



STATE OF UTAH COOPERATIVE CONTRACT AMENDMENT

AMENDMENT #: 1

CONTRACT #: AR3104

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 Hewlett Packard Enterprise Company (Referred to as CONTRACTOR).

BOTH PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

The attached Attachment C – Pricing Discounts and Schedule fully replaces Attacment C.

Effective Date of Amendment: As of the last signature date below


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

Oct 8, 2019



Contractor's Signature

10/08/2019
Date


Director, State of Utah Division of Purchasing

Date


Contractor's Name (Print)


Title (Print)

For Division of Purchasing Internal Use			
Purchasing Agent	Phone #	E-mail Address	Contract #
Solomon Kingston	801-538-3228	skingston@utah.gov	AR3104

Attachment C - Pricing Discounts and Schedule

Attachment C - Pricing Discounts and Schedule			
Pricing Notes			
1. % discounts are based on minimum discounts off Contractor's commercially published pricelists versus fixed pricing. Nonetheless, Orders will be fixed-price or fixed-rate and not cost reimbursable contracts. Contractor has the ability to update and refresh its respective price catalog, as long as the agreed-upon discounts are fixed.			
2. Minimum guaranteed contract discounts do not preclude an Offeror and/or its authorized resellers from providing deeper or additional, incremental discounts at their sole discretion.			
3. Purchasing entities shall benefit from any promotional pricing offered by Contractor to similar customers. Promotional pricing shall not be cause for a permanent price change.			
4. Contractor's price catalog include the price structures of the cloud service models, value added services (i.e., Maintenance Services, Professional Services, Etc.), and deployment models that it intends to provide including the types of data it is able to hold under each model. Pricing shall all-inclusive of infrastructure and software costs and management of infrastructure, network, OS, and software.			
5. Contractor provides tiered pricing to accompany its named user licensing model, therefore, as user count reaches tier thresholds, unit price decreases.			
Cloud Service Model: Infrastructure as a Service (IaaS)			
	Description	Minimum Discount % Off	
	OEM:HPE GreenLake Flex Capacity Proliant for Azure Stack	20.00%	See Specifications in Detailed Product Offering
	OEM: HPE Azure Hybrid/Public Cloud Services Band 1	4.00%	determined each month end based on consumption in the month, Support is 21% of monthly subscription consumption
	OEM: HPE Azure Hybrid/Public Cloud Services Band 2	6.00%	determined each month end based on consumption in the month, Support is 15% of monthly subscription consumption
	OEM: HPE Azure Hybrid/Public Cloud Services Band 3	8.00%	determined each month end based on consumption in the month, Support is 12% of monthly subscription consumption
	OEM: HPE Azure Hybrid/Public Cloud Services Band 4	10.00%	determined each month end based on consumption in the month, Support is 9% of monthly subscription consumption
	OEM: HPE GreenLake Flex Capacity Package HPE Synergy 480 Compute Modules	20.00%	
	OEM: HPE GreenLake Flex Capacity Package HPE 3PAR StoreServ 8440	20.00%	
	OEM: HPE GreenLake Flex Capacity Package HPE 3PAR StoreServ 9450	20.00%	
	OEM: HPE GreenLake Flex Capacity Package HPE 3PAR StoreServ 8200	20.00%	
	OEM: HPE GreenLake Flex Capacity Package HPE StoreOnce 5100	20.00%	
	OEM: HPE GreenLake Flex Capacity Package HPE SimpliVity 380	20.00%	
	OEM: HPE GreenLake for Aruba	20.00%	
	OEM: HPE GreenLake Flex Capacity for Nimble	20.00%	
	OEM: HPE GreenLake Flex Capacity for Apollo	20.00%	
	Average IaaS OEM Discount Off	16.29%	
Cloud Service Model: Platform as a Service (PaaS)			
	Description	Discount	
	OEM:HPE GreenLake Flex Capacity Proliant for Azu	20.00%	See Specifications in Detailed Product Offering
	OEM: HPE Azure Hybrid/Public Cloud Services Ban	4.00%	% discount off of Microsoft Retail List Price. Discount band to be
	OEM: HPE Azure Hybrid/Public Cloud Services Ban	6.00%	% discount off of Microsoft Retail List Price. Discount band to be
	OEM: HPE Azure Hybrid/Public Cloud Services Ban	8.00%	% discount off of Microsoft Retail List Price. Discount band to be
	OEM: HPE Azure Hybrid/Public Cloud Services Ban	10.00%	% discount off of Microsoft Retail List Price. Discount band to be
	Average PaaS OEM Discount Off	9.60%	
Cloud Service Model: Software as a Service (SaaS)			
	Description	Discount	
	OEM: HPE Azure Hybrid/Public Cloud Services Band 1	4.00%	% discount off of Microsoft Retail List Price. Discount band to be determined each month end based on consumption in the month, Support
	OEM: HPE Azure Hybrid/Public Cloud Services Band 2	6.00%	% discount off of Microsoft Retail List Price. Discount band to be determined each month end based on consumption in the month, Support
	OEM: HPE Azure Hybrid/Public Cloud Services Band 3	8.00%	% discount off of Microsoft Retail List Price. Discount band to be determined each month end based on consumption in the month, Support
	OEM: HPE Azure Hybrid/Public Cloud Services Band 4	10.00%	% discount off of Microsoft Retail List Price. Discount band to be determined each month end based on consumption in the month, Support
	Average SaaS OEM Discount Off	7.00%	

