	$	22,500.00	3.4%	$	21,899.24
High-level Design Service - Covers One New Deployment Scenario. T&E included, max 1 onsite visit.	$	34,200.00	3.4%	$	33,286.85
Targeted Design Service - Deep-Dive on One Capability. T&E included, One Onsite Visit	$	20,700.00	3.4%	$	20,147.30
QuickStart Service for Prisma Access	$	16,830.00	3.4%	$	16,380.63
Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price.	$	17,000.00	3.4%	$	16,546.10
Palo Alto Networks Health Check Service. For up to 3 HA pairs and Panorama Environment. T&E included in price. For US Government accounts only.	$	17,850.00	3.4%	$	17,373.40
Network Visibility Service for 3HA Active/Passive pairs. T&E included, max 3 onsite visits. (for PA-5000 series and smaller)	$	67,925.00	3.4%	$	66,111.39
Network Visibility Service for 1HA Active/Passive pair. T&E included, max 1 onsite visit. (for PA-5000 series and smaller)	$	27,500.00	3.4%	$	26,765.74
Network Enforcement Service, for one panorama system. T&E included in price.	$	77,100.00	3.4%	$	75,041.41
QuickStart Service for App-ID Conversion - Includes Two Cutovers	$	14,800.00	3.4%	$	14,404.84
QuickStart Service for App-ID Conversion: Security Rules Add-On	$	8,200.00	3.4%	$	7,981.06
QuickStart Service for GlobalProtect: Remote Access - Includes One Cutover	$	18,000.00	3.4%	$	17,519.40
QuickStart Service for NGFW: IPSec VPNs Add-On - Includes One Cutover	$	12,300.00	3.4%	$	11,971.59
QuickStart Service for NGFW: PA-220, PA-800 Series - Includes One Cutover	$	9,900.00	3.4%	$	9,635.67

QuickStart Service for NGFW: PA-3200 Series - Includes One Cutover	$	11,500.00	3.4%	$	11,192.95
QuickStart Service for NGFW: PA-5200 Series - Includes One Cutover	$	17,300.00	3.4%	$	16,838.09
QuickStart Service for NGFW: PA-7000 Series - Includes One Cutover	$	32,100.00	3.4%	$	31,242.92
QuickStart Service for NGFW: Security/NAT Rules Add-On	$	4,100.00	3.4%	$	3,990.53
QuickStart Service for SSL Decryption: Inbound Inspection - Includes One Cutover	$	11,500.00	3.4%	$	11,192.95
QuickStart Service for SSL Decryption: Outbound Forward proxy - Includes One Cutover	$	11,500.00	3.4%	$	11,192.95
QuickStart Service for Threat Prevention - Includes One Cutover	$	9,900.00	3.4%	$	9,635.67
QuickStart Service for URL Filtering - Includes One Cutover	$	11,500.00	3.4%	$	11,192.95
QuickStart Service for User-ID (Policy Enforcement) - Includes One Cutover	$	14,000.00	3.4%	$	13,626.20
QuickStart Service for User-ID (IP Mapping) - Includes One Cutover	$	11,500.00	3.4%	$	11,192.95
SecOps Optimization Service for Next-Generation Firewall - Initial Engagement	$	32,500.00	3.4%	$	31,632.24
SecOps Optimization Service for Next-Generation Firewall - On-going engagement	$	22,500.00	3.4%	$	21,899.24
QuickStart Service for Panorama	$	11,500.00	3.4%	$	11,192.95
Network Control Service, for 1 HA PANW Active/Passive pair. T&E included, max 1 onsite	$	54,450.00	3.4%	$	52,996.17
Palo Alto Networks professional services project manager (per day)	$	2,500.00	3.4%	$	2,433.25
Palo Alto Networks Resident Engineer Consulting Services – 12 months	$	363,000.00	3.4%	$	353,307.81
Palo Alto Networks Resident Engineer Consulting Services – 6 months	$	220,000.00	3.4%	$	214,125.94
QuickStart Service for SD-WAN - Branch Expansion (up to 50 branches)	$	8,000.00	3.4%	$	7,786.40
QuickStart Service for SD-WAN - Hub Deployment (for 1 hub deployment and up to 10	$	14,000.00	3.4%	$	13,626.20
SecOps Assessment Service. For Analysis of 1 Security Operations Center. T&E included in	$	46,900.00	3.4%	$	45,647.76
SOC Integration for NGFW and Panorama. For integration of 1 Security Operations Center. T&E included in price.	$	27,800.00	3.4%	$	27,057.73
Palo Alto Networks Threat Assessment Service. For 1 Security Policy and Associated Profile. T&E included in price.	$	23,700.00	3.4%	$	23,067.20
Cloud Security Accelerator Service for VM Series	$	39,950.00	3.4%	$	38,883.32
PAN-SVC-4HRUSG-M-100-P-100-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-100 100 devices	$	19,340.00	3.4%	$	18,823.62
PAN-SVC-4HRUSG-M-100-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-100 100 devices	$	32,200.00	3.4%	$	31,340.25
PAN-SVC-4HRUSG-M-100-P-1K-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-100 1000 devices	$	46,940.00	3.4%	$	45,686.69
PAN-SVC-4HRUSG-M-100-P-1K-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-100 1000 devices	$	78,200.00	3.4%	$	76,112.04
PAN-SVC-4HRUSG-M-100-P-25-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-100 25 devices or log collector	$	11,070.00	3.4%	$	10,774.43
PAN-SVC-4HRUSG-M-100-P-25-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-100 25 devices or log collector	$	18,400.00	3.4%	$	17,908.72
PAN-SVC-4HRUSG-M-500-P-100-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-500 100 devices	$	27,600.00	3.4%	$	26,863.07
PAN-SVC-4HRUSG-M-500-P-100-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-500 100 devices	$	46,000.00	3.4%	$	44,771.79
PAN-SVC-4HRUSG-M-500-P-1K-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-500 1000 devices	$	55,200.00	3.4%	$	53,726.15
PAN-SVC-4HRUSG-M-500-P-1K-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-500 1000 devices	$	92,000.00	3.4%	$	89,543.58
PAN-SVC-4HRUSG-M-M-500-P-25-3YR-R: For US Government accounts only. 4-Hour Premium support 3-year prepaid renewal, Panorama M-500 25 devices or log collector	$	19,320.00	3.4%	$	18,804.15
PAN-SVC-4HRUSG-M-500-P-25-5YR-R: For US Government accounts only. 4-Hour Premium support 5-year prepaid renewal, Panorama M-500 25 devices or log collector	$	32,200.00	3.4%	$	31,340.25
PAN-SVC-B4HRUSG-M-100-P-100-3YR: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid, Panorama M-100 100 devices	$	19,340.00	3.4%	$	18,823.62
PAN-SVC-B4HRUSG-M-100-P-100-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 100 devices	$	19,340.00	3.4%	$	18,823.62
PAN-SVC-B4HRUSG-M-100-P-100-5YR: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid, Panorama M-100 100 devices	$	32,200.00	3.4%	$	31,340.25
PAN-SVC-B4HRUSG-M-100-P-100-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 100 devices	$	32,200.00	3.4%	$	31,340.25
PAN-SVC-B4HRUSG-M-100-P-1K-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 1000 devices	$	46,940.00	3.4%	$	45,686.69
PAN-SVC-B4HRUSG-M-100-P-1K-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 1000 devices	$	78,200.00	3.4%	$	76,112.04
PAN-SVC-B4HRUSG-M-100-P-25-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-100 25 devices or	$	11,070.00	3.4%	$	10,774.43
PAN-SVC-B4HRUSG-M-100-P-25-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-100 25 devices or	$	18,400.00	3.4%	$	17,908.72
PAN-SVC-B4HRUSG-M-500-P-100-3YR: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid, Panorama M-500 100 devices	$	27,600.00	3.4%	$	26,863.07

