



**PARTICIPATING ADDENDUM  
NASPO VALUEPOINT**

**SOFTWARE VAR**

Administered by the State of Arizona (hereinafter "Lead State")

**MASTER AGREEMENT**

**Master Agreement No: CTR060021**

**CDW Government LLC**  
(hereinafter "Contractor")

and

**State of Washington**  
(hereinafter "Participating State")

**WASHINGTON MASTER CONTRACT No.: 14922-02**

This Participating Addendum for the above referenced Master Agreement ("Participating Addendum") is made and entered into by and between the State of Washington acting by and through the Department of Enterprise Services, a Washington State governmental agency ("Enterprise Services") and CDW Government LLC, an Illinois LLC ("Contractor") and is dated and effective as of the date of the last signature. This Participating Addendum shall terminate upon the expiration or the termination of the Master Agreement, as amended, unless the Participating Addendum is terminated sooner in accordance with the terms set forth herein.

**RECITALS**

- A. Pursuant to Legislative authorization codified in RCW 39.26.060, Enterprise Services, on behalf of the State of Washington, is authorized to participate in cooperative purchasing agreements to develop master agreements to procure goods and/or services and to make such competitively solicited and awarded contracts available to Washington state agencies and designated eligible purchasers consistent with terms and conditions set forth by Enterprise Services.
- B. Enterprise Services timely provided public notice of the competitive solicitation process conducted by the above-referenced lead state through Washington's Electronic Business Solutions (WEBS) system.
- C. The above-referenced Lead State, as part of its competitive solicitation process, evaluated all responses to its procurement and identified Contractor as an apparent successful bidder and awarded a Master Agreement to Contractor.
- D. Enterprise Services has determined that participating in this Master Agreement is in the best interest of the State of Washington.

- E. The purpose of this Participating Addendum is to enable eligible purchasers, as defined herein, to utilize the Master Agreement as conditioned by this Participating Addendum.

## **A G R E E M E N T**

**NOW THEREFORE**, in consideration of the mutual promises, covenants, and conditions set forth herein, the parties hereto hereby agree as follows:

1. **SCOPE:** This Participating Addendum covers the competitive procurement for Software VAR led by the State of Arizona for use by state agencies and other entities located in the Participating State authorized by that state's statutes to utilize state contracts with the prior approval of the State's chief procurement official.
2. **PARTICIPATION:** Use of specific NASPO ValuePoint cooperative contracts by agencies, political subdivisions and other entities (including cooperatives) authorized by an individual state's statutes to use state contracts are subject to the prior approval of the respective State chief procurement official. Issues of interpretation and eligibility for participation are solely within the authority of the State chief procurement official. Pursuant to this Participating Addendum, the Master Agreement may be utilized by the following ("Purchasing Entities" or "Purchasers"):
  - (a) WASHINGTON STATE AGENCIES. All Washington state agencies, departments, offices, divisions, boards, and commissions.
  - (b) WASHINGTON STATE INSTITUTIONS OF HIGHER EDUCATION (COLLEGES). Any the following specific institutions of higher education in Washington:
    - State universities – i.e., University of Washington & Washington State University;
    - Regional universities – i.e., Central Washington University, Eastern Washington University, & Western Washington University
    - Evergreen State College;
    - Community colleges; and
    - Technical colleges.
  - (c) MCUA PARTIES. The Master Agreement also may be utilized by any of the following types of entities that have executed a Master Contract Usage Agreement (MCUA) with Enterprise Services:
    - Political subdivisions (e.g., counties, cities, school districts, public utility districts, ports) in the State of Washington;
    - Federal governmental agencies or entities;
    - Public-benefit nonprofit corporations (i.e., § 501(c)(3) nonprofit corporations that receive federal, state, or local funding); and
    - Federally-recognized Indian Tribes located in the State of Washington.

By placing an order under this Participating Addendum, each Purchasing Entity agrees to be bound by the terms and conditions of this Participating Addendum, including the Master Agreement. Each Purchasing Entity shall be responsible for its compliance with such terms and conditions.

