

## Proposal for Cloud Solutions

Utah Solicitation Number: CH16012



March 10, 2016  
Cost Proposal  
Original

NTT DATA, Inc.

**Attention: Christopher Hughes, Assistant Director**  
State of Utah Division of Purchasing  
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## Cover Letter

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March 8, 2016

Christopher Hughes  
State of Utah Division of Purchasing  
3150 State Office Building, Capitol Hill  
Salt Lake City, Utah 84114-1061

Dear Mr. Hughes:

On behalf of NTT DATA, I am pleased to present a pricing table for our cloud services based on the IaaS components we outlined in our technical response. We have developed a pricing catalog that groups our services into cloud service components, software, resources, and desktop as a service. These cost elements are for services within our cloud environment or to provide services for moves into our cloud environment. To the extent that organizations you represent require a custom-built cloud infrastructure, pricing will need to take place separately.

For this price structure, we will evaluate our cost basis on an annual basis and we reserve the right to make updates to the base price annually. The discount percentage included in our price list will remain constant and in effect for the term of the agreement.

Also, our pricing will honor the 0.25 percent fee outlined in the agreement. This is a fee we agree will be levied by the National Association of State Procurement Officials (NASPO), in accordance with the terms of the RFP.

In this document, you will also find a set of tables that itemize services and service categories, the list price, and then the discounted price. All services outlined have been discounted 5 percent.

If you have any questions, please do not hesitate to contact Bill Baver, a vice president in NTT DATA Public Sector, our business unit devoted to addressing the unique needs of government organizations. Bill can be contacted by email at [William.Baver@nttdata.com](mailto:William.Baver@nttdata.com), by telephone at 610-213-0255, or at the following address: 1660 International Drive, Suite 300, McLean, Virginia 22102.

We look forward to the opportunity to be considered as a cloud provider through your master agreement.

Sincerely,



Timothy Conway  
President, Public Sector

# 1. Cost Proposal (Attachment G)

The following tables document our hourly rates, discounts, itemized pricing and other pricing information.

## Exhibit 1. Hourly Rates

**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.

<b>Software as a Service</b>	<b>Discount %</b>	N/A
<b>Infrastructure as a Service</b>	<b>Discount %</b>	5.00%
<b>Platform as a Services</b>	<b>Discount %</b>	N/A
<b>Value Added Services</b>	<b>Discount %</b>	5.00%

The following hourly rates for Additional Value Added Services represent the AVERAGE discounted rate for a variety of disparate skills and experience levels, and are provided for illustrative purposes only. Please refer to our detailed rate tables which are included below for rates for specific skills and experience levels.

Hourly rates stated here and in the following Exhibits (price list tables) include all applicable labor rates, overhead costs, and fees, but do not include any per diem and/or travel costs. Per Diem and/or travel costs will be determined as necessary in discussion with each individual purchasing entity.

**Additional Value Added Services:**

<b>Maintenance Services</b>	<b>Onsite Hourly Rate \$</b>	111.27 *
	<b>Remote Hourly Rate \$</b>	111.27
<b>Professional Services</b>		
	• Deployment Services	
	<b>Onsite Hourly Rate \$</b>	127.93 *
	<b>Remote Hourly Rate \$</b>	127.93
• Consulting/Advisory Services		
	<b>Onsite Hourly Rate \$</b>	120.65 *
	<b>Remote Hourly Rate \$</b>	120.65
• Architectural Design Services		
	<b>Onsite Hourly Rate \$</b>	219.85 *
	<b>Remote Hourly Rate \$</b>	219.85
• Statement of Work Services		
	<b>Onsite Hourly Rate \$</b>	141.56 *
	<b>Remote Hourly Rate \$</b>	141.56
<b>Partner Services</b>	<b>Onsite Hourly Rate \$</b>	N/A

	<b>Remote Hourly Rate \$</b>	<hr/> N/A <hr/>
<b>Training Deployment Services</b>	<b>Onsite Hourly Rate \$</b>	<hr/> 139.42 * <hr/>
	<b>Remote Hourly Rate \$</b>	<hr/> 139.42 <hr/>

\* Onsite rates do not include travel and expense (per diem) costs.

**Discount – 5.00%**

**Exhibit 2. IaaS Price List – Infrastructure**

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Virtual Machine (VM)	VM-CPU-No DR	CPU (with No DR)	GHz	Monthly	Technology	\$17.45	\$16.58
	VM-CPU-Cold DR	CPU (with Cold DR)	GHz	Monthly	Technology	\$19.63	\$18.65
	VM-CPU-Warm DR	CPU (with Warm DR)	GHz	Monthly	Technology	\$19.63	\$18.65
	VM-RAM-No DR	RAM (with No DR)	GB	Monthly	Technology	\$21.81	\$20.72
	VM-RAM-Cold DR	RAM (with Cold DR)	GB	Monthly	Technology	\$24.00	\$22.80
	VM-RAM-Warm DR	RAM (with Warm DR)	GB	Monthly	Technology	\$24.00	\$22.80
IBM Power 7 (AIX)	AIX-CPU-No DR	CPU (AIX with No DR)	Core	Monthly	Technology	\$872.59	\$828.96
	AIX-CPU-Cold DR	CPU (AIX with Cold DR)	Core	Monthly	Technology	\$1,036.20	\$984.39
	AIX-CPU-Warm DR	CPU (AIX with Warm DR)	Core	Monthly	Technology	\$1,036.20	\$984.39
	AIX-RAM-No DR	RAM (AIX with No DR)	GB	Monthly	Technology	\$21.81	\$20.72
	AIX-RAM-Cold DR	RAM (AIX with Cold DR)	GB	Monthly	Technology	\$24.00	\$22.80
	AIX-RAM-Warm DR	RAM (AIX with Warm DR)	GB	Monthly	Technology	\$24.00	\$22.80
IBM Power 7 (Linux)	Linux-CPU-No DR	CPU (Linux with No DR)	Core	Monthly	Technology	\$872.59	\$828.96
	Linux-CPU-Cold DR	CPU (Linux with Cold DR)	Core	Monthly	Technology	\$1,036.20	\$984.39
	Linux-CPU-Warm DR	CPU (Linux with Warm DR)	Core	Monthly	Technology	\$1,036.20	\$984.39
	Linux-RAM-No DR	RAM (Linux with No DR)	GB	Monthly	Technology	\$21.81	\$20.72
	Linux-RAM-Cold DR	RAM (Linux with Cold DR)	GB	Monthly	Technology	\$24.00	\$22.80
	Linux-RAM-Warm DR	RAM (Linux with Warm DR)	GB	Monthly	Technology	\$24.00	\$22.80
IBM Power 7 (iSeries)	iSeries-CPU-No DR	CPU (iSeries with No DR)	Core	Monthly	Technology	\$3,054.07	\$2,901.37
	iSeries-CPU-Cold DR	CPU (iSeries with Cold DR)	Core	Monthly	Technology	\$3,272.22	\$3,108.61
	iSeries-CPU-Warm DR	CPU (iSeries with Warm DR)	Core	Monthly	Technology	\$3,272.22	\$3,108.61
	iSeries-RAM-No DR	RAM (iSeries with No DR)	GB	Monthly	Technology	\$24.00	\$22.80
	iSeries-RAM-Cold DR	RAM (iSeries with Cold DR)	GB	Monthly	Technology	\$26.18	\$24.87
	iSeries-RAM-Warm DR	RAM (iSeries with Warm DR)	GB	Monthly	Technology	\$26.18	\$24.87

