

NASPO Pricing Notes and Explanations

Smartronix is pleased to provide the State of Utah with its pricing response to Bid #: CH16012. The attached NASPO Pricing offers pricing for the following Cloud Models: IaaS, PaaS, SaaS. We are offering our Cloud Assured Managed Services (CAMS) for cloud services utilized in Public/Government Community Clouds.

The prices for Public and Government Community Cloud Services can be found within the same links provided in the price attachment and receive the same discounts, 3%. The pricing and discount schedule for Managed Services can also be found in the attached pricing.

Due to the rapid innovation and growth of available services in the cloud market place Smartronix is offering the use of all current and future cloud services as they are available. The current generation instance configurations can be found outlined in the attached pricing document. The full suite of products available to the state under contract with Smartronix can be found here:

- AWS: <https://aws.amazon.com/products>
- Azure: <https://azure.microsoft.com/en-us/services/>
- GCP: <https://cloud.google.com/products/>

Note: Not all services are available in all regions.

With current list pricing for all services can be found here:

- AWS: <https://aws.amazon.com/pricing/services/>
- Azure: <https://azure.microsoft.com/en-us/pricing/>
- GCP: <https://cloud.google.com/pricing/>

Pricing Methodology

Smartronix' approach to pricing and discounts based on consumption (or utility style), with Managed Service cost broken out from the cost of compute. We believe this model, of separating the cloud service and management costs provide the customer with the most flexible and transparency.

First we are offering discounts, outlined below, based on your month AWS spend. For example, utilizing CloudCheckr we run your AWS invoice at list price. We then discount that amount and invoice you. Our CAMS offering, invoiced separately, from your cloud services is priced per instance. In a variable environment where instances are stood up and shut down frequently we invoice the number of effective instances:

$$\frac{\text{Total hours consumed}}{\text{Total hours in that month}} = \# \text{ of effective instances}$$

Cloud Services Price Estimating

AWS provide pricing calculators to estimate the cost of their services. These calculators are an important tool to estimate the cost of future task orders. And with all prices being publicly available there are no hidden cost. These calculators can be found here:

- AWS: <http://calculator.s3.amazonaws.com/index.html>
- Azure: <https://azure.microsoft.com/en-us/pricing/#explore-cost>
- GCP: <https://cloud.google.com/products/calculator/>

Discounting

We are offering the following discounts off of the list price at the time of consumption for each cloud provider:

- 3% on AWS cost
- 3% on Azure cost
- 3% on GCP cost

Note: There are no discounts provided on products and services sold thru Amazon AWS for which Smartronix does not receive a discount. This currently includes fees associated with: Amazon DevPay, Amazon Mechanical Turk, Amazon Flexible Payment Services and any 3rd party products purchased in the AWS Marketplace.

Note: There are no discounts provided on products and services sold thru Microsoft/Azure for which Smartronix does not receive a discount.

We are also offering a volume based discount off of the states' month managed service spend:

Monthly Cost	Vol Discount %
\$0 - \$15,000	0%
\$15,000 - \$30,000	2.5%
\$30,000 - \$45,000	5%
\$45,000 - \$60,000	10%
Over \$60,000	12.5%

Additional services can be purchased utilizing our rate card:

Labor Category	Hrly Rate
Sr Cloud Architect	\$250
Cloud Architect	\$225
Sr Cloud Engineer	\$200
Cloud Engineer	\$180
Security Architect	\$200
Security Analyst	\$175
Sr I&O Engineer	\$140
I&O Engineer	\$120
Cloud Program Manager	\$220
Cloud Project Manager	\$200

CSP Consulting/Professional Services	\$3250/day
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Amazon Web Services

Note 1: AWS pricing is based on per hour consumption.

Note 2: AWS Compute services vary between regional availability and OS

Note 3: When you have purchased a sufficient number of Reserved Instances in an AWS Region, you will automatically receive discounts on your upfront fees and hourly fees for future purchases of Reserved Instances in that AWS Region. Reserved Instance discounts are determined based on the total list price (non-discounted price) of upfront fees for the active Reserved Instances you have per AWS Region to determine the applicable volume discount tier. As an example, imagine that we had the following volume discount tiers:

- \$0-\$500K: Upfront - 0%, Hourly - 0%
- \$500K - \$4M: Upfront - 5%, Hourly - 5%
- \$4M - \$10M: Upfront - 10%, Hourly - 10%
- \$10M+: Negotiated

Microsoft Azure

Note 1: Azure pricing is based on per hour consumption.

Note 2: Azure Compute services vary between regional availability and OS

GCP

Note 1: GCP pricing is based on per hour consumption.

Note 2: Google Compute services vary between regional availability and OS