**3. PARTICIPATING STATE MODIFICATIONS OR ADDITIONS TO MASTER AGREEMENT:**

- 3.1. **WASHINGTON’S ELECTRONIC BUSINESS SOLUTIONS (WEBS) SYSTEM:** Within seven (7) days of execution of this Participating Addendum, Contractor shall register in the Washington State Department of Enterprise Services’ Electronic Business Solutions (WEBS) System at [WEBS](#). Contractor shall ensure that all of its information therein is current and accurate and that, throughout the term of the Master Agreement, Contractor shall maintain an accurate profile in WEBS.
- 3.2. **WASHINGTON’S STATEWIDE PAYEE DESK:** To be paid for contract sales, Contractors must register with Washington’s Statewide Payee Desk. Washington state agencies cannot make payments to a contractor until it is registered. Registration materials are available here: [Receiving Payment from the State](#).
- 3.3. **CONTRACT SALES REPORTING:** Contractor shall report total contract sales quarterly to Enterprise Services, as set forth below.
- (a) **REPORTING.** Contractor shall report quarterly Contract sales in Enterprise Services’ [Contract Sales Reporting System](#). Enterprise Services will provide Contractor with a login password and a vendor number.
- (b) **DATA.** Each sales report must identify every authorized Purchasing Entity by name as it is known to Enterprise Services and its total combined sales amount invoiced during the reporting period (i.e., sales of an entire agency or political subdivision, not its individual subsections). The “Miscellaneous” option may be used only with prior approval by Enterprise Services. Upon request, Contractor shall provide contact information for all authorized Purchasing Entities specified herein during the term of this Participating Addendum. Refer sales reporting questions to the Primary Contact set forth below. If there are no contract sales during the reporting period, Contractor must report zero sales.
- (c) **DUE DATES FOR CONTRACT SALES REPORTING.** Quarterly Contract Sales Reports must be submitted electronically by the following deadlines for all sales invoiced during the applicable calendar quarter:

QUARTER	FOR SALES MADE IN CALENDAR QUARTER ENDING	MASTER CONTRACT SALES REPORT	
		DUE BY	PAST DUE
1	January 1 – March 31	April 30	May 1
2	April 1 – June 30	July 31	August 1
3	July 1 – September 30	October 31	November 1
4	October 1 – December 31	January 31	February 1

- 3.4. **VENDOR MANAGEMENT FEE:** Contractor shall pay to Enterprise Services a vendor management fee (“VMF”) of 1.25 percent on the purchase price for all contract sales (the purchase price is the total invoice price less applicable sales tax) authorized by this Participating Addendum.
- (a) The sum owed by Contractor to Enterprise Services as a result of the VMF is calculated as follows:

$$\text{Amount owed to Enterprise Services} = \text{Total contract sales invoiced (not including sales tax)} \times .0125.$$

The VMF must not be shown as a separate line item on any invoice unless specifically requested and approved by Enterprise Services.

- (b) Enterprise Services will invoice Contractor quarterly based on contract sales reported by Contractor. Contractor shall not remit payment until it receives an invoice from Enterprise Services. Contractor's VMF payment to Enterprise Services must reference the following:
  - This Washington Master Contract No.: **14922-02**
  - The NASPO Master Agreement No.: **CTR060021**
  - The year and quarter for which the VMF is being remitted, and
  - Contractor's name as set forth in this Contract, if not already included on the face of the check.
- (c) Contractor's failure accurately and timely to report total net sales, to submit timely usage reports, or to remit timely payment of the VMF to Enterprise Services, may be cause for Enterprise Services to suspend or terminate this Participating Addendum or exercise any other remedies as provided by law.
- (d) Enterprise Services reserves the right, upon execution of a contract amendment, to increase, reduce, or eliminate the VMF for subsequent purchases.
- (e) For purposes of the VMF, the parties agree that the initial management fee is included in the pricing. Therefore, any increase or reduction of the management fee must be reflected in contract pricing commensurate with the adjustment.