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
M-Series Server	Physical Server-4C (2.7GHz),32GB,60GB SSD	Physical Server - 4C (2.7GHz)/32GB/60GB SSD	Per Server	Monthly	Technology	\$381.76	\$362.67
Storage (Economy)	SAN-Economy-No DR	SAN (with No DR)	GB	Monthly	Technology	\$0.22	\$0.21
	SAN-Economy-Cold DR	SAN (with Cold DR)	GB	Monthly	Technology	\$0.25	\$0.24
	SAN-Economy-Warm DR	SAN (with Warm DR)	GB	Monthly	Technology	\$0.22	\$0.21
Storage (Optimized)	SAN-Optimized-No DR	SAN (with No DR)	GB	Monthly	Technology	\$0.44	\$0.41
	SAN-Optimized-Cold DR	SAN (with Cold DR)	GB	Monthly	Technology	\$0.50	\$0.48
	SAN-Optimized-Warm DR	SAN (with Warm DR)	GB	Monthly	Technology	\$0.44	\$0.41
Provisioning	Provisioning	Provisioning (if requested)	Per Server	One-Time	Service	\$278.25	\$264.34
Data Backup	Data Backup Setup	Backup Configuration	VM	One-Time	Service	\$83.48	\$79.30
	Data Backup	Per GB Protected	GB	Monthly	Technology	\$0.27	\$0.26
Disaster Recovery (DR)	DR Setup-Cold DR	DR Configuration (for Cold DR)	VM	One-Time	Service	\$83.48	\$79.30
	DR Setup-Warm DR	DR Configuration (for Warm DR)	VM	One-Time	Service	\$83.48	\$79.30
	DR Tests	DR Tests - Amortized	VM	Monthly	Service	\$5.57	\$5.29
	Remote Site SAN-Economy	Remote Site SAN Storage (Economy)	GB	Monthly	Technology	\$0.22	\$0.21
	Remote Site SAN-Optimized	Remote Site SAN Storage (Optimized)	GB	Monthly	Technology	\$0.44	\$0.41
	Network Replication	Network Replication Costs	GB	Monthly	Technology	\$0.17	\$0.17
	Site Recovery Manager	DR Replication License	Server	Monthly	Technology	\$39.27	\$37.30
Other Infrastructure Support	Internet Bandwidth	Internet Bandwidth	Mbps	Monthly	Technology	\$32.72	\$31.09
	VPN Tunnel	VPN Tunnel (if requested)	Per Connection	One-Time	Service	\$333.90	\$317.21
	External IP	External IP	Per IP	Monthly	Technology	\$16.36	\$15.54
	Firewall - ASA v5	Firewall w/100mbps Throughput - ASA v5	Per Host Site	Monthly	Technology	\$272.69	\$259.05
	Firewall - ASA v10	Firewall w/1gbps Throughput - ASA v10	Per Host Site	Monthly	Technology	\$414.48	\$393.76

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	Firewall - ASAv30	Firewall w/2gbps Throughput - ASAv30	Per Host Site	Monthly	Technology	\$818.06	\$777.15
	Firewall Configuration	Firewall Configuration	One Time	One-Time	Service	\$333.90	\$317.21
	CSR 100v	Cloud Services Router - 100mbps - CSR 100v	Per CSR	Monthly	Technology	\$350.13	\$332.62
	CSR 250v	Cloud Services Router - 250mbps - CSR 250v	Per CSR	Monthly	Technology	\$545.37	\$518.10
	CSR 1000v	Cloud Services Router - 1gbps - CSR 1000v	Per CSR	Monthly	Technology	\$584.64	\$555.40
	CSR Configuration	CSR Configuration	Per CSR	One-Time	Service	\$333.90	\$317.21
	Load Balancer-Layer 3	Load Balancer (Layer 3)	VIP	Monthly	Technology	\$38.18	\$36.27
	Load Balancer-Layer 4	Load Balancer (Layer 4)	VIP	Monthly	Technology	\$163.61	\$155.43
	Load Balancer-Layer 7	Load Balancer (Layer 7)	VIP	Monthly	Technology	\$327.22	\$310.86
	VPN User Pack	200 User VPN Pack	200 Pack	Monthly	Service	\$44.52	\$42.29
	Cross Connect - Monthly	Cross Connect - Monthly	Each	Monthly	Technology	\$299.95	\$284.96
	Cross Connect - One-Time	Cross Connect - One-Time	Each	One-Time	Technology	\$381.76	\$362.67
	Switchport	Switchport	Each	Monthly	Technology	\$81.81	\$77.72
	Colocation Space	Colocation Space	Per RU	Monthly	Technology	\$163.61	\$155.43

**Discount – 5.00%**

**Exhibit 3. IaaS Price List – Remote Infrastructure Management (RIM)**

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
RIM Services (Hosted)	RIM-Bronze-Win Srvr	Bronze (Monitoring Only)	VM	Monthly	Service	\$47.49	\$45.11
	RIM-Silver-Win Srvr	Silver (Bronze+OS)	VM	Monthly	Service	\$237.44	\$225.57
	RIM-Gold-Win Srvr	Gold (Silver + App)	VM	Monthly	Service	\$385.84	\$366.55



Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	RIM-Bronze-Linux	Bronze (Monitoring Only)	VM	Monthly	Service	\$47.49	\$45.11
	RIM-Silver-Linux	Silver (Bronze+OS)	VM	Monthly	Service	\$237.44	\$225.57
	RIM-Gold-Linux	Gold (Silver + App)	VM	Monthly	Service	\$385.84	\$366.55
	RIM-Bronze-AIX	Bronze (Monitoring Only)	LPAR	Monthly	Service	\$47.49	\$45.11
	RIM-Silver-AIX	Silver (Bronze+OS)	LPAR	Monthly	Service	\$308.67	\$293.24
	RIM-Gold-AIX	Gold (Silver + App)	LPAR	Monthly	Service	\$502.19	\$477.08
RIM Setup (Hosted)	RIM Setup-Bronze-Win Svr	Bronze Service Setup	VM	One-Time	Service	\$71.23	\$67.67
	RIM Setup-Silver-Win Svr	Silver Service Setup	VM	One-Time	Service	\$237.44	\$225.57
	RIM Setup-Gold-Win Svr	Gold Service Setup	VM	One-Time	Service	\$356.16	\$338.35
	RIM Setup-Bronze-Linux	Bronze Service Setup	VM	One-Time	Service	\$71.23	\$67.67
	RIM Setup-Silver-Linux	Silver Service Setup	VM	One-Time	Service	\$237.44	\$225.57
	RIM Setup-Gold-Linux	Gold Service Setup	VM	One-Time	Service	\$356.16	\$338.35
	RIM Setup-Bronze-AIX	Bronze Service Setup	LPAR	One-Time	Service	\$71.23	\$67.67
	RIM Setup-Silver-AIX	Silver Service Setup	LPAR	One-Time	Service	\$237.44	\$225.57
	RIM Setup-Gold-AIX	Gold Service Setup	LPAR	One-Time	Service	\$356.16	\$338.35
RIM Services (Non-Hosted)	RIM - Windows - Non-Hosted - Bronze	Windows (Bronze)	Per Device	Monthly	Service	\$47.49	\$45.11
	RIM - Windows - Non-Hosted - Silver	Windows (Silver)	Per Device	Monthly	Service	\$261.18	\$248.12
	RIM - Windows - Non-Hosted - Gold	Windows (Gold)	Per Device	Monthly	Service	\$415.52	\$394.74
	RIM - Linux - Non-Hosted - Bronze	Linux (Bronze)	Per Device	Monthly	Service	\$47.49	\$45.11
	RIM - Linux - Non-Hosted - Silver	Linux (Silver)	Per Device	Monthly	Service	\$261.18	\$248.12
	RIM - Linux - Non-Hosted - Gold	Linux (Gold)	Per Device	Monthly	Service	\$415.52	\$394.74
	RIM - AIX - Non-Hosted - Bronze	AIX (Bronze)	Per Device	Monthly	Service	\$47.49	\$45.11
	RIM - AIX - Non-Hosted - Silver	AIX (Silver)	Per Device	Monthly	Service	\$339.54	\$322.56
	RIM - AIX - Non-Hosted - Gold	AIX (Gold)	Per Device	Monthly	Service	\$540.18	\$513.17
RIM Setup (Non-Hosted)	RIM Setup - Windows - Non-Hosted - Bronze	Windows (Bronze)	Per Device	One-Time	Service	\$71.23	\$67.67

