



STATE OF UTAH COOPERATIVE CONTRACT AMENDMENT

AMENDMENT #: 3

CONTRACT #: AR2485

Starting Date: Unchanged

Expiration Date: Unchanged

TO BE ATTACHED AND MADE PART OF the specified contract by and between the State of Utah Division of Purchasing and Insight Public Sector, Inc. (Referred to as CONTRACTOR).

BOTH PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

The attached updated Attachment C: Pricing Discounts and Pricing Scheduled herein is amended to replace the current Attachment C: Pricing Discounts and Pricing Schedule in the master agreement.

Effective Date of Amendment: 1/5/2019

All other terms and conditions of the contract, including those previously modified, shall remain in full force and effect.

IN WITNESS WHEREOF, the parties sign and cause this contract to be executed.

CONTRACTOR

STATE OF UTAH

David Cristal

Christopher Hughes

Jan 9, 2019

David Cristal (Jan 8, 2019)

1-8-2019

Christopher Hughes (Jan 9, 2019)

Contractor's Signature Date

Director, State of Utah Division of Purchasing Date

David Cristal

Contractor's Name (Print)

VP -GM

Title (Print)

For Division of Purchasing Internal Use

Purchasing Agent	Phone #	E-mail Address	Contract #
Solomon Kingston	801-538-3228	skingston@utah.gov	AR2485

Signature: *David Cristal*
David Cristal (Jan 8, 2019)

Email: david.cristal@insight.com

Title: VP - General Manager

Attachment C – Cost Schedule Revised 1/5/2019

Solicitation Number CH16012 NASPO ValuePoint Cloud Solutions RFP

Cloud Solutions By Category. Specify *Discount Percent %* Offered for products in each category. Highest discount will apply for products referenced in detail listings for multiple categories. Provide a detailed product offering for each category.

Software as a Service

Microsoft	Discount %: 10%
Amazon Web Services	Discount %: 1%

Infrastructure as a Service

Microsoft	Discount %: 10%
Amazon Web Services	Discount %: 1%

Platform as a Services

Microsoft	Discount %: 10%
Amazon Web Services	Discount %: 1%

Insight is offering Participating States and Entities minimum discounts off list price for all AWS and Microsoft cloud products purchased through Insight on the NASPO ValuePoint Cloud Solutions contract. These discounts apply to all product categories and subcategories outlined in our product catalogs submitted as separate attachments. Additional discounts may be extended for specific opportunities.

Value Added Services

Discount % _____

Please see Insight’s Value Added Services Pricing in the sections below.

Additional Value Added Services:

Insight is offering value added services for the delivery of Microsoft based Cloud Solutions. These service types are clearly marked as *Insight Delivered*.

Maintenance Services (Insight Delivered)

Onsite Hourly Rate \$165/hr (Con I)
Remote Hourly Rate \$165/hr (Con I) (no travel expense)

Professional Services (Insight Delivered)

- **Deployment Services** Onsite Hourly Rate \$165/hr (Con II)
Remote Hourly Rate \$165/hr (no travel expense)

- **Consulting/Advisory Services** Onsite Hourly Rate \$165/hr (Con II)
Remote Hourly Rate \$165/hr (no travel expense)

- **Architectural Design Services** Onsite Hourly Rate \$225/hr (Arch Sr)
Remote Hourly Rate \$225/hr (no travel expense)

- **Statement of Work Services** Onsite Hourly Rate \$165-\$225/hr
Remote Hourly Rate \$165-\$225/hr (no travel)

Professional Services (Insight-Cardinal Solutions Delivered)

These rates apply to both onsite and remote services.

- **Apps and Infrastructure Services**
 - Chief Architect – \$325/hr
 - Managing/Sr. Architect - \$300/hr
 - Architect - \$275/hr
 - Sr. Software Engineer - \$250/hr
 - Software Engineer - \$225/hr
 - Associate Software Engineer - \$190/hr

- **Design Services**
 - Creative Director – \$325/hr
 - Principal Designer- \$300/hr
 - Design Manager - \$275/hr
 - Senior Designer - \$250/hr
 - Designer- \$225/hr
 - Associate Designer- \$190/hr

- **Transformation Services**
 - Services Manager – \$325/hr
 - Product Manager; Agile Coach - \$275/hr
 - Program Manager; Sr. Software Engineer - \$250/hr
 - Scrum Master, Business Analyst; Project Manager - \$225/hr
 - Associate Business Analyst; Project Coordinator- \$190/hr

Partner Services

Onsite Hourly Rate \$ please see below
Remote Hourly Rate \$ please see below

Outlined below are the rates and costs that have been established for the services our subcontractor, REAN Cloud, will perform specific to AWS solutions. These rates apply to both onsite and remote services.