3.5. **CONTRACTOR REPRESENTATIONS AND WARRANTIES:** Contractor makes each of the following representations and warranties as of the effective date of this Participating Addendum and at the time any order is placed pursuant to the Master Contract. If, at the time of any such order, Contractor cannot make such representations and warranties, Contractor shall not process any orders and shall, within three (3) business days notify Enterprise Services, in writing, of such breach.

- (a) **WAGE VIOLATIONS.** Contractor represents and warrants that, during the term of this Master Contract and the three (3) year period immediately preceding the award of the Master Contract, it is not determined, by a final and binding citation and notice of assessment issued by the Washington Department of Labor and Industries or through a civil judgment entered by a court of limited or general jurisdiction, to be in willful violation of any provision of Washington state wage laws set forth in RCW 49.46, 49.48, or 49.52.
- (b) **CIVIL RIGHTS.** Contractor represents and warrants that Contractor complies with all applicable requirements regarding civil rights. Such requirements prohibit discrimination against individuals based on their status as protected veterans or individuals with disabilities, and prohibit discrimination against all individuals based on their race, color, religion, sex, sexual orientation, gender identity, or national origin.
- (c) **EXECUTIVE ORDER 18-03 – WORKERS' RIGHTS (MANDATORY INDIVIDUAL ARBITRATION).** Contractor represents and warrants that Contractor does NOT require its employees, as a condition of employment, to sign or agree to mandatory individual arbitration

clauses or class or collective action waivers. Contractor further represents and warrants that, during the term of this Participation Agreement, Contractor shall not, as a condition of employment, require its employees to sign or agree to mandatory individual arbitration clauses or class or collective action waivers.

- 3.6. **OCIO POLICY & SECURITY COMPLIANCE:** Contractor represents and warrants, to the extent the following applies to products provided under this participating addendum, that Contractor shall use commercially reasonable efforts to provide applicable supporting documentation and assist the Purchasing Entities with verifying that the products comply with the Washington Office of the Chief Information Officer (OCIO) statewide information technology policies and other local information technology policies as applicable to the purchasing entity. Policies applicable to the Washington State Agencies are located on the OCIO website at <https://ocio.wa.gov/policies>. Prior to final execution of a Washington State Agency's order with a contractor, the contractor solution(s) may be subject to a security design review performed by Washington Consolidated Technology Services to ensure compliance with the State security policies.
- 3.7. **COMPLIANCE WITH LAW; TAXES, LICENSES, & REGISTRATION:** Contractor shall comply with applicable law. Prior to making any sales hereunder, if Contractor is not already registered, Contractor shall register to conduct business in the State of Washington and promptly acquire and maintain all necessary licenses and registrations and pay all applicable taxes and fees. In addition, for all sales to Purchasers in the State of Washington, if Contractor does not currently do so, Contractor shall calculate, collect, and remit, as appropriate, the applicable state and local sales tax on all invoices.
- 3.8. **CONTRACTOR'S SALES AUTHORITY; PURCHASE ORDERS; & INVOICES:**
- (a) **CONTRACTOR'S SALES AUTHORITY.** Pursuant to this Participating Addendum, Contractor is authorized to provide only those goods/services set forth in the Master Agreement as conditioned by this Participating Addendum. Contractor shall not represent to any Purchaser hereunder that it has any authority to sell any other materials, supplies, services and/or equipment.
- (b) **INVOICES.** Contractor must provide a properly completed invoice to Purchaser. All invoices are to be delivered to the address indicated in the purchase order. Each invoice must include the:
- Washington Master Contract Number 14922-02;
  - Lead State Master Agreement Number CTR060021;
  - Contractor's statewide vendor registration number assigned by the Washington State Office of Financial Management (OFM); and
  - Applicable Purchaser's order number.
- Invoices must be prominently annotated by the Contractor with all applicable volume discount(s).
- 3.9 **PRICING.** The Prices for Software and Services shall be as specified in Schedule A, attached, based on a markup of the Contractor's invoiced cost. Pricing shall not be based off a discount off manufacturer's suggested retail price, which is inapplicable to this participating addendum.

