

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)**  
**STATE OF ARIZONA SOLICITATION #BPM002338**  
**MANDATORY COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE**

	PUBLISHERS	STATE OF WASHINGTON MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	<b>Tier I Publishers (Key Itemized Publishers)</b>		
1	ADOBE	2.25%	
2	CA TECHNOLOGIES	1.50%	
3	CISCO	2.25%	
4	COMMVault	2.25%	
5	IBM	2.25%	
6	RED HAT	2.25%	
7	SPLUNK	2.25%	
8	TABLEAU	1.50%	
9	VEEAM	2.25%	
10	VMWARE	2.25%	
	<b>Tier II Publishers (Other Itemized Publishers)</b>		
11	AUTODESK	3.45%	
12	BARRACUDA NETWORKS	2.75%	
13	BMC SOFTWARE	2.75%	
14	CHECK POINT SOFTWARE	2.75%	
15	CHERWELL	1.50%	
16	CITRIX	2.25%	
17	CHATSWORTH PRODUCTS (CPI)	1.50%	
18	CROWDSTRIKE	2.75%	
19	DELL	2.75%	
20	DELPHIX	1.50%	
21	DOCUSIGN	2.75%	
22	DYNATRACE	1.50%	
23	FORCEPOINT	2.75%	
24	FORTINET	2.75%	
25	GOOGLE	2.75%	
26	INFORMATICA	1.50%	
27	IVANTI	2.75%	
28	KNOWBE4	2.75%	
29	MCAFEE	2.25%	
30	MICRO FOCUS	2.75%	
31	MULESOFT	1.50%	
32	NETMOTION	2.75%	
33	OKTA	2.75%	
34	OPENTEXT	1.50%	
35	PROGRESS SOFTWARE	1.50%	
36	PROOFPOINT	2.75%	
37	QUEST SOFTWARE	2.75%	
38	RAPID7	1.50%	
39	RSA SECURITY	2.75%	
40	SALESFORCE	3.45%	
41	SAP	1.50%	
42	SOLARWINDS	2.75%	
43	SOPHOS	2.75%	
44	SPILLMAN	2.75%	
45	SYMANTEC	2.75%	
46	TENABLE	2.75%	
47	TREND MICRO	2.75%	
48	VARONIS	2.75%	
49	VERITAS	2.75%	
50	ZOHO	1.50%	
	<b>Non-itemized Publishers</b>		
51	All other publishers	3.45%	

		HOURLY RATE
52	<b>Reseller Services</b>	
53	- Asset management	no charge
54	- Solutions architect	no charge
55	- Senior solutions architect	no charge
56	- Program engagement manager	\$210.00
57	- Project leader	no charge
58	- Project manager	\$190.00
59	- Senior project manager	\$205.00
60	All other in-scope reseller services	no charge

- \* For additional information on the services represented herein please refer to Attachment 4\_Supplement 1 of 1\_Supplemental Information for Pricing.

\*To the extent required as Mandatory

**Asset Management:** As described in Section 2-A Scope of Work 2.3.4, Solutions architect: As described in Section 2-A Scope of Work 2.3.4, provides customer support, explaining and helping determine the best acquisition method for their needs, including multi-program cost analysis comparisons.

**Solutions and Senior Solutions architect:** As described in Section 2-A Scope of Work 2.3.4, provides analysis and recommendations on software infrastructure and how to maximize software spend through the appropriate licensing program and vendor selection

**Project Leader:** As described in Section 2-A Scope of Work 2.3.4, leads in providing consultation, acting as a liaison, negotiating costs, and other mandatory basic services.