Description		Price	%	Net Price	
PAN-SVC-B4HRUSG-M-500-P-100-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 100 devices	$	27,600.00	3.4%	$	26,863.07
PAN-SVC-B4HRUSG-M-500-P-100-5YR: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid, Panorama M-500 100 devices	$	46,000.00	3.4%	$	44,771.79
PAN-SVC-B4HRUSG-M-500-P-100-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 100 devices	$	46,000.00	3.4%	$	44,771.79
PAN-SVC-B4HRUSG-M-500-P-1K-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 1000 devices	$	55,200.00	3.4%	$	53,726.15
PAN-SVC-B4HRUSG-M-500-P-1K-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 1000 devices	$	92,000.00	3.4%	$	89,543.58
PAN-SVC-B4HRUSG-M-500-P-25-3YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 3-year prepaid renewal, Panorama M-500 25 devices or	$	19,320.00	3.4%	$	18,804.15
PAN-SVC-B4HRUSG-M-500-P-25-5YR-R: For US Government accounts only. Partner enabled 4-Hour premium support 5-year prepaid renewal, Panorama M-500 25 devices or	$	32,200.00	3.4%	$	31,340.25
Palo Alto Networks Focused Services Elite, Tier 1 - 1 Year	$	385,000.00	3.4%	$	374,720.40
Palo Alto Networks Focused Services Elite, Tier 1 - 3 Years	$	1,155,000.00	3.4%	$	1,124,161.21
Palo Alto Networks Focused Services Elite, Tier 1 - 5 Years	$	1,925,000.00	3.4%	$	1,873,602.02
Palo Alto Networks Focused Services Elite, Tier 2 - 1 Year	$	585,000.00	3.4%	$	569,380.35
Palo Alto Networks Focused Services Elite, Tier 2 - 3 Years	$	1,755,000.00	3.4%	$	1,708,141.06
Palo Alto Networks Focused Services Elite, Tier 2 - 5 Years	$	2,925,000.00	3.4%	$	2,846,901.76
Palo Alto Networks Focused Services Elite, Tier 3 - 1 Year	$	1,185,000.00	3.4%	$	1,153,360.20
Palo Alto Networks Focused Services Elite, Tier 3 - 3 Years	$	3,555,000.00	3.4%	$	3,460,080.60
Palo Alto Networks Focused Services Elite, Tier 3 - 5 Years	$	5,925,000.00	3.4%	$	5,766,801.01
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Focused Services to Elite Tiers 1, 1 Year	$	305,000.00	3.4%	$	296,856.42
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Focused Services to Plus Tiers 1, 1 Year	$	105,000.00	3.4%	$	102,196.47
Palo Alto Networks Focused Services Add-on for ESA, Upgrade from Plus Tier 1 to Elite Tiers 1, 1 Year	$	200,000.00	3.4%	$	194,659.95
Palo Alto Networks Focused Services Plus, Tier 1 - 1 Year	$	185,000.00	3.4%	$	180,060.45
Palo Alto Networks Focused Services Plus, Tier 1 - 3 Years	$	555,000.00	3.4%	$	540,181.36
Palo Alto Networks Focused Services Plus, Tier 1 - 5 Years	$	925,000.00	3.4%	$	900,302.27
Palo Alto Networks Focused Services Plus, Tier 2 - 1 Year	$	385,000.00	3.4%	$	374,720.40
Palo Alto Networks Focused Services Plus, Tier 2 - 3 Years	$	1,155,000.00	3.4%	$	1,124,161.21
Palo Alto Networks Focused Services Plus, Tier 2 - 5 Years	$	1,925,000.00	3.4%	$	1,873,602.02
Palo Alto Networks Focused Services Plus, Tier 3 - 1 Year	$	585,000.00	3.4%	$	569,380.35
Palo Alto Networks Focused Services Plus, Tier 3 - 3 Years	$	1,755,000.00	3.4%	$	1,708,141.06
Palo Alto Networks Focused Services Plus, Tier 3 - 5 Years	$	2,925,000.00	3.4%	$	2,846,901.76
Palo Alto Networks Focused Services, Tier 1 - 1 Year	$	80,000.00	3.4%	$	77,863.98
Palo Alto Networks Focused Services, Tier 1 - 3 Years	$	240,000.00	3.4%	$	233,591.94
Palo Alto Networks Focused Services, Tier 1 - 5 Years	$	400,000.00	3.4%	$	389,319.90
Palo Alto Networks Focused Services, Tier 2 - 1 Year	$	180,000.00	3.4%	$	175,193.95
Palo Alto Networks Focused Services, Tier 2 - 3 Years	$	540,000.00	3.4%	$	525,581.86
Palo Alto Networks Focused Services, Tier 2 - 5 Years	$	900,000.00	3.4%	$	875,969.77
Palo Alto Networks Focused Services, Tier 3 - 1 Year	$	280,000.00	3.4%	$	272,523.93
Palo Alto Networks Focused Services, Tier 3 - 3 Years	$	840,000.00	3.4%	$	817,571.79
Palo Alto Networks Focused Services, Tier 3 - 5 Years	$	1,400,000.00	3.4%	$	1,362,619.65
PAN-SVC-PREMUSG-M-100-P-100-3YR: For US Government accounts only. Premium support 3-year prepaid, Panorama M-100 100 devices	$	14,970.00	3.4%	$	14,570.30
PAN-SVC-PREMUSG-M-100-P-100-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 100 devices	$	14,970.00	3.4%	$	14,570.30
PAN-SVC-PREMUSG-M-100-P-100-5YR: For US Government accounts only. Premium support 5-year prepaid, Panorama M-100 100 devices	$	25,200.00	3.4%	$	24,527.15
PAN-SVC-PREMUSG-M-100-P-100-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 100 devices	$	25,200.00	3.4%	$	24,527.15
PAN-SVC-PREMUSG-M-100-P-1K-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 1000 devices	$	36,680.00	3.4%	$	35,700.63
PAN-SVC-PREMUSG-M-100-P-1K-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 1000 devices	$	61,200.00	3.4%	$	59,565.94
PAN-SVC-PREMUSG-M-100-P-25-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-100 25 devices or log collector	$	8,550.00	3.4%	$	8,321.71
PAN-SVC-PREMUSG-M-100-P-25-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-100 25 devices or log collector	$	14,400.00	3.4%	$	14,015.52
PAN-SVC-PREMUSG-M-500-P-100-3YR: For US Government accounts only. Premium support 3-year prepaid, Panorama M-500 100 devices	$	21,600.00	3.4%	$	21,023.27
PAN-SVC-PREMUSG-M-500-P-100-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-500 100 devices	$	21,600.00	3.4%	$	21,023.27

Description	MSRP	Discount	Price
PAN-SVC-PREMUSG-M-500-P-100-5YR: PAN-SVC-PREMUSG-M-500-P-100-5YR: For US Government accounts only. Premium support 5-year prepaid, Panorama M-500 100	$ 36,000.00	3.4%	$ 35,038.79
PAN-SVC-PREMUSG-M-500-P-100-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 100 devices	$ 36,000.00	3.4%	$ 35,038.79
PAN-SVC-PREMUSG-M-500-P-1K-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-500 1000 devices	$ 43,200.00	3.4%	$ 42,046.55
PAN-SVC-PREMUSG-M-500-P-1K-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 1000 devices	$ 72,000.00	3.4%	$ 70,077.58
PAN-SVC-PREMUSG-M-500-P-25-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, Panorama M-500 25 devices or log collector	$ 15,120.00	3.4%	$ 14,716.29
PAN-SVC-PREMUSG-M-500-P-25-5YR-R: For US Government accounts only. Premium support 5-year prepaid renewal, Panorama M-500 25 devices or log collector	$ 25,200.00	3.4%	$ 24,527.15
PAN-SVC-PREMUSG-VM-1000-HV-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-1000-HV	$ 3,660.00	3.4%	$ 3,562.28
PAN-SVC-PREMUSG-VM-1000-HV-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-1000-HV	$ 6,080.00	3.4%	$ 5,917.66
PAN-SVC-PREMUSG-VM-1000-HV-ENT-3YR: For US Government accounts only. Premium support 3-year prepaid, VM-1000-HV-ENT	$ 60,750.00	3.4%	$ 59,127.96
PAN-SVC-PREMUSG-VM-1000-HV-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-1000-HV-ENT	$ 60,750.00	3.4%	$ 59,127.96
PAN-SVC-PREMUSG-VM-1000-HV-ENT-5YR: For US Government accounts only. Premium support 5 year prepaid, VM-1000-HV-ENT	$ 101,250.00	3.4%	$ 98,546.60
PAN-SVC-PREMUSG-VM-1000-HV-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-1000-HV-ENT	$ 101,250.00	3.4%	$ 98,546.60
PAN-SVC-PREMUSG-VM-1000-HV-ENT-R: For US Government accounts only. Premium support year 1 renewal, VM-1000-HV-ENT	$ 25,320.00	3.4%	$ 24,643.95
PAN-SVC-PREMUSG-VM-100-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-100-ENT	$ 24,300.00	3.4%	$ 23,651.18
PAN-SVC-PREMUSG-VM-100-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-100-ENT	$ 40,500.00	3.4%	$ 39,418.64
PAN-SVC-PREMUSG-VM-200-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-200-ENT	$ 36,450.00	3.4%	$ 35,476.78
PAN-SVC-PREMUSG-VM-200-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-200-ENT	$ 60,750.00	3.4%	$ 59,127.96
PAN-SVC-PREMUSG-VM-300-ENT-3YR-R: For US Government accounts only. Premium support 3-year prepaid renewal, VM-300-ENT	$ 48,380.00	3.4%	$ 47,088.24
PAN-SVC-PREMUSG-VM-300-ENT-5YR-R: For US Government accounts only. Premium support 5 year prepaid renewal, VM-300-ENT	$ 81,000.00	3.4%	$ 78,837.28
PAN-SVC-PREM-VM-1000-HV-ENT-3YR: Premium support 3-year prepaid, VM-1000-HV-	$ 54,000.00	3.4%	$ 52,558.19
PAN-SVC-PREM-VM-1000-HV-ENT-3YR-R: Premium support 3-year prepaid renewal, VM-1000-HV-ENT	$ 54,000.00	3.4%	$ 52,558.19
PAN-SVC-PREM-VM-1000-HV-ENT-5YR: Premium support 5 year prepaid, VM-1000-HV-	$ 90,000.00	3.4%	$ 87,596.98
PAN-SVC-PREM-VM-1000-HV-ENT-5YR-R: Premium support 5 year prepaid renewal, VM-1000-HV-ENT	$ 90,000.00	3.4%	$ 87,596.98
Palo Alto Networks On-Site training course, 2 days, up to 12 students. Onsite training will expire 1 one year from date of purchase. Price includes instructor T AND E, courseware,	$ 10,395.00	3.4%	$ 10,117.45
Palo Alto Networks On-Site training course, 4 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	$ 18,370.00	3.4%	$ 17,879.52
Palo Alto Networks On-Site training course, 2 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	$ 10,395.00	3.4%	$ 10,117.45
Palo Alto Networks On-Site training course, 3 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	$ 14,410.00	3.4%	$ 14,025.25
Palo Alto Networks On-Site training course, 4 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	$ 18,370.00	3.4%	$ 17,879.52
Palo Alto Networks On-Site training course, 5 days, up to 12 students. Onsite training will expire (1) one year from date of purchase. Price includes instructor T&E, courseware, and	$ 22,385.00	3.4%	$ 21,787.31

immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX			QlikTech Inc.
Installation / Configuration / Technical Services and Training Packages	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Implementation Architect, Per Hour	$ 350.00	2%	$ 347.25
Implementation Services BW	$ 2,500.00	2%	$ 2,480.35
Implementation Services CRM (0-500GB)	$ 525.00	2%	$ 520.87
Implementation Services CRM (1TB-6+TB)	$ 750.00	2%	$ 744.11
Implementation Services CRM (500GB-1TB)	$ 600.00	2%	$ 595.28

Implementation Services EM	$	2,500.00	2%	$	2,480.35
Implementation Services ERP (0-500GB)	$	3,500.00	2%	$	3,472.49
Implementation Services ERP (1TB-6+TB)	$	5,000.00	2%	$	4,960.71
Implementation Services ERP (500GB-1TB)	$	4,000.00	2%	$	3,968.56
Implementation Services EWM	$	2,500.00	2%	$	2,480.35
Implementation Services GTS (0-500GB)	$	525.00	2%	$	520.87
Implementation Services GTS (1TB-6+TB)	$	750.00	2%	$	744.11
Implementation Services GTS (500GB-1TB)	$	600.00	2%	$	595.28
Implementation Services HR (0-500GB)	$	3,500.00	2%	$	3,472.49
Implementation Services HR (1TB-6+TB)	$	5,000.00	2%	$	4,960.71
Implementation Services HR (500GB-1TB)	$	4,000.00	2%	$	3,968.56
Implementation Services MDG (0-500GB)	$	525.00	2%	$	520.87
Implementation Services MDG (1TB-6+TB)	$	750.00	2%	$	744.11
Implementation Services MDG (500GB-1TB)	$	600.00	2%	$	595.28
Implementation Services SCM	$	2,500.00	2%	$	2,480.35
Implementation Services SRM (0-500GB)	$	525.00	2%	$	520.87
Implementation Services SRM (1TB-6+TB)	$	750.00	2%	$	744.11
Implementation Services SRM (500GB-1TB)	$	600.00	2%	$	595.28
Implementation Services TM	$	2,500.00	2%	$	2,480.35
Professional Services, Per Hour	$	220.00	2%	$	218.27
Junior Principal Consultant, Per Hour	$	170.00	2%	$	168.66
Gold Client POC	$	15,000.00	2%	$	14,882.12
Senior Principal Consultant/SME, Per Hour	$	220.00	2%	$	218.27
Technical Delivery Manager, Per Hour	$	250.00	2%	$	248.04
Principal Consultant Services	$	344.00	2%	$	341.31
Qlik Technologies Qlik Sense 3.x (Qlik Technical Architect)	$	317.00	2%	$	314.52
Senior Implementation Consultant	$	280.00	2%	$	277.81
Implementation Consultant	$	239.00	2%	$	237.13
Nearshore Senior Consultant	$	142.00	2%	$	140.89
Nearshore Consultant	$	116.00	2%	$	115.09
Offshore Senior Consultant	$	82.00	2%	$	81.36
Offshore Consultant	$	63.00	2%	$	62.51
Qlik Launch	$	89,880.00	2%	$	89,178.17
Qlik Fast Start	$	36,180.00	2%	$	35,897.49
Compose Training, 2 days total for up to five (5) participants. Additional students in the 2-day training class are $1,300 per student	$	3,750.00	2%	$	3,720.53
Gold Client Training, Minimum 2 Day Training	$	2,000.00	2%	$	1,984.28
Replicate Training, 2 days total for up to five (5) participants. Additional students in the 2-day training class are $1,300 per student	$	3,750.00	2%	$	3,720.53
Incremental students over 10 onsite (for 1 student)	$	375.00	2%	$	372.07
Premium Rate Onsite 10 students	$	4,750.00	2%	$	4,712.91
Incremental students over 10 Premum Onsite (for 1 student)	$	475.00	2%	$	471.29
Business Analyst Individual User	$	1,500.00	2%	$	1,488.29
Business Analyst Individual User + Create Visualizations with Qlik Sense	$	2,000.00	2%	$	1,984.38
Data Architect Individual User	$	2,250.00	2%	$	2,232.43
Data Architect Individual User + Data Modeling for Qlik Sense	$	3,000.00	2%	$	2,976.57
Business Analyst + Data Architect Individual User	$	3,000.00	2%	$	2,976.57
Full Access Individual User	$	3,200.00	2%	$	3,175.01
Corporate up to 10 Users	$	14,000.00	2%	$	13,890.68
Corporate Subscription up to 50 Users	$	25,000.00	2%	$	24,804.79
Corporate Subscription 51 - 250 Users	$	50,000.00	2%	$	49,609.57
Corporate Subscription 251 - 1000 Users	$	75,000.00	2%	$	74,414.36
Corporate Subscription > 1000 Users (unlimited)	$	100,000.00	2%	$	99,219.14
Corporate Subscription 50 users + 5 days Onsite training max 10 students	$	30,625.00	2%	$	30,385.86
10 Business Analyst Users	$	6,750.00	2%	$	6,697.29
10 Data Architect Users	$	10,125.00	2%	$	10,045.94
10 Business Analyst + Data Architect Users	$	13,500.00	2%	$	13,394.58
10 Business Analyst Users + Onsite Create Visualizations with Qlik Sense, 2 days max 10	$	11,250.00	2%	$	11,162.15
10 Data Architect Users + Onsite Data Modeling for Qlik Sense, 3 days max 10 students	$	16,875.00	2%	$	16,743.23
10 Business Analyst Users + 10 Data Architect Users + Onsite Create Visualisations and Data Modeling for Qlik Sense, 5 days max 10 students	$	22,500.00	2%	$	22,324.31
Business Analyst Individual User + QlikView Designer	$	2,000.00	2%	$	1,984.38
10 Business Analyst Users + Onsite QlikView Designer, 2 days max 10 students	$	11,250.00	2%	$	11,162.15
Data Architect Individual User + QlikView Developer	$	3,000.00	2%	$	2,976.57
10 Data Architect Users + Onsite QlikView Developer, 3 days max 10 students	$	16,875.00	2%	$	16,743.23
10 Business Analyst Users + 10 Data Architect Users + Onsite QlikView Designer and QlikView Developer, 5 days max 10 students	$	22,500.00	2%	$	22,324.31

	MSRP	Discount	DIR Customer Price
QCC Corporate On-Premise hosting	$ 125,000.00	2%	$ 124,023.93
QCC Corporate On-Premise hosting - Annual Module Update	$ 31,250.00	2%	$ 31,005.98
Create Visualizations with Qlik Sense	$ 1,500.00	2%	$ 1,488.29
Data Modeling for Qlik Sense	$ 2,250.00	2%	$ 2,232.43
Qlik Sense for QlikView Developers	$ 750.00	2%	$ 744.14
Create Mashups with qlik Sense	$ 750.00	2%	$ 744.14
Deploy and Administer Qlik Sense	$ 1,900.00	2%	$ 1,885.16
Qlik Sense Elective Topics	$ 750.00	2%	$ 744.14
Embed Analytics with Qlik Sense APIs	$ 1,500.00	2%	$ 1,488.29
Qlik Sense Onsite (Maximum # of students for onsite is 10)	$ 3,750.00	2%	$ 3,720.72
Designer	$ 1,500.00	2%	$ 1,488.29
Developer	$ 2,250.00	2%	$ 2,232.43
Design and Development with QlikView	$ 3,750.00	2%	$ 3,720.72
Server Publisher	$ 2,250.00	2%	$ 2,232.43
Advanced Topics in Design and Development	$ 1,500.00	2%	$ 1,488.29
Data Visualization and Design Best Practices Using QlikView	$ 1,500.00	2%	$ 1,488.29
Performance and Scalability	$ 1,500.00	2%	$ 1,488.29
Create Reports with Qlik Nprinting	$ 750.00	2%	$ 744.14
Training Public Classroom Non Voucher	$ 750.00	2%	$ 744.14
Foundation of Data Analytics	$ 750.00	2%	$ 744.14
Training Public Classroom Premium Rate	$ 950.00	2%	$ 942.58
QlikVIew Onsite (Maximum # of students for onsite is 10)	$ 3,750.00	2%	$ 3,720.72

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APPENDIX C PRICING INDEX — Tenable, Public Sector Inc.

Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
This hands-on service examines your deployment to determine if it meets your current business requirements, follows recommended best practices from Tenable and the industry, and performs as efficiently as possible.	$ 6,000.00	4.0%	$ 5,803.53
Security Consultant monthly rate, must be scheduled as 20 consecutive business days	$ 42,000.00	4.0%	$ 40,624.69
Cyber Exposure Workshop. Actual travel and expenses to be billed separately.	$ 22,000.00	4.0%	$ 21,279.60
Security Consultant Hourly Rate	$ 300.00	4.0%	$ 290.18
Quick Start Onsite Implementation for PVS & LCE	$ 7,500.00	4.0%	$ 7,254.41
Quick Start Onsite Implementation for Tenable.sc	$ 7,500.00	4.0%	$ 7,254.41
Quick Start Onsite Implementation for Tenable.sc Continuous View	$ 15,000.00	4.0%	$ 14,508.82
Quick Start Onsite Implementation for Tenable.ot	$ 15,900.00	4.0%	$ 15,379.35
Quick Start Remote Implementation for PVS & LCE	$ 6,000.00	4.0%	$ 5,803.53
Quick Start Remote Implementation for Tenable.sc	$ 6,000.00	4.0%	$ 5,803.53
Quick Start Remote Implementation for Tenable.sc CV	$ 12,000.00	4.0%	$ 11,607.05
Quick Start Remote Implementation for Tenable.io VM	$ 6,000.00	4.0%	$ 5,803.53
Quick Start Remote Implementation for Tenable.io VM	$ 6,000.00	4.0%	$ 5,803.53
2 Day Onsite Training - Tenable.sc: Scanning and Analysis - up to 15 participants	$ 15,000.00	4.0%	$ 14,508.82
2 Day Onsite Training - Tenable.sc Continuous View: Event Analysis and Reporting - up to 15 participants	$ 15,000.00	4.0%	$ 14,508.82
2 Day Onsite Training - Tenable.io Asset and Vulnerability Management - up to 15 participants. Actual travel and expenses to be billed separately.	$ 15,000.00	4.0%	$ 14,508.82
2 Day Virtual Seat - Tenable.sc: Scanning and Analysis	$ 2,000.00	4.0%	$ 1,934.51
2 Day Virtual Seat - Tenable.sc Continuous View: Event Analysis and Reporting	$ 2,000.00	4.0%	$ 1,934.51
2 Day Virtual Seat - Tenable.io Asset and Vulnerability Management Training	$ 2,000.00	4.0%	$ 1,934.51

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APPENDIX C PRICING INDEX — PITNEY BOWES

Installation / Configuration / Technical Services and Training Packages	MSRP	DIR Customer Discount % off MSRP	DIR Customer Price
Hosting Fee for Pre-Paid users, adjusted so order hits minimum order amount	$ 2,500.00	25.00%	$ 1,889.06
Configure service	$ 3,000.00	25.00%	$ 2,266.88
Customer Private Data Update Fee (per update)	$ 250.00	25.00%	$ 188.91
Batch Processing Setup per account (one-time fee)	$ 2,500.00	25.00%	$ 1,889.06
FastStart Product Installation Services	$ 13,000.00	25.00%	$ 9,823.13
FastStart Custom 7 Day up to 56 Hours implementation	$ 22,500.00	25.00%	$ 17,001.56
FastStart Audit Resolution	$ 22,500.00	25.00%	$ 17,001.56
Implementation Services Level-1 Hourly Rate	$ 295.00	25.00%	$ 222.91
Implementation Services Level-1 Hourly Rate	$ 325.00	25.00%	$ 245.58
Product Specific Training	$ 9,999,999.00	25.00%	$ 7,556,249.24

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APPENDIX C PRICING INDEX			**COMMVAULT SYSTEMS INC**
Installation / Configuration / Technical Services and Training Packages	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Commvault Cloud DR Module for Architecture Design Large: (Add-On) - Info gathering for up to (150) applications, DR to cloud design, and recommendations on DR config and	$ 18,850.00	5%	$ 18,099.80
Commvault Cloud DR Module for Architecture Design Small: (Add-On) - Info gathering for up to (25) applications, DR to cloud design, and recommendations on DR config and	$ 8,175.00	5%	$ 7,849.65
Commvault Cloud DR Module for Architecture Design Standard: (Add-On) - Info gathering for up to (75) applications, DR to cloud design, and recommendations on DR config and	$ 13,400.00	5%	$ 12,866.70
Commvault Advanced Consulting Services. REQUIRES CORRESPONDING quantity of 'FXTRVL-CONS' for service to be delivered onsite.	$ 3,500.00	5%	$ 3,360.52
Implementation of Migration Engagements. Price is Per-Day (8 Hours) and billed Per-Hour.	$ 3,500.00	5%	$ 3,360.71
Commvault Advanced Remote Consulting Services	$ 2,200.00	5%	$ 2,112.32
Commvault Remote Consulting Services	$ 1,600.00	5%	$ 1,536.24
Commvault Consulting Services. REQUIRES CORRESPONDING quantity of 'FXTRVL-CONS' for service to be delivered onsite.	$ 2,500.00	5%	$ 2,400.37
Commvault Conversion SKU	$ 146.41	5%	$ 140.58
Commvault Time and Material Proposal two (2) days of remote Professional Services and (1) Professional Services PM hour	$ 4,625.00	5%	$ 4,440.93
Implementation of Remote Migration Engagements. Price is Per-Day (8 Hours) and billed Per-Hour.	$ 2,200.00	5%	$ 2,112.44
Commvault Remote design and deployment of workflows and custom reports. Price is Per-Day (8 Hours) and billed Per-Hour.	$ 2,200.00	5%	$ 2,112.32
Commvault Project Management Services - Price per hour	$ 199.65	5%	$ 191.70
Commvault QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 5 contiguous days. Related travel is included.	$ 14,500.00	5%	$ 13,922.92
Commvault QuickStart Advanced is a packaged Time and Materials implementation and configuration to be delivered over 15 contiguous days. Related travel is included.	$ 48,900.00	5%	$ 46,953.85
Commvault QuickStart Plus is a packaged Time and Materials implementation and configuration service to be delivered over 10 contiguous days. Related travel is included.	$ 32,600.00	5%	$ 31,302.57
Commvault QuickStart Base Remote is a packaged Time and Materials REMOTE implementation and configuration service to be delivered over 5 contiguous days.	$ 8,000.00	5%	$ 7,681.61
Commvault Time and Material two (2) days of remote Professional Services	$ 3,200.00	5%	$ 3,072.64
Commvault Remote design and deployment package of workflows for ServiceNOW integration. Please see service brief for details.	$ 15,000.00	5%	$ 14,403.02
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design net. For environments in the 100 TB to 1 PB data range, more than 2 CommCells OR up to 4000 clients. SOW required.	$ 1.53	5%	$ 1.47
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design. For environments in the 25 to 50 TB data range OR 1 CommCell and 500 clients. SOW	$ 25,000.00	5%	$ 24,003.69
Fixed Pricing Engagement - Commvault Consulting Service - Architecture Design net. For environments in the 50 to 250 TB data range OR up to 2 CommCells and 2000 clients. SOW required.	$ 40,000.00	5%	$ 38,405.90
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For environments with 250 to 500TB of data OR over 3 CommCells and up to 4000 clients. SOW required.	$ 56,000.00	5%	$ 53,768.26
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For environments with up to 100 TB of data OR 1 CommCells and up to 500 clients. SOW	$ 15,500.00	5%	$ 14,882.29
Fixed Pricing Engagement - Commvault Consulting Service - Health Assessment - For environments with 100 to 250 TB of data OR 3 CommCells and up to 2000 clients. SOW	$ 36,000.00	5%	$ 34,565.31
Commvault Base Architecture Design or Health Check is a packaged Time and Materials remote service recommended for single Commcell environments with less than 200TB of capacity and 1000 clients.	$ 13,628.00	5%	$ 13,085.63
Commvault Large Architecture Design or Health Check is a packaged Time and Materials service recommended for environments with more than 3 Commcells, 2PB capacity and 10000 clients. Please consult your Professional Services Leader before quoting.	$ 52,400.00	5%	$ 50,314.56
Commvault Medium Architecture Design or Health Check is a packaged Time and Materials service recommended for environments with less than 3 Commcells, 750TB capacity and 6500 clients.	$ 40,600.00	5%	$ 38,984.18
Commvault Small Architecture Design or Health Check is a packaged Time and Materials service recommended for environments with less than 2 Commcells, 400TB capacity and	$ 25,750.00	5%	$ 24,725.19
Commvault Base QuickStart is a packaged Time and Materials remote implementation and configuration service to be delivered over 3 contiguous days.	$ 7,500.00	5%	$ 7,201.51