4. **LEASE AGREEMENTS:** Leasing or renting equipment is not allowed throughout the term of the Master Agreement.
5. **PRIMARY CONTACTS:** The primary contact individuals for this Participating Addendum are as follows (or their named successors):

**Participating State**

Attn: Ryan J Rensel  
State of Washington  
Washington Dept. of Enterprise Services  
PO Box 41411  
Olympia, WA 98504-1411  
Tel: (360) 407-2218  
Email: [descontractsteamcypress@des.wa.gov](mailto:descontractsteamcypress@des.wa.gov)

**Contractor**

Attn: Heather Kohls  
CDW Government LLC  
230 N. Milwaukee Ave.  
Vernon Hills IL 60061  
Tel: (331) 231-8729  
Email: Heather.Kohls@cdwg.com

6. **SUBCONTRACTORS:** Contractor shall perform the Master Agreement.
7. **ORDERS:** Unless the parties to the applicable purchase order agree in writing that another contract or agreement applies to such order, any order placed by a Purchaser for goods/services available from this Master Agreement shall be deemed to be a sale under (and governed by the prices and other terms and conditions of) the Master Agreement as conditioned by this Participating Addendum.
8. **GENERAL:**
  - 8.1. **INTEGRATED AGREEMENT; MODIFICATION.** This Participating Addendum and Master Agreement, together with its exhibits, set forth the entire agreement and understanding of the Parties with respect to the subject matter and supersedes all prior negotiations and representations. This Participating Addendum may not be modified except in writing signed by the Parties.
  - 8.2. **AUTHORITY.** Each party to this Participating Addendum, and each individual signing on behalf of each party, hereby represents and warrants to the other that it has full power and authority to enter into this Participating Addendum and that its execution, delivery, and performance of this Participating Addendum has been fully authorized and approved, and that no further approvals or consents are required to bind such party.
  - 8.3. **ELECTRONIC SIGNATURES.** An electronic signature or electronic record of this Participating Addendum or any other ancillary agreement shall be deemed to have the same legal effect as delivery of an original executed copy of this Participating Addendum or such other ancillary agreement for all purposes.
  - 8.4. **COUNTERPARTS.** This Participating Addendum may be executed in one or more counterparts, each of which shall be deemed an original, and all of which counterparts together shall constitute the same instrument which may be sufficiently evidenced by one counterpart. Execution of this Participating Addendum at different times and places by the parties shall

not affect the validity thereof so long as all the parties hereto execute a counterpart of this Participating Addendum.

8.5. PROFESSIONAL SERVICES. Professional Services resold by Contractor and performed by Publishers are not considered subcontracted services.

For purposes of this section, "Professional Services" include but are not limited to consulting, extended warranty service by manufacturers, or other services as described generally in the Agreement as more particular described in a Statement of Work or SOW performed by the Contractor or its subcontractor or sold by the Contractor as a distributor or sales agent or its subcontractors.

8.6 SOFTWARE LICENSES. The Participating Entity's rights in Software, including SaaS, will be governed by the Publisher's standard end user license agreement, unless the Participating Entity has negotiated alternative terms directly with the Publisher in which case the alternative terms will govern.

EXECUTED as of the date and year first above written.

STATE OF WASHINGTON  
DEPARTMENT OF ENTERPRISE SERVICES

CDW GOVERNMENT LLC  
AN ILLINOIS LLC

By: Elena McGrew  
Elena McGrew  
Its: Statewide Enterprise Procurement Manager  
Date: 1/8/2024

By: AK  
Type Name  
Sr, Manager, Program Management  
Date: Jan 5, 2024

WR  
HK

**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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**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 MICROSOFT ONLY

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	IT Asset Management Project-Based Engagement	Custom SOW	
19	IT Asset Management Maturity Assessment	Custom SOW	
20	IT Asset Management Technology Solutions	Custom SOW	
21	IT Asset Management Ongoing Solutions	Custom SOW	

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