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	RIM Setup - Windows - Non-Hosted - Silver	Windows (Silver)	Per Device	One-Time	Service	\$237.44	\$225.57
	RIM Setup - Windows - Non-Hosted - Gold	Windows (Gold)	Per Device	One-Time	Service	\$356.16	\$338.35
	RIM Setup - Linux - Non-Hosted - Bronze	Linux (Bronze)	Per Device	One-Time	Service	\$71.23	\$67.67
	RIM Setup - Linux - Non-Hosted - Silver	Linux (Silver)	Per Device	One-Time	Service	\$237.44	\$225.57
	RIM Setup - Linux - Non-Hosted - Gold	Linux (Gold)	Per Device	One-Time	Service	\$356.16	\$338.35
	RIM Setup - AIX - Non-Hosted - Bronze	AIX (Bronze)	Per Device	One-Time	Service	\$71.23	\$67.67
	RIM Setup - AIX - Non-Hosted - Silver	AIX (Silver)	Per Device	One-Time	Service	\$237.44	\$225.57
	RIM Setup - AIX - Non-Hosted - Gold	AIX (Gold)	Per Device	One-Time	Service	\$356.16	\$338.35
RIM Network Devices (Hosted)	RIM - Network Device - Hosted - Bronze	Bronze	Per Device	Monthly	Service	\$35.62	\$33.84
	RIM - Network Device - Hosted - Silver	Silver	Per Device	Monthly	Service	\$219.63	\$208.65
	RIM - Network Device - Hosted - Gold	Gold	Per Device	One-Time	Service	\$267.12	\$253.76
RIM Network Devices (Non-Hosted)	RIM - Network Device - Non-Hosted - Bronze	Bronze	Per Device	Monthly	Service	\$35.62	\$33.84
	RIM - Network Device - Non-Hosted - Silver	Silver	Per Device	Monthly	Service	\$219.63	\$208.65
	RIM - Network Device - Non-Hosted - Gold	Gold	Per Device	One-Time	Service	\$267.12	\$253.76
RIM Setup Network Devices (Hosted)	RIM Setup - Network Device - Hosted - Bronze	Bronze	Per Device	Monthly	Service	\$71.23	\$67.67
	RIM Setup - Network Device - Hosted - Silver	Silver	Per Device	Monthly	Service	\$237.44	\$225.57
	RIM Setup - Network Device - Hosted - Gold	Gold	Per Device	One-Time	Service	\$356.16	\$338.35
	RIM Setup - Network Device - Non-Hosted - Bronze	Bronze	Per Device	Monthly	Service	\$71.23	\$67.67

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
RIM Setup Network Devices (Non-Hosted)	RIM Setup - Network Device - Non-Hosted - Silver	Silver	Per Device	Monthly	Service	\$237.44	\$225.57
	RIM Setup - Network Device - Non-Hosted - Gold	Gold	Per Device	One-Time	Service	\$356.16	\$338.35

**Discount – 5.00%**

**Exhibit 4. IaaS Price List – Help Desk**

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Remedy Only	Remedy-Fixed	Fixed	Per License	Monthly	Technology	\$201.79	\$191.70
	Remedy-Floating	Floating	Per License	Monthly	Technology	\$299.95	\$284.96
Service/ Help Desk	HelpDesk Admin - Junior - US	HelpDesk Admin - Junior - US	Per Hour	Hourly	Labor	\$67.73	\$64.35
	HelpDesk Admin - Junior - Can	HelpDesk Admin - Junior - Can	Per Hour	Hourly	Labor	\$50.80	\$48.26
	HelpDesk Admin - Junior - India	HelpDesk Admin - Junior - India	Per Hour	Hourly	Labor	\$19.19	\$18.23
	HelpDesk Admin - Intermediate - US	HelpDesk Admin - Intermediate - US	Per Hour	Hourly	Labor	\$79.02	\$75.07
	HelpDesk Admin - Intermediate - Can	HelpDesk Admin - Intermediate - Can	Per Hour	Hourly	Labor	\$62.09	\$58.99
	HelpDesk Admin - Intermediate - India	HelpDesk Admin - Intermediate - India	Per Hour	Hourly	Labor	\$23.71	\$22.52
	HelpDesk Admin - Senior - US	HelpDesk Admin - Senior - US	Per Hour	Hourly	Labor	\$84.67	\$80.43
	HelpDesk Admin - Senior - Can	HelpDesk Admin - Senior - Can	Per Hour	Hourly	Labor	\$73.38	\$69.71
	HelpDesk Admin - Senior - India	HelpDesk Admin - Senior - India	Per Hour	Hourly	Labor	\$30.48	\$28.96
	HelpDesk Engr - Junior - US	HelpDesk Engr - Junior - US	Per Hour	Hourly	Labor	\$79.02	\$75.07
HelpDesk Engr - Junior - Can	HelpDesk Engr - Junior - Can	Per Hour	Hourly	Labor	\$73.38	\$69.71	

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	HelpDesk Engr - Junior - India	HelpDesk Engr - Junior - India	Per Hour	Hourly	Labor	\$23.71	\$22.52
	HelpDesk Engr - Intermediate - US	HelpDesk Engr - Intermediate - US	Per Hour	Hourly	Labor	\$84.67	\$80.43
	HelpDesk Engr - Intermediate - Can	HelpDesk Engr - Intermediate - Can	Per Hour	Hourly	Labor	\$95.96	\$91.16
	HelpDesk Engr - Intermediate - India	HelpDesk Engr - Intermediate - India	Per Hour	Hourly	Labor	\$30.48	\$28.96
	HelpDesk Engr - Senior - US	HelpDesk Engr - Senior - US	Per Hour	Hourly	Labor	\$107.25	\$101.88
	HelpDesk Engr - Senior - Can	HelpDesk Engr - Senior - Can	Per Hour	Hourly	Labor	\$95.96	\$91.16
	HelpDesk Engr - Senior - India	HelpDesk Engr - Senior - India	Per Hour	Hourly	Labor	\$36.12	\$34.32