Description	MSRP	Discount	Price
Commvault Large Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 15 days delivered in three blocks of 5	$ 49,700.00	5%	$ 47,722.02
Commvault Medium Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 10 days delivered in two blocks of 5	$ 29,750.00	5%	$ 28,566.00
Commvault Small Tier QuickStart is a packaged Time and Materials implementation and configuration service to be delivered over 5 contiguous days.	$ 15,850.00	5%	$ 15,219.19
Commvault On-demand Learning Essentials includes one year access to Commvault Essentials vILT course, Filesystem and Virtualization eLearning titles and Essentials access to the Commvault On-demand learning library.	$ 1,000.00	5%	$ 960.20
Commvault On-demand Learning Professional includes one year access to all Essentials	$ 2,500.00	5%	$ 2,400.50
Commvault On-demand Learning Professional Plus includes one year access to all Commvault On-demand Professional content, plus attendance in a public Commvault Professional ILT/vILT course.	$ 7,000.00	5%	$ 6,721.41
Commvault Enterprise Training Pack: For environments from 100 TB to 1 PB+ OR 2+ CommCells OR 2000+ clients. Purchase quantity in multiples of 42x units only (per student	$ 250.00	5%	$ 240.05
Commvault Enterprise Training Pack: For environments from 100 TB to 1 PB+ OR 2+ CommCells OR 2000+ clients. Purchase quantity in multiples of 42x units only (per student	$ 250.00	5%	$ 240.05
Commvault Mid-Market Training Pack: For environments from 50 TB to 250 TB or up to 2 CommCells and 2000 clients. Purchase quantity in multiples of 28x units only (per student	$ 250.00	5%	$ 240.05
Commvault Mid-Market Training Pack: For environments from 50 TB to 250 TB or up to 2 CommCells and 2000 clients. Purchase quantity in multiples of 28x units only (per student	$ 250.00	5%	$ 240.05
Commvault Small Training Pack: For environments up to 50 TB or 1 CommCell and 500 clients. Purchase quantity in multiples of 16x units only (per student user)	$ 250.00	5%	$ 240.05
Commvault Small Training Pack: For environments up to 50 TB or 1 CommCell and 500 clients. Purchase quantity in multiples of 16x units only (per student user)	$ 250.00	5%	$ 240.05
Commvault Training Unit. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students, minimum 2 days).	$ 250.00	5%	$ 240.04
Commvault Training Unit for Channel Partners only. Use toward any Education Services ILT, vILT, or WBT courses or offerings, including onsites (24 per day, up to 12 students,	$ 250.00	5%	$ 240.05
Commvault Resident Support Engineer - 10 Day. Rate for 10 contiguous days during normal business hours. Requires 10 'FXTRVL-CONS' for service to be delivered onsite.	$ 14,000.00	3.00%	$ 13,681.85
Commvault Resident Support Engineer - 120 Day. Rate for 120 contiguous days during normal business hours. Requires 120 'FXTRVL-CONS' for service to be delivered onsite.	$ 128,160.00	3.00%	$ 125,247.56
Commvault Resident Support Engineer - 20 Day. Rate for 20 contiguous days during normal business hours. Requires 20 'FXTRVL-CONS' for service to be delivered onsite.	$ 24,000.00	3.00%	$ 23,454.60
Commvault Resident Support Engineer - 240 Day. Rate for 240 contiguous days during normal business hours. Requires 240 'FXTRVL-CONS' for service to be delivered onsite.	$ 236,160.00	3.00%	$ 230,793.26
Commvault Resident Support Engineer - 60 Day. Rate for 60 contiguous days during normal business hours. Requires 60 'FXTRVL-CONS' for service to be delivered onsite.	$ 68,400.00	3.00%	$ 66,845.61

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APPENDIX C PRICING INDEX			**Fortinet**
Installation / Configuration / Technical Services and Training Packages	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Per Day Surcharge for Service Delivered After-Hours/ Weekend in addition to the Daily	$ 600.00	9.05%	$ 549.79
Per Day Charge for Onsite Resource Service (FortiCare Contract)	$ 3,000.00	9.05%	$ 2,748.96
Per Day Charge for Onsite Resource Service (SOW)	$ 3,000.00	9.05%	$ 2,748.96
Per Day Charge for Remote Resource Service (FortiCare Contract)	$ 3,000.00	9.05%	$ 2,748.96
Per Day Charge for Remote Resource Service (SOW)	$ 3,000.00	9.05%	$ 2,748.96
Remote penetration test of 1 web application or 1 mobile application	$ 15,000.00	9.05%	$ 13,744.82
Remote vulnerability assessment of up to 16 IP's	$ 24,000.00	9.05%	$ 21,991.71
Remote vulnerability assessment of up to 32 IP's	$ 26,000.00	9.05%	$ 23,824.35
Remote vulnerability assessment of up to 64 IP's	$ 30,000.00	9.05%	$ 27,489.64
Remote vulnerability assessment of up to 128 IP's	$ 37,000.00	9.05%	$ 33,903.89
Per Day Charge for Customer Readiness Testing (SOW)	$ 2,500.00	9.05%	$ 2,290.80
Per Day Charge for on-site engagement for Field CISO security advising and consultancy	$ 3,000.00	9.05%	$ 2,748.96
Per Day Charge for on-site engagement for developing security reference architectures	$ 3,000.00	9.05%	$ 2,748.96
Per day charge for Developer and QA resource service with 3 days minimum. Requires	$ 5,000.00	9.05%	$ 4,581.61
Incident Response and Forensics Training	$ 2,500.00	9.05%	$ 2,290.80
NSE 4/FortiGate Security Training - 3 days	$ 2,900.00	9.05%	$ 2,657.33
NSE 4/FortiGate Infrastructure Training - 2 days	$ 1,900.00	9.05%	$ 1,741.01
NSE 5/FortiAnalyzer Training - 1 day	$ 950.00	9.05%	$ 870.51
NSE 5/FortiManager Training - 2 days	$ 1,900.00	9.05%	$ 1,741.01
NSE 5/FortiSIEM Basic Training - 3 days	$ 2,900.00	9.05%	$ 2,657.33
NSE 5/FortiClient EMS Training- 1 day	$ 950.00	9.05%	$ 870.51
NSE 6/FortiADC Training - 1 day	$ 950.00	9.05%	$ 870.51

Description		Price	Discount		Net Price
NSE 6/FortiAuthenticator Training - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 6/FortiDDoS Training - 1 day	$	950.00	9.05%	$	870.51
NSE 6/FortiMail Training - 3 days	$	2,900.00	9.05%	$	2,657.33
NSE 6/FortiWeb Training - 3 days	$	2,900.00	9.05%	$	2,657.33
NSE 6/Integrated and Cloud Wireless Training (FortiWiFi) - 1 day	$	950.00	9.05%	$	870.51
NSE 6/FortiWLC Training - 3 days	$	2,900.00	9.05%	$	2,657.33
NSE 6/FortiVoice - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 6/FortiNAC - 3 days	$	2,900.00	9.05%	$	2,657.33
NSE 7/Advanced Analytics Training - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 7/Advanced Threat Protection Training - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 7/Enterprise Firewall Training - 3 days	$	2,900.00	9.05%	$	2,657.33
NSE 7/Secure Access Training - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 7/Public Cloud Security Training - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 7/Private Cloud Security Training - 2 days	$	1,900.00	9.05%	$	1,741.01
NSE 8/ Workshop immersion. Self-preparation for NSE 8 practical exam - 2 days	$	1,900.00	9.05%	$	1,741.01
FortiEDR Training	$	500.00	9.05%	$	458.16
SD-WAN training - 2 days	$	1,900.00	9.05%	$	1,741.01
FortiInsight - User and Entity Behavior Analytics (UEBA)	$	500.00	9.05%	$	458.16
FortiGate chassis-based firewall platform (FGT 7000) Training - 2 days	$	1,900.00	9.05%	$	1,741.01
FortiSIEM Parser Training - 2 days	$	1,900.00	9.05%	$	1,741.01
Private onsite instructor-led training. Price: number of students x number of days x USD 630 (price per day) = ___ (USD total price). Minimum requirement: 6 students and 3 days of training. Private onsite requires quote from Fortinet Training and FT-TRVL.	$	630.00	9.05%	$	577.28
Private onsite instructor-led training, up to 5 students and 3 days of training. Private onsite requires quote from Fortinet Training and FT-TRVL. Non-standard training agenda requires FT-CUSTOM.	$	10,500.00	9.05%	$	9,621.37
Private online instructor-led training. Price: number of students x number of days x USD 630 (price per day) = ___ (USD total price). Minimum requirement: 6 students and 3 days of training. Private online requires quote from Fortinet Training.	$	630.00	9.05%	$	577.28
Private online instructor-led training, up to 5 students and 3 days of training. Private online requires quote from Fortinet Training. Non-standard training agenda requires FT-CUSTOM.	$	10,500.00	9.05%	$	9,621.37
Onsite Dedicated Resource Service - 6 months	$	220,000.00	9.05%	$	201,590.68
Remote Dedicated Resource Service - 6 months	$	220,000.00	9.05%	$	201,590.68
Onsite Dedicated Resource Service - 12 Months 1 Year Onsite Dedicated Resource Service - 12 months	$	330,000.00	9.05%	$	302,386.01
Remote Dedicated Resource Service - 12 Months 1 Year Remote Dedicated Resource Service - 12 months	$	330,000.00	9.05%	$	302,386.01
Premium - Enterprise Technical Support Service 1 Year Premium - Enterprise Support Service - 12 months	$	32,000.00	9.05%	$	29,322.28
Business - Enterprise Technical Support Service 1 Year Business - Enterprise Support Service Provided by Designated Engineer - 12 months	$	48,000.00	9.05%	$	43,983.42
First - Enterprise Technical Support Service 1 Year First - Enterprise Support Service Provided by Designated TAM - 12 months	$	86,000.00	9.05%	$	78,803.63
Global First - Enterprise Technical support Service 1 Year Global First - Enterprise Support Service Provided by Designated TAM - 12 months	$	240,000.00	9.05%	$	219,917.10
Advanced Services - Designated Delivery Manager 1 Year Designated Delivery Manager - 12 months	$	48,000.00	9.05%	$	43,983.42
Select - Service Provider Technical Support Service 1 Year Select - Service Provider Support Service Provided by Advanced Service Team with SDM - 12 months	$	48,000.00	9.05%	$	43,983.42
Elite - Service Provider Technical Support Service 1 Year Elite - Service Provider Support Service Provided byAdvanced Services Team with Designated TAM and SDM- 12 months	$	86,000.00	9.05%	$	78,803.63
Global Elite - Service Provider Technical Support Service 1 Year Global Elite - Service Provider Support Service provided by Advanced Services Team with Designated TAM and	$	240,000.00	9.05%	$	219,917.10
Ten Service Points to consume with Advanced Support Services – 12 months	$	12,500.00	9.05%	$	11,454.02
Resource Service - Network Integration	$	3,000.00	9.05%	$	2,748.96
Resource Service - Network Design and Optimization	$	4,000.00	9.05%	$	3,665.29
Resource Service - Security Assessment	$	5,000.00	9.05%	$	4,581.61
Per hourly Professional Service charge for FortiManager and FortiAnalyzer services with 4 hours minimum. Remote only. Requires SOW.	$	350.00	9.05%	$	320.71
Per hourly Professional Service charge for FortiEDR services with 4 hours minimum. Requires SOW.	$	350.00	9.05%	$	320.71

