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## Attachment C: Cost Proposal

Insight's proposed pricing for software, as outlined in Attachment C1 – Pricing Summary Sheet, is based on a cost plus percentage above Reseller Cost, which is the price that Insight pays the Publisher or Distributor to purchase software on behalf of the Participating State or Purchasing Entity. Insight's cost for purposes of this RFP does not include any administrative or other mark-up costs. Additionally, our proposed pricing is inclusive of all costs associated with the responsibilities and related services, including but not limited to, freight and delivery, cost of materials and product, travel expenses, transaction fees, overhead, profits, and other costs or expenses incidental to Insight's performance.

Insight's proposed pricing for basic installation, training and maintenance is outlined in Attachment C2 – Pricing Summary Sheet – Services, and includes labor rates for key job roles. Additionally, Insight has provided proposed pricing for Global Knowledge training services as well as our Software Asset Management (SAM) License Reconciliation Services (LRS) which includes tiered pricing based on device count.

All cost plus percentages and labor/device rates offered by Insight shall be guaranteed for the term of the Master Agreement, and any request for percentage or labor/device rate adjustments following the initial Master Agreement term shall be done in accordance with Section 6 of the NASPO ValuePoint Master Agreement Terms and Conditions.

For both software and services, Insight's proposed pricing is a not-to-exceed amount and Insight reserves the right to lower the price to the specific Participating State or Purchasing Entity based on individual volume buys.

Insight has provided a percentage markup rate for each of the Key and Other Itemized Publishers listed on Attachment C1-Pricing Summary Sheet. Insight either has a current direct reseller relationship with the publisher, has access to the publisher via a distribution relationship, or is in the process of entering into a reseller relationship with the publisher either directly or through a distributor. Insight's reputation in the industry and financial stability provides us the ability to enter in to new publisher partnerships as needs arise.

As market conditions change, Participating States and Purchasing Entities can be assured that Insight's contractual pricing under the Master Agreement will automatically reflect these changes. Insight's highly sophisticated supply chain management tools provide Insight up-to-the minute pricing with all major publishers and distributors, and this dynamic approach to pricing allows end users to enjoy the best possible pricing available. Additionally, our public sector contract module ensures that Participating States and Purchasing Entities receive the correct contract pricing up front and automatically. Any cost changes will be managed and documented over the life of the Master Agreement through Insight's backend ERP system. Upon notification from publishers and our distribution partners, cost changes are immediately updated in Insight's backend ERP system and automatically reflected in any purchase made by a Participating State or Purchasing Entity.

# ATTACHMENT C1 - PRICING SUBMISSION SHEET

## NASPO VALUEPOINT

### SOFTWARE VALUE-ADDED RESELLER (SVAR)

#### PUBLISHERS

#### MARKUP/DOWN

Proposer must be certified as a direct reseller for all Key Itemized publishers. Direct reseller certification is preferred for Other Itemized publishers

The price to Authorized Purchaser (AP) is calculated using the following formula: "Reseller Cost" + ("Reseller Cost" x "Markup/down")

KEY ITEMIZED	PUBLISHERS	MARKUP/DOWN
KEY ITEMIZED	ADOBE	1.00%
	CITRIX	1.00%
	MICROSOFT	0.50%
	NOVELL	1.00%
	SYMANTEC	1.00%
	VMWARE	1.00%
OTHER ITEMIZED	AI SQUARED	1.25%
	AIRWATCH MOBILE DEVICE MANAGEMENT VMWARE	1.25%
	ALLIANCE ENTERPRISES	1.25%
	APPLE	1.25%
	ATTACHMATE – MICROFOCUS	1.25%
	AUTODESK	1.25%
	AUTONOMY – HP	1.25%
	BAKBONE – DELL	1.25%
	BARRACUDA	1.25%
	BOMGAR REMOTE SOFTWARE	1.25%
	CA TECHNOLOGIES	1.25%
	CISCO	1.25%
	COMPUTRONIX USA	1.25%
	COMPUWARE	1.25%
	COREL	1.25%
	DOUBLETAKE	1.25%
	EMC	1.25%
	ENCHOICE	1.25%
	ESET	1.25%
	ESRI	1.25%
	FREEDOM SCIENTIFIC	1.25%
	GUARDIAN EDGE – SYMANTEC	1.25%
	GW MICRO	1.25%
	IBM	1.25%
	ICM CONVERSIONS	1.25%
	INFOR	1.25%
	INTERMEDIX EMSYSTEMS	1.25%
	HP	1.25%
	HUMANWARE	1.25%
	INFORMATION BUILDERS	1.25%
	KRONOS SOFTWARE	1.25%
	LANDESK	1.25%
	LASERFISCHE	1.25%
LIQUIDWARE STATUSPHERE	1.25%	
MICROFOCUS INC	1.25%	
MINJET	1.25%	

#### PROPOSER INSTRUCTIONS:

Enter a percentage markup or markdown for each line in column D. This is the markup/down at which proposer is offering to provide the stated publishers' titles. Percentages may be listed to two decimal points.