**Discount – 5.00%**

**Exhibit 5. IaaS Price List – Computer Resources and Services**

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Computer Resources & Services	Project/Program Manager	Project/Program Manager	Per Hour	Hourly	Labor	\$169.34	\$160.87
	Technical Architect - Intermediate	Technical Architect - Intermediate	Per Hour	Hourly	Labor	\$180.62	\$171.59
	Technical Architect - Advanced	Technical Architect - Advanced	Per Hour	Hourly	Labor	\$282.23	\$268.11
	Senior Consultant -Intermediate	Senior Consultant -Intermediate	Per Hour	Hourly	Labor	\$124.18	\$117.97
	Senior Consultant -Advanced	Senior Consultant -Advanced	Per Hour	Hourly	Labor	\$169.34	\$160.87
	Consultant - Intermediate	Consultant - Intermediate	Per Hour	Hourly	Labor	\$107.25	\$101.88
	Consultant Advanced	Consultant Advanced	Per Hour	Hourly	Labor	\$107.25	\$101.88
	Sys Admin II Intermediate	Sys Admin II Intermediate	Per Hour	Hourly	Labor	\$124.18	\$117.97
	Sys Admin II Advanced	Sys Admin II Advanced	Per Hour	Hourly	Labor	\$169.34	\$160.87
	Sys admin - Junior	Sys admin - Junior	Per Hour	Hourly	Labor	\$84.67	\$80.43
	Sys admin - Intermediate	Sys admin - Intermediate	Per Hour	Hourly	Labor	\$107.25	\$101.88

	Sys admin - Advanced	Sys admin - Advanced	Per Hour	Hourly	Labor	\$107.25	\$101.88
	Database Admin - Intermediate	Database Admin - Intermediate	Per Hour	Hourly	Labor	\$169.34	\$160.87
	Database Admin - Advanced	Database Admin - Advanced	Per Hour	Hourly	Labor	\$180.62	\$171.59

**Discount – 5.00%**

**Exhibit 6. IaaS Price List – Software**

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Use Software	V28844	DLC-00016 - AppVrtSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$7.12	\$6.77
	QZ9415	HJA-00774 - BztlkSvrBrnch ALNG LicSAPk MVL 2Lic CoreLic	Per License	Monthly	Software	\$66.04	\$62.74
	QZ9413	F52-02144 - BztlkSvrEnt ALNG LicSAPk MVL 2Lic CoreLic	Per License	Monthly	Software	\$1,153.36	\$1,095.70
	QZ9411	D75-01979 - BztlkSvrStd ALNG LicSAPk MVL 2Lic CoreLic	Per License	Monthly	Software	\$264.45	\$251.23
	TX9033	P2Y-00001 - CloudPltfrmGuest ALNG LicSAPk MVL PerOSE	Per License	Monthly	Software	\$31.16	\$29.61
	TX9031	N5Y-00020 - CloudPltfrmSte ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$4.01	\$3.81
	KL3359	FUD-00009 - CISDataCtr ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$177.63	\$168.75
	NY9548	YJD-00007 - CISStd ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$36.80	\$34.96
	YM4545	FA8-00101 - DynAXHstd ALNG LicSAPk MVL 2Lic PerUsr CoreLic StdCmmrc2CoreSvr	Per License	Monthly	Software	\$650.73	\$618.20
	QQ6087	FA8-00092 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL Ent	Per License	Monthly	Software	\$93.20	\$88.54
	QQ6089	FA8-00093 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL Fnctnl	Per License	Monthly	Software	\$37.25	\$35.39
	QQ6093	FA8-00095 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL SelfServe	Per License	Monthly	Software	\$2.82	\$2.68
	QQ6091	FA8-00094 - DynAXHstd ALNG LicSAPk MVL PerDvc SAL Task	Per License	Monthly	Software	\$13.95	\$13.25

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	QQ6095	FA8-00096 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL Ent	Per License	Monthly	Software	\$93.20	\$88.54
	QQ6099	FA8-00098 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL Fnctnl	Per License	Monthly	Software	\$37.25	\$35.39
	QQ6085	FA8-00091 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL SelfServe	Per License	Monthly	Software	\$2.82	\$2.68
	YM4543	FA8-00100 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL StrSvr	Per License	Monthly	Software	\$27.90	\$26.50
	QQ6097	FA8-00097 - DynAXHstd ALNG LicSAPk MVL PerUsr SAL Task	Per License	Monthly	Software	\$9.35	\$8.88
	Q76815	QHH-00028 - DynCRMSrvcPrvdr ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$36.65	\$34.82
	TE0626	QHH-00089 - DynCRMSrvcPrvdr ALNG LicSAPk MVL SAL Bsc	Per License	Monthly	Software	\$13.21	\$12.55
	TE0628	QHH-00090 - DynCRMSrvcPrvdr ALNG LicSAPk MVL SAL Essntls	Per License	Monthly	Software	\$3.71	\$3.52
	QV5385	65D-00122 - DynGPHstd ALNG LicSAPk MVL Cstmztn 1Proc	Per License	Monthly	Software	\$77.91	\$74.01
	QQ6083	65D-00121 - DynGPHstd ALNG LicSAPk MVL ExtdHRPayroll 1Proc	Per License	Monthly	Software	\$272.76	\$259.12
	QQ6080	65D-00118 - DynGPHstd ALNG LicSAPk MVL FullUser SAL	Per License	Monthly	Software	\$107.59	\$102.21
	QQ6081	65D-00119 - DynGPHstd ALNG LicSAPk MVL LmtdUser SAL	Per License	Monthly	Software	\$7.87	\$7.47
	TX9029	65D-00123 - DynGPHstd ALNG LicSAPk MVL Std SAL	Per License	Monthly	Software	\$92.01	\$87.41
	YM4541	4CL-00392 - DynNAVHstd ALNG LicSAPk MVL 1Proc CstmztnPk	Per License	Monthly	Software	\$31.16	\$29.61
	QQ6078	4CL-00389 - DynNAVHstd ALNG LicSAPk MVL FullUser SAL	Per License	Monthly	Software	\$107.59	\$102.21
	QQ6079	4CL-00390 - DynNAVHstd ALNG LicSAPk MVL LmtdUser SAL	Per License	Monthly	Software	\$7.87	\$7.47

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	TX9028	4CL-00391 - DynNAVHstd ALNG LicSAPk MVL Std SAL	Per License	Monthly	Software	\$92.01	\$87.41
	DM3389	65F-00058 - DynSLHstd ALNG LicSAPk MVL AMESSUsr SAL	Per License	Monthly	Software	\$7.87	\$7.47
	Q76821	65F-00011 - DynSLHstd ALNG LicSAPk MVL AMFullUsr SAL	Per License	Monthly	Software	\$107.59	\$102.21
	PJ4604	65F-00057 - DynSLHstd ALNG LicSAPk MVL AMLightUsr SAL	Per License	Monthly	Software	\$7.87	\$7.47
	DM4779	65F-00059 - DynSLHstd ALNG LicSAPk MVL BEFullUsr SAL	Per License	Monthly	Software	\$92.01	\$87.41
	GB3297	65F-00060 - DynSLHstd ALNG LicSAPk MVL BELightUsr SAL	Per License	Monthly	Software	\$7.87	\$7.47
	Q76762	9MD-00001 - ExchgBscSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$0.89	\$0.85
	Q76766	4MH-00001 - ExchgEntPlusSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$6.38	\$6.06
	Q76764	9MC-00001 - ExchgEntSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$4.45	\$4.23
	KL3358	9MC-00004 - ExchgEntSAL ALNG LicSAPk MVL forSA	Per License	Monthly	Software	\$0.45	\$0.42
	Q76768	F08-00025 - ExchgStdSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$2.82	\$2.68
	U34031	F08-00027 - ExchgStdSAL ALNG LicSAPk MVL forSA	Per License	Monthly	Software	\$0.45	\$0.42
	Q76770	F09-00018 - ExchgStdPlusSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$4.75	\$4.51
	DX5912	M3J-00104 - FrfrntEndpointPrctn ALNG LicSAPk MVL	Per License	Monthly	Software	\$1.19	\$1.13
	ZY4354	7VC-00168 - FrfrntIdnttyMgr ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$1.63	\$1.55
	DX5908	6TH-00002 - LyncSvrEntPlusSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$9.94	\$9.45
	DX5902	6RH-00002 - LyncSrvEntSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$5.64	\$5.36
	GF7445	6RH-00004 - LyncSrvEntSAL ALNG LicSAPk MVL forSA	Per License	Monthly	Software	\$0.45	\$0.42
	DX5905	6SH-00002 - LyncSvrPlusSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$5.64	\$5.36



Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	KL3352	6SH-00004 - LyncSvrPlusSAL ALNG LicSAPk MVL forSA	Per License	Monthly	Software	\$0.45	\$0.42
	DX5899	6QH-00002 - LyncSvrStdSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$1.34	\$1.27
	GF7442	6QH-00004 - LyncSvrStdSAL ALNG LicSAPk MVL forSA	Per License	Monthly	Software	\$0.45	\$0.42
	U35999	79H-00128 - OfficeMultiLangPk ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$4.16	\$3.95
	Q76825	79P-01747 - OfficeProPlus ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$21.96	\$20.87
	Q76823	021-08183 - OfficeStd ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$16.18	\$15.37
	U34035	T9A-00002 - ProductivitySteSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$5.94	\$5.64
	U34036	T9A-00003 - ProductivitySteSAL ALNG LicSAPk MVL ForCoreCALSA	Per License	Monthly	Software	\$2.97	\$2.82
	PJ4609	T9A-00001 - ProductivitySteSAL ALNG LicSAPk MVL ForEntCALSA	Per License	Monthly	Software	\$1.19	\$1.13
	U36001	076-04015 - Prjct ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$23.15	\$21.99
	DM4781	H30-03425 - PrjctPro ALNG LicSAPk MVL SAL w1PrjctSvrSAL	Per License	Monthly	Software	\$38.58	\$36.65
	Q76877	H22-01677 - PrjctSvr ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$11.87	\$11.28
	Q76860	K63-00006 - ProvisioningSys Win32 ALNG LicSAPk MVL Hosting 1Proc	Per License	Monthly	Software	\$155.82	\$148.03
	QV6833	V6V-00001 - SharePointHosting ALNG LicSAPk MVL	Per License	Monthly	Software	\$1,196.10	\$1,136.30
	Q76840	76P-00840 - SharePointSvr ALNG LicSAPk MVL Ent SAL	Per License	Monthly	Software	\$3.41	\$3.24
	KL3355	76P-01361 - SharePointSvr ALNG LicSAPk MVL Ent SAL forSA	Per License	Monthly	Software	\$0.45	\$0.42
	Q76842	76P-00742 - SharePointSvr ALNG LicSAPk MVL Std SAL	Per License	Monthly	Software	\$3.86	\$3.67
	U34025	76M-01134 - SharePointStdCAL ALNG LicSAPk MVL SAL forSA	Per License	Monthly	Software	\$0.45	\$0.42



Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	NY9537	D2M-00502 - SQLSvrBsnssIntelligence ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$28.79	\$27.35
	Q76780	228-05018 - SQLSvrStd ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$20.33	\$19.31
	NY9547	TFA-00523 - SQLSvrWeb ALNG LicSAPk MVL 2Lic CoreLic	Per License	Monthly	Software	\$11.72	\$11.14
	NY9533	7JQ-00341 - SQLSvrEntCore ALNG LicSAPk MVL 2Lic CoreLic	Per License	Monthly	Software	\$717.07	\$681.22
	NY9535	7NQ-00302 - SQLSvrStdCore ALNG LicSAPk MVL 2Lic CoreLic	Per License	Monthly	Software	\$186.98	\$177.63
	DC0236	MFF-00504 - SysCtrCltMgmtSte ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$3.56	\$3.38
	NY9539	J5A-01228 - SysCtrCnfgMgrCltML ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$3.26	\$3.10
	NY9543	T6L-00249 - SysCtrDatactr ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$62.77	\$59.63
	NY9545	T9L-00249 - SysCtrStd ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$23.15	\$21.99
	QZ9417	W5V-00026 - UserExpVirtSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$4.60	\$4.37
	U36028	D87-03215 - VisioPro ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$19.89	\$18.89
	U36029	D86-03116 - VisioStd ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$9.05	\$8.60
	CQ5540	N5F-00074 - VSPrem ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$273.65	\$259.97
	CQ5535	C5E-00746 - VSPPro ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$32.50	\$30.87
	DM3386	125-01006 - VSTeamFndtnSvr ALNG LicSAPk MVL Bsc SAL	Per License	Monthly	Software	\$6.68	\$6.34
	U36030	125-00361 - VSTeamFndtnSvr ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$22.26	\$21.15
	CQ5538	N3F-00077 - VSTstPro ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$98.54	\$93.61
	CQ5539	N4F-00074 - VSUlt ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$596.72	\$566.88
	BU2506	6WC-00002 - WinRmtDsktpSrvcsSAL ALNG LicSAPk MVL	Per License	Monthly	Software	\$6.53	\$6.20

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
	Q76742	T98-02400 - WinRghtsMgmtSrvcsCAL ALNG LicSAPk MVL SAL	Per License	Monthly	Software	\$1.93	\$1.83
	Q76723	P71-01031 - WinSvrDataCtr ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$158.94	\$150.99
	PX2314	G3S-00566 - WinSvrEssntls ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$23.00	\$21.85
	V94166	P73-04837 - WinSvrStd ALNG LicSAPk MVL 1Proc	Per License	Monthly	Software	\$23.00	\$21.85

**Discount – 5.00%**

**Exhibit 7. IaaS Price List – Big Data Analytics**

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Virtual Machine (VM) Smart Platform	SP-VM-CPU-No DR	SP CPU (with No DR)	GHz	Monthly	Technology	\$20.07	\$19.07
	SP-VM-CPU-Cold DR	SP CPU (with Cold DR)	GHz	Monthly	Technology	\$22.58	\$21.45
	SP-VM-CPU-Warm DR	SP CPU (with Warm DR)	GHz	Monthly	Technology	\$22.58	\$21.45
	SP-VM-RAM-No DR	SP RAM (with No DR)	GB	Monthly	Technology	\$25.09	\$23.83
	SP-VM-RAM-Cold DR	SP RAM (with Cold DR)	GB	Monthly	Technology	\$27.60	\$26.22
	SP-VM-RAM-Warm DR	SP RAM (with Warm DR)	GB	Monthly	Technology	\$27.60	\$26.22
Dell Server (Linux) Smart Platform	Dell-CPU-No DR	Dell SP CPU (with No DR)	GHz	Monthly	Technology	\$1,003.48	\$953.31
	Dell-CPU-Cold DR	Dell SP CPU (with Cold DR)	GHz	Monthly	Technology	\$1,191.63	\$1,132.05
	Dell-CPU-Warm DR	Dell SP CPU (with Warm DR)	GHz	Monthly	Technology	\$1,191.63	\$1,132.05
	Dell-RAM-No DR	Dell SP RAM (with no DR)	GB	Monthly	Technology	\$25.09	\$23.83
	Dell-RAM-Cold DR	Dell SP RAM (with Cold DR)	GB	Monthly	Technology	\$27.60	\$26.22
	Dell-RAM-Warm DR	Dell SP RAM (with Warm DR)	GB	Monthly	Technology	\$27.60	\$26.22
	SP-SAN-Optimized-No DR	SAN (with No DR)	GB	Monthly	Technology	\$0.50	\$0.48

