	NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF ARIZONA SOLICITATION #BPM002338 MANDATORY COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE	
	PUBLISHERS	**MAXIMUM MARKUP ON RESELLER'S INVOICED COST**
	Tier I Publishers (Key Itemized Publishers)	
1	ADOBE	1.95%
2	CA TECHNOLOGIES	3.45%
3	CISCO	2.25%
4	COMMVAULT	2.25%
5	IBM	2.25%
6	RED HAT	3.45%
7	SPLUNK	2.25%
8	TABLEAU	2.25%
9	VEEAM	2.25%
10	VMWARE	4.25%
	Tier II Publishers (Other Itemized Publishers)	
11	AUTODESK	3.45%
12	BARRACUDA NETWORKS	3.45%
13	BMC SOFTWARE	3.45%
14	CHECK POINT SOFTWARE	2.25%
15	CHERWELL	2.25%
16	CITRIX	3.45%
17	CPI	2.25%
18	CROWDSTRIKE	2.25%
19	DELL	4.25%
20	DELPHIX	2.25%
21	DOCUSIGN	2.25%
22	DYNATRACE	2.25%
23	FORCEPOINT	2.25%
24	FORTINET	2.25%
25	GOOGLE	3.45%
26	INFORMATICA	2.25%
27	IVANTI	2.25%
28	KNOWBE4	2.25%
29	MCAFEE	3.45%
30	MICRO FOCUS	2.25%
31	MULESOFT	2.25%
32	NETMOTION	2.25%
33	OKTA	2.25%
34	OPENTEXT	2.25%
35	PROGRESS SOFTWARE	2.25%
36	PROOFPOINT	2.25%

Schedule A

37	QUEST SOFTWARE	3.45%
38	RAPID7	2.25%
39	RSA SECURITY	2.25%
40	SALESFORCE	2.25%
41	SAP	2.25%
42	SOLARWINDS	2.25%
43	SOPHOS	2.25%
44	SPILLMAN	2.25%
45	SYMANTEC	3.45%
46	TENABLE	2.25%
47	TREND MICRO	2.25%
48	VARONIS	2.25%
49	VERITAS	2.25%
50	ZOHO	2.25%
	Non-itemized Publishers	
51	All other publishers	3.25%
		HOURLY RATE
52	**Reseller Services**	
53	- Asset management	$300.00
54	- Solutions architect	$284.00
55	- Senior solutions architect	$300.00
56	- Program engagement manager	$372.00
57	- Project leader	$330.00
58	- Project manager	$273.00
59	- Senior project manager	$301.00

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	HOURLY RATE
	VMware-specific services rates	
6	Senior Architect	$328.00
7	Enterprise Architect	$359.88
8	Inside Project Manager	$177.13
9	Program Manager	$297.13
10	Associate Consultant	$147.25
11	Consultant	$223.25
12	Senior Consultant	$249.25
13	Consulting Architect	$307.25

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

	SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST (may be negative if sold at loss)
	Itemized Microsoft Offerings	
1	EMS E5	1.13%
2	G1	1.13%
3	G2	1.13%
4	G3	1.13%
5	G5	1.13%
6	Govt E4	1.13%
7	Advanced Threat Protection	1.13%
8	Power BI	1.13%
9	Exchange Online	1.13%
10	Kiosk F3 Now	1.13%
11	Dynamics	1.13%
12	PowerApps	1.13%
13	Project Online	1.13%
14	Azure	1.13%
	All Other Microsoft Offerings	
15	SaaS	1.13%
16	On-Premise	1.13%
	Resold In-scope Professional Services	
17	- Ongoing maintenance & support services not included in software license agreement	0.00%
18	- Deployment services	0.00%
19	- Architectural design services	0.00%
20	- Training deployment services	0.00%
21	All other resold in-scope professional services	0.00%
		HOURLY RATE
	In-scope Reseller Services	
22	- Asset management	$300.00
23	- Solutions architect	$284.00
24	- Senior solutions architect	$300.00
25	- Program engagement manager	$372.00
26	- Project leader	$330.00
27	- Project manager	$273.00
28	- Senior project manager	$301.00