**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)**  
**STATE OF ARIZONA SOLICITATION #BPM002338**  
**OPTIONAL SERVICES COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE**

OPTIONAL SERVICES		STATE OF WASHINGTON MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
<b>Optional Discount- and/or Markup-based Services</b>			
1	Publisher Delivered Services	26.25%	
2	Third Party Delivered Services	26.25%	
		<b>HOURLY RATE</b>	
<b>Optional Fixed Rate-based Services</b>			
6	Associate Consulting Engineer	\$125.00	
7	Consulting Engineer	\$185.00	
8	Senior Consulting Engineer	\$205.00	
9	Technical Lead/ Principal Consulting Engineer	\$225.00	
10	Enterprise Consulting Architect	\$225.00	
11	Business Consulting Architect	\$225.00	
12	Project Administrator	\$145.00	
13	Project Manager	\$190.00	
14	Senior Project Manager	\$205.00	
15	Enterprise Project Manager, PMO Lead	\$210.00	
16	Program Manager	\$210.00	
17	Technical Architect	\$295.00	
18	ServiceNow Engagement Manager	\$213.00	
19	ServiceNow Program Manager	\$221.00	
20	ServiceNow Advisory Services	\$234.00	
21	ServiceNow Principal Consultant	\$276.00	
22	ServiceNow Organizational Change Management Consultant	\$276.00	
23	ServiceNow Integration Expert	\$225.00	
24	ServiceNow Quality Assurance Expert	\$187.00	
25	ServiceNow Solution Architect	\$225.00	
26	ServiceNow Technical Consultant	\$200.00	
27	ServiceNow Trainer	\$225.00	
28	Digital Velocity Head of E&O	\$270.00	
29	Digital Velocity O-CTO - Principal Consultant	\$250.00	
30	Digital Velocity Hybrid Cloud Architect	\$230.00	
31	Digital Velocity Hybrid Cloud Engineer	\$194.00	
32	Digital Velocity DevOps Architect	\$230.00	
33	Digital Velocity DevOps Engineer	\$200.00	
34	Digital Velocity Enterprise Architect	\$230.00	
35	Digital Velocity Senior Software Engineer	\$200.00	
36	Digital Velocity Solutions Architect	\$230.00	
37	Digital Velocity Solutions Engineer	\$200.00	
38	Digital Velocity Technical Program Consultant	\$200.00	
39	Digital Velocity Technical Project Manager	\$175.00	
40	IT Asset Management Project-Based Engagement	Custom SOW	
41	IT Asset Management Maturity Assessment	Custom SOW	
42	IT Asset Management Technology Solutions	Custom SOW	
43	IT Asset Management Ongoing Solutions	Custom SOW	

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**NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)  
STATE OF ARIZONA SOLICITATION #BPM002338  
MANDATORY COST PROPOSAL FORM FOR MICROSOFT ONLY**

SUBCATEGORY		STATE OF WASHINGTON MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
<b>Itemized Microsoft Offerings</b>			
1	EMS E5	1.75%	
2	G1	1.75%	
3	G2	1.75%	
4	G3	1.75%	
5	G5	1.75%	
6	Govt E4	1.75%	
7	Advanced Threat Protection	1.75%	
8	Power BI	1.75%	
9	Exchange Online	1.75%	
10	Kiosk F3 Now	1.75%	
11	Dynamics	1.75%	
12	PowerApps	1.75%	
13	Project Online	1.75%	
14	Azure	1.75%	
<b>All Other Microsoft Offerings</b>			
15	SaaS	1.75%	
16	On-Premise	1.75%	
<b>Resold In-scope Professional Services</b>			
17	- Ongoing maintenance & support services not included in software license agreement	11.25%	
18	- Deployment services	11.25%	
19	- Architectural design services	11.00%	
20	- Training deployment services	11.00%	
21	All other resold in-scope professional services	11.00%	
		<b>HOURLY RATE</b>	
<b>In-scope Reseller Services</b>			
22	- Asset management	no charge	
23	- Solutions architect	no charge	
24	- Senior solutions architect	no charge	
25	- Program engagement manager	\$210.00	
26	- Project leader	no charge	
27	- Project manager	\$190.00	
28	- Senior project manager	\$205.00	
29	All other in-scope reseller services	no charge	

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