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Storage (Optimized) Smart Platform	SP-SAN-Optimized-Cold DR	SAN (with Cold DR)	GB	Monthly	Technology	\$0.58	\$0.55
	SP-SAN-Optimized-Warm DR	SAN (with Warm DR)	GB	Monthly	Technology	\$0.50	\$0.48
Other Infrastructure Support Smart Platform	SP-VPN-Tunnel	SP VPN Tunnel	Per Connection	One-Time	Service	\$383.99	\$364.79
	SP-Firewall	SP Firewall	Per Host Site	Monthly	Technology	\$940.76	\$893.73
	SP-Firewall-Configuration	SP Firewall Configuration	One Time	One-Time	Service	\$383.99	\$364.79
RIM Services Smart Platform	RIM-SP-Bronze	SP Bronze Service	VM	Monthly	Service	\$54.61	\$51.88
	RIM-SP-Silver	SP Silver Service	VM	Monthly	Service	\$354.97	\$337.22
	RIM-SP-Gold	SP Gold Service	VM	Monthly	Service	\$577.51	\$548.64
Computer Resources & Services Smart Platform	SP-Program-Management	SP Overall PM	Per Hour	Hourly	Labor	\$269.00	\$255.55
	SP-Project-Mgmt-Use-Cases	SP Use Case Projects	Per Hour	Hourly	Labor	\$231.00	\$219.45
	SP-Data-Scientist	SP Data Scientist	Per Hour	Hourly	Labor	\$246.00	\$233.70
	SP-Analytics-Engineer	SP Analytics Engineer	Per Hour	Hourly	Labor	\$185.00	\$175.75
	SP-Solution-Architect	SP Solution Architect	Per Hour	Hourly	Labor	\$246.00	\$233.70
	SP-Dashboard-Developer	SP Dashboard Developer	Per Hour	Hourly	Labor	\$185.00	\$175.75
	SP-QA-Engineer	SP Quality Assurance Engineer	Per Hour	Hourly	Labor	\$185.00	\$175.75
	SP-Sensor-Install-Adjust	SP Sensor Installations & Adjustments	Per Hour	Hourly	Labor	\$185.00	\$175.75
	SP-VMware-Engineer	SP VMware Engineer	Per Hour	Hourly	Labor	\$246.00	\$233.70
SP-Infrastructure-Engineer	SP Infrastructure Engineer	Per Hour	Hourly	Labor	\$185.00	\$175.75	

Service Area	Component Code	Component	Metric Unit	Period	Type	List Price	Discounted Price
Software Smart Platform	SP-IoT-Use-Case	SP IoT – Use Case	Per Use Case	Monthly	Software	\$112,000.00	\$106,400.00

**Discount – 5.00%** (5.00% minimum rising to 42.00% for volume)

Exhibit 8. IaaS Price List – Desktop as a Service (DaaS)

Mandatory Components for Service Setup		List Price		Discounted Price	
Component	Sizing	One Time	Monthly	One Time	Monthly
		Tenant Appliances (1GHz, 3GB, 20GB, Linux, Silver Support) - 2	1 pair/tenant/5000 users in each datacenter	\$864.96	\$417.34
External IP's - 2	1 pair/Tenant in each datacenter where desktops are provided	-	\$28.11	-	\$26.71
Service Support	A multiplier of the following applies: <ul style="list-style-type: none"> <li>• 1 per tenant, plus</li> <li>• 0.5 for each 5 additional Gold Pattern Templates or 100 desktops, plus</li> <li>• 0.5 for each profile server and up to 1TB of user storage</li> </ul>	-	\$370.85	-	\$352.31

**VDI Options**

**1 – 24 Desktops (5.00% discount)**

Component	Sizing			OS	Backup	RIM	List Price		Discounted Price	
	CPU	RAM	Storage				One Time	Monthly	One Time	Monthly
Standard DT 1 Temp	1	2	30	Windows Server 2008R2	Yes	None	\$456.54	\$39.85	\$433.56	\$37.84
Standard DT 1	1	2	30	Windows Server 2008R2		None	-	\$99.05	-	\$94.06
Standard DT 2 Temp	1	3	35	Windows Server 2008R2	Yes	None	\$456.54	\$45.54	\$433.56	\$43.25
Standard DT 2	1	3	35	Windows Server 2008R2		None	-	\$117.27	-	\$111.36
Standard DT 3 Temp	1	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$433.56	\$48.65
Standard DT 3	1	4	40	Windows Server 2008R2		None	-	\$134.34	-	\$127.58
Power DT 1 Temp	2	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$433.56	\$48.65
Power DT 1	2	4	40	Windows Server 2008R2		None	-	\$145.73	-	\$138.39
Power DT 2 Temp	2	6	45	Windows Server 2008R2	Yes	None	\$456.54	\$58.06	\$433.56	\$55.14
Power DT 2	2	6	45	Windows Server 2008R2		None	-	\$175.33	-	\$166.50
Power DT 3 Temp	2	8	50	Windows Server 2008R2	Yes	None	\$456.54	\$63.76	\$433.56	\$60.55
Power DT 3	2	8	50	Windows Server 2008R2		None	-	\$207.21	-	\$196.78
Enterprise DT 1 Temp	4	8	100	Windows Server 2008R2	Yes	None	\$456.54	\$127.51	\$433.56	\$121.09
Enterprise DT 1	4	8	100	Windows Server 2008R2		None	-	\$269.82	-	\$256.24

**25 – 49 Desktops (15.00% discount)**

Component	Sizing			OS	Backup	RIM	List Price		Discounted Price	
	CPU	RAM	Storage				One Time	Monthly	One Time	Monthly
Standard DT 1 Temp	1	2	30	Windows Server 2008R2	Yes	None	\$456.54	\$39.85	\$387.07	\$34.60
Standard DT 1	1	2	30	Windows Server 2008R2		None	-	\$99.05	-	\$84.33
Standard DT 2 Temp	1	3	35	Windows Server 2008R2	Yes	None	\$456.54	\$45.54	\$387.07	\$37.84
Standard DT 2	1	3	35	Windows Server 2008R2		None	-	\$117.27	-	\$99.47
Standard DT 3 Temp	1	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$387.07	\$43.25
Standard DT 3	1	4	40	Windows Server 2008R2		None	-	\$134.34	-	\$113.53
Power DT 1 Temp	2	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$387.07	\$43.25
Power DT 1	2	4	40	Windows Server 2008R2		None	-	\$145.73	-	\$123.26
Power DT 2 Temp	2	6	45	Windows Server 2008R2	Yes	None	\$456.54	\$58.06	\$387.07	\$48.65
Power DT 2	2	6	45	Windows Server 2008R2		None	-	\$175.33	-	\$149.21
Power DT 3 Temp	2	8	50	Windows Server 2008R2	Yes	None	\$456.54	\$63.76	\$387.07	\$54.06
Power DT 3	2	8	50	Windows Server 2008R2		None	-	\$207.21	-	\$176.24
Enterprise DT 1 Temp	4	8	100	Windows Server 2008R2	Yes	None	\$456.54	\$127.51	\$387.07	\$108.12
Enterprise DT 1	4	8	100	Windows Server 2008R2		None	-	\$269.82	-	\$229.21