Per hourly Professional Service charge for FortiSOAR services with 4 hours minimum. Requires SOW.	$	350.00	9.05%	$	320.71
Per hourly Professional Service charge for FortiClient and EMS services with 4 hours minimum. Requires SOW.	$	350.00	9.05%	$	320.71
FortiEDR professional services day	$	1,950.00	9.05%	$	1,786.83
Digital Forensics and Incident Response consulting services	$	500.00	9.05%	$	458.16
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 1K	$	6,500.00	9.05%	$	5,956.09
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 5K	$	11,500.00	9.05%	$	10,537.69
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 10K	$	19,500.00	9.05%	$	17,868.26
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - up to 30K	$	25,500.00	9.05%	$	23,366.19
FortiEDR Services Remote Deployment Package: infrastructure installation, alert tuning, prevention mode migration, product training, and transition to operations - above 30K	$	39,500.00	9.05%	$	36,194.69
Fixed Travel and Expenses for Professional Services	$	100.00	9.05%	$	91.63
Single Pearson VUE voucher for any of the following certification exams: NSE 4, NSE 7, or NSE 8 written exam	$	400.00	9.05%	$	366.53
Single Pearson VUE voucher for any of the NSE 5 exams: FortiManager, FortiAnalyzer, FortiSIEM, or FortiClient-EMS	$	200.00	9.05%	$	183.26
Single Pearson VUE voucher for any of the NSE 6 exams: FortiADC, FortiAuthenticator, FortiDDoS, FortiMail, FortiNAC, FortiVoice, FortiWeb, FortiWiFi, or FortiWLC	$	150.00	9.05%	$	137.45
Four single Pearson VUE vouchers for NSE 6 exams (NSE 6 Exam Bundle)	$	400.00	9.05%	$	366.53
Single Fortinet access to NSE 8 practical exam session	$	1,600.00	9.05%	$	1,466.11
Development of custom training agenda. Statement of work from Fortinet Training required.	$	3,000.00	9.05%	$	2,748.96
Instructor travel and other expenses for private onsite classes. Non-discountable.	$	3,000.00	9.05%	$	2,748.96

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APPENDIX C PRICING INDEX				**Gigamon Systems**
Installation / Configuration / Technical Services and Training Packages	**MSRP**		**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Gigamon On-site Support Engineer - Annual Contracted On-site Support (1 day / month, 12 consecutive months) Recommended for a customer with a changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$	55,000.00	4.0%	$	53,196.00
Gigamon On-site Support Engineer - Annual Contracted On-site Support (1 week / month, 12 consecutive months) Recommended for a customer with a large changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$	136,000.00	4.0%	$	131,539.20
Gigamon On-site Support Engineer - Annual Contracted On-site Support (2 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities	$	217,000.00	4.0%	$	209,882.40
Gigamon On-site Support Engineer - Annual Contracted On-site Support (3 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities	$	273,000.00	4.0%	$	264,045.60
Gigamon On-site Resident Support Engineer - Annual Contracted On-site Support - 48 Weeks, 12 consecutive months Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilitie	$	300,000.00	4.0%	$	290,160.00
Gigamon Remote Support Engineer - Annual Contracted Remote Support (1 day / month, 12 consecutive months) Recommended for a customer with a changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$	25,000.00	4.0%	$	24,180.00
Gigamon Remote Support Engineer - Annual Contracted Remote Support (1 week / month, 12 consecutive months) Recommended for a customer with a large changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$	100,000.00	4.0%	$	96,720.00
Gigamon Remote Support Engineer - Annual Contracted Remote Support (2 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$	175,000.00	4.0%	$	169,260.00

Description	Price	Discount	Net Price
Gigamon Remote Support Engineer - Annual Contracted Remote Support (3 weeks / month, 12 consecutive months) Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$ 225,000.00	4.0%	$ 217,620.00
Gigamon Remote Resident Support Engineer - Annual Contracted Remote Support - 48 Weeks, 12 consecutive months Recommended for a customer with a large rapidly changing Gigamon deployment requiring Gigamon expertise beyond their current staff capabilities.	$ 275,000.00	4.0%	$ 265,980.00
COMPACT Onsite Design and Deployment assistance, used within 6 months of services kick off date. COMPACT Onsite Design and Deployment assistance recommended where face to face contact is needed for improved communication, when physical onsite work needs	$ 8,500.00	4.0%	$ 8,221.20
FULLSIZE Onsite Design and Deployment assistance, used within 6 months of services kick off date. FULLSIZE Onsite Design and Deployment assistance recommended for larger and/or more complex assignments, where face to face contact is needed for improved c	$ 15,000.00	4.0%	$ 14,508.00
Onsite GigaHEALTH Network Assessment, used within 6 months of services kick off date. Onsite GigaHEALTH Network Assessment. Optimization assistance which provides on-site Gigamon resource to collect, analyze and provide recommended optimization recom	$ 4,500.00	4.0%	$ 4,352.40
MIDSIZE Onsite Design and Deployment assistance, used within 6 months of services kick off date. MIDSIZE Onsite Design and Deployment assistance recommended where face to face contact is needed for improved communication, when physical onsite work needs	$ 10,500.00	4.0%	$ 10,155.60
Gigamon PS Onsite Project Mgmnt PS work-day, used within 6 months of services kick off date. Gigamon Onsite Project Management work-day applied to Gigamon design, deploy, maintain, or optimize project activity.	$ 4,500.00	4.0%	$ 4,352.40
Gigamon On-site PS work-day, used within 6 months of services kick off date. Gigamon On-site work-day used as needed for design, deploy, maintain, or optimize activity.	$ 4,500.00	4.0%	$ 4,352.40
Gigamon PS After Hours Uplift to standard work day, used within 6 months of services kick off date. Gigamon Professional Services After Hours Uplift for each after hours work-day (work requested outside of normal work-day hours). Typically used for init	$ 500.00	4.0%	$ 483.60
Gigamon PS add-on work day to Gigamon PS design/deployment assistance packages, use w/in 6 months. Gigamon Professional Services Additional work-day used only in combination with Gigamon PS design and deployment assistance packages as needed for larger o	$ 2,000.00	4.0%	$ 1,934.40
COMPACT Remote Design and Deployment assistance, used within 6 months of services kick off date. COMPACT Remote Design and Deployment assistance ideal for remote sites that don't require physical presence to accomplish project goals, or projects that do	$ 6,000.00	4.0%	$ 5,803.20
Remote GigaHEALTH Network Assessment, used within 6 months of services kick off date. Optimization assistance which provides remote Gigamon resource to collect, analyze and provide recommended optimization recommendations for customer's Gigamon solutio	$ 3,000.00	4.0%	$ 2,901.60
KICK START Remote Design and Deployment assistance, used w/in 6 months of services kick off date. KICK START Remote Design and Deployment assistance, ideal for software upgrades, small deployments, and limited feature additions. *includes up to 1 (one)	$ 2,500.00	4.0%	$ 2,418.00
Gigamon PS Remote Project Mgmnt PS work-day, used within 6 months of services kick off date. Gigamon Remote Project Management work-day applied to Gigamon design, deploy, maintain, or optimize project activity.	$ 3,000.00	4.0%	$ 2,901.60

immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX			**Centrify**
Installation / Configuration / Technical Services and Training Packages	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
Remote Consulting Day - Infrastructure Services	$ 2,200.00	2.75%	$ 2,155.55
Project Manager	$ 2,200.00	2.75%	$ 2,155.55
Professional Services Architect	$ 2,400.00	2.75%	$ 2,351.51
Onsite Consulting Fixed Cost Travel - Week	$ 3,000.00	2.75%	$ 2,939.38
Centrify Analysis Package	$ 14,000.00	2.75%	$ 13,717.11
Centrify Annual Operations Health Check	$ 35,230.00	2.75%	$ 34,518.13
Infrastructure Services Operations Jump Start	$ 15,000.00	2.75%	$ 14,696.91
Infrastructure Services Operations Jump Start - Cleared Resource	$ 17,000.00	2.75%	$ 16,656.49
Infrastructure Services Mini Jump Start	$ 11,000.00	2.75%	$ 10,777.73
Infrastructure Services Windows Jump Start	$ 24,050.00	2.75%	$ 23,564.04
Infrastructure Services Basic Jump Start - 100	$ 20,600.00	2.75%	$ 20,183.75
Infrastructure Services Standard Jump Start - 300	$ 42,000.00	2.75%	$ 41,151.34
Infrastructure Services Professional Jump Start - 600	$ 44,900.00	2.75%	$ 43,992.74
Infrastructure Services Standard Upgrade Jump Start	$ 49,300.00	2.75%	$ 48,303.83
Infrastructure Services Basic PAS Jump Start	$ 12,500.00	2.75%	$ 12,247.42
Infrastructure Services Advanced Jump Start - 1000	$ 62,000.00	2.75%	$ 60,747.21
Infrastructure Services Upgrade Advanced Jump Start - 1000	$ 66,000.00	2.75%	$ 64,666.39
Centrify Training - Centrify Infrastructure Services Standard Edition –VILT, 4 days, 1	$ 3,000.00	2.75%	$ 2,939.38
Centrify Training - Centrify Infrastructure Services Enterprise Edition –VILT, 5 days, 1	$ 3,750.00	2.75%	$ 3,674.23
Centrify Training - Centrify Privileged Access Service - VILT, 2 days, 1 student	$ 1,500.00	2.75%	$ 1,469.69
Centrify Training - Centrify Privileged Access Service - ILT, 2 days, up to 10 students	$ 7,500.00	2.75%	$ 7,348.45
Centrify Training - Centrify Infrastructure Services Enterprise - Onsite Training	$ 17,000.00	2.75%	$ 16,656.49
Centrify Training - Centrify Infrastructure Services Standard Edition –E-Learning, 1 student	$ 1,000.00	2.75%	$ 979.79
Centrify Training - Centrify Infrastructure Services Enterprise Edition –E-Learning, 1	$ 1,000.00	2.75%	$ 979.79
Centrify Training - Centrify Privileged Access Service - E-Learning, 1 student	$ 1,000.00	2.75%	$ 979.79
Centrify Certified Systems Administrator Exam	$ 125.00	2.75%	$ 122.47
Centrify Certified Systems Engineer Exam	$ 125.00	2.75%	$ 122.47

immixTechnology, Inc DIR-TSO-4315			
APPENDIX C PRICING INDEX			**Citrix Systems, Inc.**
Installation / Configuration / Technical Services and Training Packages	**MSRP**	**DIR Customer Discount % off MSRP**	**DIR Customer Price**
CLOUD PLATFORM TECHNICAL SVCS	$ 40,000.00	5%	$ 38,189.97
UP TO 46 HRS OF CCS TO BE SVCS	$ 13,616.00	5%	$ 13,027.65
UP TO 46 HRS OF CCS TO BE SVCS	$ 13,616.00	5%	$ 13,027.65
Citrix Services Voucher. Each voucher includes up to 46 hours of Citrix services for site planning, installation, or implementation activities. May include technical resource, QA reviews, and/or project oversight. Valid for 1 year.	$ 13,616.00	5%	$ 13,027.65
3YR 200 TRM HOURS ANG MNT LICS	$ 120,000.00	5%	$ 114,814.69
1YR 200 TRM Hours-ANG Maintenance - NEW	$ 40,000.00	5%	$ 38,271.56
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed whitin 1yr. Not subject to acceptance	$ 17,040.00	5%	$ 16,303.68
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed whitin 1yr. Not subject to acceptance	$ 17,040.00	5%	$ 16,303.68
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed whitin 1yr. Not subject to acceptance	$ 17,040.00	5%	$ 16,303.68
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed whitin 1yr. Not subject to acceptance	$ 14,208.00	5%	$ 13,594.08
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed whitin 1yr. Not subject to acceptance	$ 14,208.00	5%	$ 13,594.08
Up to 48 hours of CCS to be applied towards future work. Must be scoped by CCS and completed whitin 1yr. Not subject to acceptance	$ 14,208.00	5%	$ 13,594.08
Virtual Desktops Service	$ 220.00	9%	$ 202.25
Virtual Apps Service	$ 220.00	9%	$ 202.25
Secure Browser Service	$ 60.00	9%	$ 55.16
Endpoint Management Service	$ 60.00	9%	$ 55.16
Endpoint Management Service	$ 75.00	9%	$ 68.95
Endpoint Management Service	$ 195.00	9%	$ 179.26
Workspace Service, Edition- Standard, User, Path- Base (price is per user/per year)	$ 144.00	9%	$ 132.38
Workspace Service, Edition- Premium, User, Path- Base (price is per user/per year)	$ 360.00	9%	$ 330.95
Workspace Service, Edition- Premium Plus, User/Device, Path- Base (price is per user/per	$ 500.00	9%	$ 459.65

Description					
Workspace Service, Edition- Premium Plus, Concurrent, Path- Base (price is per user/per	$	1,100.00	9%	$	1,011.23
Priority for Virtual Desktops Svc U/D	$	11.00	9%	$	10.11
Priority for Virtual Apps Service U/D	$	11.00	9%	$	10.11
Priority for VA & VD Service U/D	$	15.00	9%	$	13.79
Priority for Workspace Service Std U	$	6.00	9%	$	5.52
Priority for Workspace Service Prm U	$	15.00	9%	$	13.79
Priority for Workspace Svc Prm Plus U/D	$	25.00	9%	$	22.98
Priority for Workspace Svc Prm Plus CCU	$	55.00	9%	$	50.56
Priority for Secure Browser Svc Std U/D	$	3.00	9%	$	2.76
Sharefile Service Unlimited	$	11.00	9%	$	10.11
Sharefile Service Unlimited	$	16.50	9%	$	15.17
Sharefile Service Unlimited	$	27.50	9%	$	25.28
Priority for Sharefile Svc Ultd Std U	$	0.55	9%	$	0.51
Priority for Sharefile Svc Ultd Adv U	$	0.83	9%	$	0.76
Priority for Sharefile Svc Ultd Prm U	$	1.38	9%	$	1.26
Virtualization Instructor-Led Training Voucher - 1 Day	$	1,000.00	9%	$	919.30
Virtualization Instructor-Led Training Voucher - 5 Day	$	5,000.00	9%	$	4,596.49
Virtualization Premium Instructor-Led Training Voucher - 5 Day	$	6,000.00	9%	$	5,515.79
Networking Instructor-Led Training Voucher - 1 Day	$	1,000.00	9%	$	919.30
Networking Instructor-Led Training Voucher - 5 Day	$	5,000.00	9%	$	4,596.49
Virtualization Instructor-Led Training Voucher - 2 Day	$	2,000.00	9%	$	1,838.60
Virtualization Instructor-Led Training Voucher - 3 Day	$	3,000.00	9%	$	2,757.90
Workspace Instructor-Led Training Voucher - 4 Day	$	4,000.00	9%	$	3,677.19
Networking Instructor-Led Training Voucher - 2 Day	$	2,000.00	9%	$	1,838.60
Networking Instructor-Led Training Voucher – 3 Day	$	3,000.00	9%	$	2,757.90
Networking Instructor-Led Training Voucher – 4 Day	$	4,000.00	9%	$	3,677.19
SHAREFILE REMOTE QUICKSTART	$	1,800.00	5%	$	1,722.22
Standard Exam Voucher	$	200.00	9%	$	183.86
XenMobile Instructor-Led Training Voucher - 1 Day	$	1,000.00	9%	$	919.30
XenMobile Instructor-Led Training Voucher - 2 Day	$	2,000.00	9%	$	1,838.60
XenMobile Instructor-Led Training Voucher - 3 Day	$	3,000.00	9%	$	2,757.90
XenMobile Instructor-Led Training Voucher - 4 Day	$	4,000.00	9%	$	3,677.19
XenMobile Instructor-Led Training Voucher - 5 Day	$	5,000.00	9%	$	4,596.49
Citrix ShareFile Hyrbid QuickStart (up to 1000 users)	$	10,000.00	5%	$	9,567.90
Cloud Instructor-Led Training Voucher - 1 Day	$	1,000.00	5%	$	956.78
Cloud Instructor-Led Training Voucher - 2 Day	$	2,000.00	5%	$	1,913.58
Cloud Instructor-Led Training Voucher - 3 Day	$	3,000.00	5%	$	2,870.36
Cloud Instructor-Led Training Voucher - 4 Day	$	4,000.00	5%	$	3,827.15
Cloud Instructor-Led Training Voucher - 5 Day	$	5,000.00	5%	$	4,783.94
ARCHITECTURE WORKSHOP FOR SVCS	$	5,680.00	7%	$	5,348.85
Up to 46 hrs of CCS to be applied towards future work. Must be scoped by CCS and comple	$	16,330.00	5%	$	15,624.36
1YR CONS SERVICES CREDIT- NETWORKING UP TO 46 HRS OF CCS	$	16,330.00	5%	$	15,624.36
1YR CONS SERVICES VOUC	$	16,330.00	5%	$	15,624.36
ARCHITECTURE WORKSHOP FOR SVCS	$	5,680.00	5%	$	5,434.56
Networking Partner Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expira	$	23,000.00	11%	$	20,630.77
Networking Partner Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expira	$	25,000.00	11%	$	22,424.74
Networking Partner Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expira	$	35,000.00	11%	$	31,394.64
Networking Partner Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expira	$	40,000.00	11%	$	35,879.59
Cloud Partner Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	$	24,000.00	13%	$	20,968.43
Workspace Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	17,000.00	9%	$	15,628.08
Workspace Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	$	25,000.00	9%	$	22,982.46
Workspace Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	$	27,000.00	9%	$	24,821.06
Virtualization Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	$	22,500.00	9%	$	20,684.22
Workspace Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	$	30,000.00	9%	$	27,578.96
Workspace Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	$	35,000.00	9%	$	32,175.45
Virtualization Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	$	23,000.00	5%	$	22,006.15
Virtualization Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	$	25,000.00	5%	$	23,919.73
Virtualization Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	$	35,000.00	7%	$	32,618.34
Virtualization Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	$	40,000.00	5%	$	38,271.56
Networking Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	17,000.00	9%	$	15,628.08
Networking Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	$	25,000.00	9%	$	22,982.46
Networking Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	$	27,000.00	9%	$	24,821.06
Networking Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	$	22,500.00	9%	$	20,684.22
Networking Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	$	30,000.00	9%	$	27,578.96
Networking Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	$	35,000.00	9%	$	32,175.45
Networking Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	$	23,000.00	5%	$	22,006.15
Networking Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	$	25,000.00	5%	$	23,919.73