Labor Category (REAN Cloud)	Final Bid Price
Principal Technical architect	\$281.25
DevOps Architect	\$218.75
Sr. Cloud Engineer	\$187.50
Cloud Security Architect	\$218.75
Configuration Manager	\$156.25
Database Engineer	\$125.00
Developer -FE	\$106.25
PMO/Billing Specialist	\$118.75
Project Director	\$150.00
Project Manager SCRUM Master	\$112.50
Technical architect	\$181.25
Test Engineer	\$106.25
Test Lead	\$131.25

The proposed pricing for REAN Cloud delivered services is covered by the following rates for each of the talent categories required to provide the service.

REAN Cloud and Insight offer a one-time up front analysis, architecture, implementation, and migration. This offering is priced on a case-by-case basis. Initial setup and migration estimates are based on a blended price of license, support, engineering, architecture, project management, and AWS subject matter expertise that REAN/ Insight will bring to bear.

Managed Services (reoccurring monthly costs)

\$625/server/month for managed services fees (above AWS infrastructure costs) inclusive of all the help desk, security tools, management, patching, maintenance, monitoring and reporting as described in our sample SOW, for environments up to \$30,000/month in AWS infrastructure spend.

For environments that have more than \$30,000/month in AWS infrastructure spend, \$12,500 monthly flat fee plus 31.25% of AWS infrastructure spend for the month.

Example:

15 Servers in an AWS customer environment – Managed Services fees would be $\$625 \times 15 = \$9,375/\text{month}$

Example:

58 Servers in AWS Customer environment costing them about $\$37,000/\text{month}$. For Managed Services fees for this larger environment (over $\$30,000/\text{month}$ in AWS spend) it would be $\$12,500$ plus 31.25% of $\$37,000$ or $\$19,250$.

Training Deployment Services (Insight Delivered)

Onsite Hourly Rate \$ 145/hr
Online Hourly Rate \$ <varies>

Insight offers in-person, remote, and third-party training for most of the technologies and transformative changes we deliver to our clients. Services range from technical training for technical staff to process training for end users. The cost of the training is variable to match the need, depth, and complexity of the training desired by our clients.











Cloud Services.pdf

Adobe Sign Document History

01/09/2019

Created:	01/09/2019
By:	Utah Division of Purchasing & General Services (sciquestadmin@utah.gov)
Status:	Signed
Transaction ID:	CBJCHBCAABAAaUougQL02OUv-5w3ZLTgzTASnJ0WHxp6

"Cloud Services.pdf" History

-  Document created by Utah Division of Purchasing & General Services (sciquestadmin@utah.gov)
01/09/2019 - 11:57:59 AM PST- IP address: 199.188.157.82
-  Document emailed to Solomon Kingston (skingston@utah.gov) for signature
01/09/2019 - 11:58:35 AM PST
-  Document viewed by Solomon Kingston (skingston@utah.gov)
01/09/2019 - 11:58:41 AM PST- IP address: 66.249.84.14
-  Document signing delegated to Christopher Hughes (christopherhughes@utah.gov) by Solomon Kingston (skingston@utah.gov)
01/09/2019 - 12:00:43 PM PST- IP address: 168.179.253.102
-  Document emailed to Christopher Hughes (christopherhughes@utah.gov) for signature
01/09/2019 - 12:00:43 PM PST
-  Document viewed by Christopher Hughes (christopherhughes@utah.gov)
01/09/2019 - 12:04:16 PM PST- IP address: 66.249.84.14
-  Document e-signed by Christopher Hughes (christopherhughes@utah.gov)
Signature Date: 01/09/2019 - 12:24:46 PM PST - Time Source: server- IP address: 168.179.230.240
-  Signed document emailed to Christopher Hughes (christopherhughes@utah.gov), Utah Division of Purchasing & General Services (sciquestadmin@utah.gov) and Solomon Kingston (skingston@utah.gov)
01/09/2019 - 12:24:46 PM PST