**50 - 99 Desktops (25.00% discount)**

Component	Sizing			OS	Backup	RIM	List Price		Discounted Price	
	CPU	RAM	Storage				One Time	Monthly	One Time	Monthly
Standard DT 1 Temp	1	2	30	Windows Server 2008R2	Yes	None	\$456.54	\$39.85	\$340.58	\$30.27
Standard DT 1	1	2	30	Windows Server 2008R2		None	-	\$99.05	-	\$74.60
Standard DT 2 Temp	1	3	35	Windows Server 2008R2	Yes	None	\$456.54	\$45.54	\$340.58	\$33.52
Standard DT 2	1	3	35	Windows Server 2008R2		None	-	\$117.27	-	\$87.58
Standard DT 3 Temp	1	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$340.58	\$38.92
Standard DT 3	1	4	40	Windows Server 2008R2		None	-	\$134.34	-	\$100.55
Power DT 1 Temp	2	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$340.58	\$38.92
Power DT 1	2	4	40	Windows Server 2008R2		None	-	\$145.73	-	\$109.20
Power DT 2 Temp	2	6	45	Windows Server 2008R2	Yes	None	\$456.54	\$58.06	\$340.58	\$43.25
Power DT 2	2	6	45	Windows Server 2008R2		None	-	\$175.33	-	\$130.83
Power DT 3 Temp	2	8	50	Windows Server 2008R2	Yes	None	\$456.54	\$63.76	\$340.58	\$47.57
Power DT 3	2	8	50	Windows Server 2008R2		None	-	\$207.21	-	\$154.61
Enterprise DT 1 Temp	4	8	100	Windows Server 2008R2	Yes	None	\$456.54	\$127.51	\$340.58	\$95.15
Enterprise DT 1	4	8	100	Windows Server 2008R2		None	-	\$269.82	-	\$201.10

**100 - 499 Desktops (32.00% discount)**

Component	Sizing			OS	Backup	RIM	List Price		Discounted Price	
	CPU	RAM	Storage				One Time	Monthly	One Time	Monthly
Standard DT 1 Temp	1	2	30	Windows Server 2008R2	Yes	None	\$456.54	\$39.85	\$309.22	\$27.03
Standard DT 1	1	2	30	Windows Server 2008R2		None	-	\$99.05	-	\$67.03
Standard DT 2 Temp	1	3	35	Windows Server 2008R2	Yes	None	\$456.54	\$45.54	\$309.22	\$30.27
Standard DT 2	1	3	35	Windows Server 2008R2		None	-	\$117.27	-	\$78.93
Standard DT 3 Temp	1	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$309.22	\$34.60
Standard DT 3	1	4	40	Windows Server 2008R2		None	-	\$134.34	-	\$90.82
Power DT 1 Temp	2	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$309.22	\$34.60
Power DT 1	2	4	40	Windows Server 2008R2		None	-	\$145.73	-	\$98.39
Power DT 2 Temp	2	6	45	Windows Server 2008R2	Yes	None	\$456.54	\$58.06	\$309.22	\$38.92
Power DT 2	2	6	45	Windows Server 2008R2		None	-	\$175.33	-	\$118.93
Power DT 3 Temp	2	8	50	Windows Server 2008R2	Yes	None	\$456.54	\$63.76	\$309.22	\$43.25
Power DT 3	2	8	50	Windows Server 2008R2		None	-	\$207.21	-	\$140.56
Enterprise DT 1 Temp	4	8	100	Windows Server 2008R2	Yes	None	\$456.54	\$127.51	\$309.22	\$86.50
Enterprise DT 1	4	8	100	Windows Server 2008R2		None	-	\$269.82	-	\$182.72



**500+ Desktops (42.00% discount)**

Component	Sizing			OS	Backup	RIM	List Price		Discounted Price	
	CPU	RAM	Storage				One Time	Monthly	One Time	Monthly
Standard DT 1 Temp	1	2	30	Windows Server 2008R2	Yes	None	\$456.54	\$39.85	\$278.95	\$21.62
Standard DT 1	1	2	30	Windows Server 2008R2		None	-	\$99.05	-	\$54.06
Standard DT 2 Temp	1	3	35	Windows Server 2008R2	Yes	None	\$456.54	\$45.54	\$278.95	\$23.79
Standard DT 2	1	3	35	Windows Server 2008R2		None	-	\$117.27	-	\$62.71
Standard DT 3 Temp	1	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$278.95	\$28.11
Standard DT 3	1	4	40	Windows Server 2008R2		None	-	\$134.34	-	\$72.44
Power DT 1 Temp	2	4	40	Windows Server 2008R2	Yes	None	\$456.54	\$51.23	\$278.95	\$28.11
Power DT 1	2	4	40	Windows Server 2008R2		None	-	\$145.73	-	\$78.93
Power DT 2 Temp	2	6	45	Windows Server 2008R2	Yes	None	\$456.54	\$58.06	\$278.95	\$31.35
Power DT 2	2	6	45	Windows Server 2008R2		None	-	\$175.33	-	\$95.15
Power DT 3 Temp	2	8	50	Windows Server 2008R2	Yes	None	\$456.54	\$63.76	\$278.95	\$34.60
Power DT 3	2	8	50	Windows Server 2008R2		None	-	\$207.21	-	\$112.44
Enterprise DT 1 Temp	4	8	100	Windows Server 2008R2	Yes	None	\$456.54	\$127.51	\$278.95	\$69.20
Enterprise DT 1	4	8	100	Windows Server 2008R2		None	-	\$269.82	-	\$145.96

### Optional Components

Component	Unit	Sizing	List Price		Discounted Price	
			One Time	Monthly	One Time	Monthly
dtRAM Appliances (1GHz, 1GB, 10GB, Linux, Silver Support) - 2	Per 2 Servers	1 pair/tenant (datacenter), maximum of 500 sessions per management host.	\$864.96	\$378.42	\$821.71	\$359.50
Profile Server (1GHz, 4GB, 50GB, Windows 2012, Silver Support)	Per Server	1 per tenant if User Profile management is required, must have file storage for user data	\$432.48	\$230.30	\$410.86	\$218.78
Active Directory Server (1GHz, 4GB, 50GB, Windows 2012, Silver Support)	Per Server	1 per tenant for Active Directory Services. (If required, a pair for redundancy)	\$432.48	\$230.30	\$410.86	\$218.78
User storage	Per GB	On file server, recommend on Profile server with Profile Unity. OTC is for 1st volume	\$216.24	\$0.30	\$205.43	\$0.29
Desktop Storage	Per GB	Additional storage for the OS.	-	\$0.78	-	\$0.74
User storage Backups	Per GB	Data backed up /GB	-	\$0.30	-	\$0.29