ATTACHMENT C1 - PRICING SUBMISSION SHEET

NASPO VALUEPOINT

SOFTWARE VALUE-ADDED RESELLER (SVAR)

MPS	1.25%
MQSOFTWARE – BMC SOFTWARE	1.25%
NCIRCLE	1.25%
NETOP	1.25%
NUANCE	1.25%
ORACLE	1.25%
OSAM	1.25%
PASSPORT	1.25%
PATCHLINK	1.25%
PROOFPOINT	1.25%
RSA SECURITY	1.25%
REFERENCIA SYSTEMS	1.25%
SAP AMERICA	1.25%
SAS	1.25%
SOLUTIONS SOFTWARE	1.25%
SOPHOS	1.25%
SPLUNK SOFTWARE	1.25%
STASEEKER NETWORK INFRASTRUCTURE MONITORING	1.25%
STELLEN – ORACLE	1.25%
SUNGUARD	1.25%
SYBASE	1.25%
TECHSMITH	1.25%
TREND MICRO	1.25%
TRUSTWARE	1.25%
ULTRABAC	1.25%
VORMETRIC	1.25%
WEBSense	1.25%
any other non-listed publisher	3.75%

ATTACHMENT C2 - PRICING SUBMISSION SHEET - SERVICES  
 NASPO VALUEPOINT  
 SOFTWARE VALUE-ADDED RESELLER (SVAR)

Service being Offered as a Separate Charge	Rate	Unit of Measure
<b>Service Labor Category</b>		
Business Analyst I	\$ 67.63	Per Hour
Service Technician	\$ 67.63	Per Hour
Business Analyst II	\$ 74.26	Per Hour
Service Technician Sr.	\$ 74.26	Per Hour
Supervisor Services	\$ 88.84	Per Hour
Business Analyst Sr.	\$ 88.84	Per Hour
Engineer	\$ 100.78	Per Hour
Engineer Sr.	\$ 140.56	Per Hour
Manager Services	\$ 165.75	Per Hour
Project Coordinator	\$ 198.90	Per Hour
Consultant I	\$ 198.90	Per Hour
Consultant II	\$ 218.40	Per Hour
Consultant Sr.	\$ 218.40	Per Hour
Project Coordinator Sr.	\$ 222.77	Per Hour
Senior Manager Services	\$ 222.77	Per Hour
Architect I	\$ 245.31	Per Hour
Manager Programs	\$ 245.31	Per Hour
Project Manager	\$ 245.31	Per Hour
Architect II	\$ 271.83	Per Hour
Project Manager Sr.	\$ 271.83	Per Hour
Architect Sr.	\$ 298.35	Per Hour
Specialty	\$ 430.95	Per Hour
<b>Global Knowledge Training Services</b>	<b>Cost Plus Reseller Cost</b>	
Global Knowledge Training Course	7.50%	Per Training Class

ATTACHMENT C2 - PRICING SUBMISSION SHEET - SERVICES  
 NASPO VALUEPOINT  
 SOFTWARE VALUE-ADDED RESELLER (SVAR)

<b>License Reconciliation Service (*One Publisher)</b>		
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*This tiered pricing includes analysis and reconciliation of purchase history and installation data for one publisher. It does not include costs for help with identifying what is installed on the devices. Software discover costs would be extra.*

Device (PC + Server) Count	One-Publisher LRS Price	Pricing Type
1-350 (Fixed Fee)	\$ 3,000.00	Fixed Fee
351-600 (Fixed Fee)	\$ 5,000.00	Fixed Fee
601-1,199	\$ 8.60	Per Device
1,200-2,399	\$ 5.30	Per Device
2,400-3,999	\$ 4.90	Per Device
4,000-5,999	\$ 4.30	Per Device
6,000-9,999	\$ 3.50	Per Device
10,000-14,999	\$ 3.00	Per Device
15,000-50,000	\$ 1.70	Per Device

**Instructions:**

1. Under Column A. **Service being Offered as a Separate Charge** - State the name of the Service and provide a description of the Service.
  
2. Under Column B. indicate Rate
  
3. Under Column C. indicate Unit of Measure (e.g. Per Hour, Per Project, Per Month, etc.)