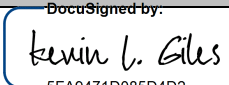|				
Networking Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	$	35,000.00	7%	$ 32,618.34
Networking Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	$	40,000.00	5%	$ 38,271.56
Cloud Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	$	24,000.00	8%	$ 22,136.03
Cloud Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	$	23,000.00	5%	$ 22,006.15
Cloud Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	$	25,000.00	5%	$ 23,919.73
Cloud Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	$	35,000.00	7%	$ 32,618.34
Cloud Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	$	40,000.00	5%	$ 38,271.56
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	17,000.00	9%	$ 15,628.08
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiratio	$	25,000.00	9%	$ 22,982.46
End Point Mgmt Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiratio	$	27,000.00	9%	$ 24,821.06
Mobility Citrix Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	$	22,500.00	9%	$ 20,684.22
End Point Mgmt Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiratio	$	30,000.00	9%	$ 27,578.96
End Point Mgmt Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiratio	$	35,000.00	9%	$ 32,175.45
Mobility Citrix Group Training Pass 1-3 Day up to 12 Students 2-Labs 1-yr Expiration	$	23,000.00	5%	$ 22,006.15
Mobility Citrix Group Training Pass 1-3 Day up to 14 Students 2-Labs 1-yr Expiration	$	25,000.00	5%	$ 23,919.73
Mobility Citrix Group Training Pass 4-5 Day up to 12 Students 2-Labs 1-yr Expiration	$	35,000.00	7%	$ 32,618.34
Mobility Citrix Group Training Pass 4-5 Day up to 14 Students 2-Labs 1-yr Expiration	$	40,000.00	5%	$ 38,271.56
Workspace Standard Group Training Pass 1-3 Day up to 6 Students 1-Lab 1-yr Expiration	$	12,000.00	9%	$ 11,031.58
Workspace Standard Group Training Pass 1-3 Day up to 12 Students 1-Lab 1-yr Expiration	$	20,000.00	9%	$ 18,385.97
Workspace Standard Group Training Pass 1-3 Day up to 14 Students 1-Lab 1-yr Expiration	$	22,000.00	9%	$ 20,224.57
Workspace Standard Group Training Pass 4-5 Day up to 6 Students 1-Lab 1-yr Expiration	$	17,500.00	9%	$ 16,087.72
Workspace Standard Group Training Pass 4-5 Day up to 12 Students 1-Lab 1-yr Expiration	$	25,000.00	9%	$ 22,982.46
Workspace Standard Group Training Pass 4-5 Day up to 14 Students 1-Lab 1-yr Expiration	$	30,000.00	9%	$ 27,578.96
Networking Standard Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	12,000.00	9%	$ 11,031.58
Networking Standard Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	$	20,000.00	9%	$ 18,385.97
Networking Standard Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	$	22,000.00	9%	$ 20,224.57
Networking Standard Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	$	17,500.00	9%	$ 16,087.72
Networking Standard Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	$	25,000.00	9%	$ 22,982.46
Networking Standard Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	$	30,000.00	9%	$ 27,578.96
End Point Mgmt Standard Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	12,000.00	9%	$ 11,031.58
End Point Mgmt Standard Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	$	20,000.00	9%	$ 18,385.97
End Point Mgmt Standard Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	$	22,000.00	9%	$ 20,224.57
End Point Mgmt Standard Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	$	17,500.00	9%	$ 16,087.72
End Point Mgmt Standard Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	$	25,000.00	9%	$ 22,982.46
End Point Mgmt Standard Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	$	30,000.00	9%	$ 27,578.96
ShareFile Instructor-Led Training Voucher - 1 Day	$	1,000.00	9%	$ 919.30
ShareFile Instructor-Led Training Voucher - 2 Day	$	2,000.00	9%	$ 1,838.60
ShareFile Instructor-Led Training Voucher - 3 Day	$	3,000.00	9%	$ 2,757.90
ShareFile Instructor-Led Training Voucher - 4 Day	$	4,000.00	9%	$ 3,677.19
ShareFile Instructor-Led Training Voucher - 5 Day	$	5,000.00	9%	$ 4,596.49
ShareFile Premium Instructor-Led Training Voucher - 5 Day	$	6,000.00	9%	$ 5,515.79
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	17,000.00	9%	$ 15,628.08
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	$	25,000.00	9%	$ 22,982.46
ShareFile Custom Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	$	27,000.00	9%	$ 24,821.06
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	$	22,500.00	9%	$ 20,684.22
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	$	30,000.00	9%	$ 27,578.96
ShareFile Custom Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	$	35,000.00	9%	$ 32,175.45
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 12 Students 1-yr Expiration	$	20,000.00	9%	$ 18,385.97
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 14 Students 1-yr Expiration	$	22,000.00	9%	$ 20,224.57
ShareFile Standard Citrix Group Training Pass 1-3 Day up to 6 Students 1-yr Expiration	$	12,000.00	9%	$ 11,031.58
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 12 Students 1-yr Expiration	$	25,000.00	9%	$ 22,982.46
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 14 Students 1-yr Expiration	$	30,000.00	9%	$ 27,578.96
ShareFile Standard Citrix Group Training Pass 4-5 Day up to 6 Students 1-yr Expiration	$	17,500.00	9%	$ 16,087.72
Annual eLearning Subscription	$	1,200.00	9%	$ 1,103.16
Citrix Education Tokens: One Token	$	25.00	9%	$ 22.98
Citrix Education Tokens: 8 Tokens - 1 Year Expiration	$	200.00	9%	$ 183.86
Citrix Education Tokens: 20 Tokens - 1 Year Expiration	$	500.00	9%	$ 459.65
Citrix Education Tokens: 40 Tokens - 1 Year Expiration	$	900.00	9%	$ 827.37
Citrix Education Tokens: 60 Tokens - 1 Year Expiration	$	1,200.00	9%	$ 1,103.16
1-Student GTP Add-On (1-3 day course)	$	1,500.00	9%	$ 1,378.95
1-Student GTP Add-On (4-5 day course)	$	2,500.00	9%	$ 2,298.25
Citrix eLearning Subscription Voucher – Expires after 12 months	$	600.00	13%	$ 524.21
Premium Exam Voucher	$	300.00	9%	$ 275.79
Vendor Price includes DIR Administration Fee				

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: Kevin L. Giles		Title: Director of Sales
Authorized Signature: *kevin L. Giles* 5FA9471D085D4D2...		Date: 5/2/2023