### Software

Component	Unit	Sizing	List Price		Discounted Price	
			One Time	Monthly	One Time	Monthly
Trend Micro DS Server	Per Server	Required on Profile Server, recommended on other file servers	\$864.96	\$378.42	\$821.71	\$359.50
LWL Profile Unity	Per User	Requires Profile server and User Profile storage	\$432.48	\$230.30	\$410.86	\$218.78
MS Office Professional Plus	Per Desktop		\$432.48	\$230.30	\$410.86	\$218.78
MS Office Standard	Per Desktop		\$216.24	\$0.30	\$205.43	\$0.29
MS Project	Per Desktop		-	\$0.78	-	\$0.74
MS Visio	Per Desktop		-	\$0.30	-	\$0.29

Support Description
<b>NTT DATA RESPONSIBILITIES</b>
• The hardware, storage and network required to provide DaaS
• Troubleshooting and resolving issues caused by non-available hardware or network
• Monitoring, Maintenance and availability of all DaaS Appliances
• Maintaining Trend Micro Deep Security and assisting with troubleshooting issues related to Deep Security Anti-Malware protection (includes providing logs, maintaining user accounts, reporting monthly usage, insuring desktops/servers are protected where necessary)
• Assisting client with troubleshooting of templates, desktops, pools and networks
• Providing updated agents (DaaS, Horizon View, View Agent Direct Connect)
• Monthly usage reporting and licensing for LWL Profile Unity and providing updated license files when required (environment growth)
• Incident, Problem and Request Management for all items NTT DATA is responsible for (via Cloud Support/SOC)
• Adjusting desktop model, connectivity protocol and template quotas based on sizing change requests
<b>OUT OF SCOPE / CLIENT RESPONSIBILITIES</b>
• Patching of all desktops and templates once provided to a tenant
• Creating and updating Desktop Pools (within allotted quotas)
• Assigning users to pools
• Associating domain to DaaS environment
• Installing and updating all software. Only exception is the initial installation and patching of Microsoft OS and Office software as noted above.
• Desktop and end-user support
• Configuring LWL Profile Unity and configuring GPOs for both LWL Profile Unity and other GPOs as needed.
• Managing user data/profiles within allotted storage (or requesting additional storage to accommodate if needed)
• Requesting add/remove desktop model quotas
• Reporting issues with access/availability of desktops to the Cloud Support/SOC as soon as identified.

**Exhibit 9. Glossary of Descriptions and Terms Used**

Component	Metric Unit	Period	Component Description
CPU	GHz	Monthly	Average Gigahertz consumed per hour across the number of 24 hour days per month.

Component	Metric Unit	Period	Component Description
			NOTE: Utilization is calculated based on the actual resources consumed by the powered on VM regardless of the number of virtual CPUs configured to the VM. CPU utilization is measured and calculated based on the average amount of GHZ consumed by all VMs associated with the Project over a given month. Please note VMs that are shut down will incur only SAN costs in this usage-based model.
RAM	GB	Monthly	Average Gigabytes of RAM consumed per hour across the number of 24 hour days per month
			NOTE: Utilization is calculated based on the actual resources consumed by the powered on VM regardless of memory (RAM) configured to the VM. RAM utilization is measured and calculated based on the average of amount of RAM consumed by all VMs associated with the project over a given month. Please note VMs that are shut down will incur only SAN costs in this usage-based model.
SAN	GB	Monthly	Storage Area Network (SAN) is offered as an allocated cost with the ability of the customer to adjust the total allocated SAN upon request through requests to increase or decrease allocated SAN incrementally. Monthly costs are calculated based upon the average total allocated SAN used by the customer per month. Any allocated SAN volumes deleted by the customer will factor into the calculation of total SAN allocated to the customer per month, and the monthly total would be calculated by the average total allocation for that particular month, including any storage used towards swap files and VMware overheads.
			Optimized SAN: An optimized mixture of SSD, FC, and SATA drives that leverage FAST cache capabilities that leverage auto tiering capabilities to store data in a drive tier that matches its performance profile with the appropriate disk type.
			Economy SAN: A single tier solution that is optimized for large block of infrequently accessed data. There are no FAST Cache or auto-tiering features.
Provisioning (if requested)	VM	One-Time	Set up VM with associated RAM and Storage within the NTT DATA Cloud
Backup Configuration	VM	One-Time	Install and configure backup agent
Per GB Protected	GB	Monthly	A measure of the designated amount of data in Gigabytes associated with a VM that is specified for protection by means of daily incremental backups
DR Configuration	VM	One-Time	Configure DR instance of production application
DR Tests - Amortized	VM	Monthly	Includes cost of services for NTT DATA to conduct one technical disaster recovery test per year.
Remote Site SAN Storage	GB	Monthly	Storage at remote DR site to which production data is replicated

Component	Metric Unit	Period	Component Description
Network Replication Costs	GB	Monthly	Charges for network utilization to replicate data between production and DR sites.
DR Replication License	VM	Monthly	DR Replication Tool (Zerto) license cost for DR for each VM.
Internet Bandwidth	Mbps	Monthly	Dedicated Internet bandwidth to a Customer VPN that guarantees that amount remains allocated for the Customer's use. That bandwidth (measured in Mbps) is automatically set to expand during periods where capacity exceeds the allocated bandwidth. Bandwidth will automatically return to the allocated level when usage is again reduced. Bandwidth bursting is billed at the 95th percentile.
			<p>This is calculated in the following way:</p> <p>Every 5 minutes, the Customer's bandwidth is measured using a network monitoring tool. This means that over a 30-day period, 8640 samples of the Customer's bandwidth usage are taken. These 8640 samples are arranged in order from highest usage to lowest usage. Then the top 5 % of the samples (432 of them) are ignored and the remaining 95% of the samples are used to determine the monthly average.</p>
VPN Tunnel (if requested)	Per Connection	One-Time	Configuration of a site to site VPN tunnel
External IP	Per IP	Monthly	One public IP address
Firewall + IDS/IPS Protection	Per Host Site	Monthly	Advanced security services to provide Firewall and Intrusion Detection/Prevention Services. The solution allows to detect and protect against the following type of attacks:
			<ul style="list-style-type: none"> <li>• DoS attacks</li> <li>• Buffer overflows</li> <li>• P2P attacks</li> <li>• Worms</li> <li>• Trojans</li> <li>• Backdoor attacks</li> <li>• Spyware</li> <li>• Invalid headers</li> <li>• Blended threats</li> <li>• Rate-based attacks</li> </ul>
			<ul style="list-style-type: none"> <li>• Zero-day threats</li> <li>• Port scans</li> <li>• VoIP attacks</li> <li>• IPv6 attacks</li> <li>• Statistical anomalies</li> <li>• Protocol anomalies</li> <li>• Application anomalies</li> <li>• Malformed traffic</li> <li>• TCL segmentation and IP fragmentation</li> </ul>
Firewall Configuration	One Time	One-Time	Installation and configuration of a firewall for each environment
25 User VPN Pack	25 Pack	Monthly	SSL Client based VPN for secure remote access to the environment.
Bronze Service Setup	Per Device	One-Time	Install Bronze Level Monitoring agent and monitoring software for Node or Interface

Component	Metric Unit	Period	Component Description
Silver Service Setup	Per Device	One-Time	Install Silver Level Monitoring agent and monitoring software for OS, Node or Interface; Configure capacity management parameters and escalation procedures
Gold Service Setup	Per Device	One-Time	Install Gold Level Monitoring agent and monitoring software for OS, Node or Interface Configure capacity management parameters and escalation procedures
Remedy Fixed License	Per License	Monthly	License dedicated to a single user for access to monitoring tool
Remedy Floating License	Per License	Monthly	License shared among multiple users (e.g. access for ticket creation) for access to monitoring tool