		<u>Onsite Hourly Rate</u>		<u>Remote Hourly Rate</u>		
<u>Item Description</u>		<u>NVP Price</u>	<u>Catalog Price</u>	<u>NVP Price</u>	<u>Catalog Price</u>	
	<u>Item Description</u>		<u>NVP Price</u>	<u>Catalog Price</u>	<u>NVP Price</u>	<u>Catalog Price</u>
H9CG7A1	002	HPE Data Profiling Adv for File Subs SVC	245,000.00	245,000.00		
H7RE6A1	002	HPE Data Profil Adv File Block Subs SVC	345,000.00	345,000.00		
H9CG7A1	003	HPE Data Profiling PRM for File Subs SVC	377,000.00	377,000.00		
H7RE6A1	003	HPE Data Profil PRM File Block Subs SVC	489,000.00	489,000.00		
		Digital Workplace Services				
H9YJ6A1		HPE Digital Wrkpl 5 Day Onsite Service	14,700.00	14,700.00		
H9YJ7A1		HPE Digital Wrkpl 1 Day Remote Service	2,300.00	2,300.00		
H1Y18A1		Client Virtualization, Analysis, and Modelling (CVAM) Service	30,400.00	30,400.00		
H9YJ8A1		Digital Workplace (Custom Consulting)	100.00	100.00		
H6SS6A1		HPE Simplivity380 VDI St for VMware Service Option 1	16,000.00	16,000.00		
H6SS7A1		HPE Simplivity380 VDI St for VMware Service Option 2	8,000.00	8,000.00		
H6SS8A1		HPE Simplivity380 VDI St for Citrix Service	16,000.00	16,000.00		
H6SS9A1		HPE Simplivity380 VDI St for Citrix Service Option 1	8,000.00	8,000.00		
H0JS2A1		Exchange Upgrade Services	14,700.00	14,700.00		
H9YJ6A1		Skype Design and Implementation Service	14,700.00	14,700.00		
		Education Services				
		Technology Specific				
H9P11A1		HPE Training Credits Cloud	800.00	800.00		
HH244A1		HPE Training Credits DC Networking	800.00	800.00		
HF385A1		HPE Training Credits ProLiant/Hybrid IT	800.00	800.00		
HF383A1		HPE Training Credits Storage	900.00	900.00		
HF386A1		HPE Training Credits Vmware	800.00	800.00		
UC818E		HPE Total Education One Monetary Training Credits	100.00	100.00		
H5UP6A1		HPE Education Consulting 5 day Onsite Service	13,200.00	13,200.00		
HT6Y3A1		HPE Management of Change Advisor Service	72,000.00	72,000.00		

		<u>Onsite Hourly Rate</u>		<u>Remote Hourly Rate</u>		
<u>Item Description</u>		<u>NVP Price</u>	<u>Catalog Price</u>	<u>NVP Price</u>	<u>Catalog Price</u>	
	<u>Item Description</u>		<u>NVP Price</u>	<u>Catalog Price</u>	<u>NVP Price</u>	<u>Catalog Price</u>
		Advisory & Professional Services Credits				
H0JD4A1	WFH	HPE 1Y TS Support Credits 10 Per Yr SVC - BCS	2,550.00	2,550.00		
H0JD4A3	WFH	HPE 3Y TS Support Credits 10 Per Yr SVC - BCS	7,352.00	7,352.00		
H0JD4A4	WFH	HPE 4Y TS Support Credits 10 Per Yr SVC - BCS	9,598.00	9,598.00		
H0JD4A5	WFH	HPE 5Y TS Support Credits 10 Per Yr SVC - BCS	11,756.00	11,756.00		
H0JD5A1	WFJ	HPE 1Y TS Support Credits 30 Per Yr SVC - BCS	7,650.00	7,650.00		
H0JD5A3	WFJ	HPE 3Y TS Support Credits 30 Per Yr SVC - BCS	22,055.00	22,055.00		
H0JD5A4	WFJ	HPE 4Y TS Support Credits 30 Per Yr SVC - BCS	28,795.00	28,795.00		
H0JD5A5	WFJ	HPE 5Y TS Support Credits 30 Per Yr SVC - BCS	35,267.00	35,267.00		
H0JD4A1	WFK	HPE 1Y TS Support Credits 10 Per Yr SVC - ISS	2,550.00	2,550.00		
H0JD4A3	WFK	HPE 3Y TS Support Credits 10 Per Yr SVC - ISS	7,352.00	7,352.00		
H0JD4A4	WFK	HPE 4Y TS Support Credits 10 Per Yr SVC - ISS	9,598.00	9,598.00		
H0JD4A5	WFK	HPE 5Y TS Support Credits 10 Per Yr SVC - ISS	11,756.00	11,756.00		
H0JD5A1	WFL	HPE 1Y TS Support Credits 30 Per Yr SVC - ISS	7,650.00	7,650.00		
H0JD5A3	WFL	HPE 3Y TS Support Credits 30 Per Yr SVC - ISS	22,055.00	22,055.00		
H0JD5A4	WFL	HPE 4Y TS Support Credits 30 Per Yr SVC - ISS	28,795.00	28,795.00		
H0JD5A5	WFL	HPE 5Y TS Support Credits 30 Per Yr SVC - ISS	35,267.00	35,267.00		
H0JD4A1	WFM	HPE 1Y TS Support Credits 10 Per Yr SVC - Storage	2,550.00	2,550.00		
H0JD4A3	WFM	HPE 3Y TS Support Credits 10 Per Yr SVC - Storage	7,352.00	7,352.00		
H0JD4A4	WFM	HPE 4Y TS Support Credits 10 Per Yr SVC - Storage	9,598.00	9,598.00		
H0JD4A5	WFM	HPE 5Y TS Support Credits 10 Per Yr SVC - Storage	11,756.00	11,756.00		
H0JD5A1	WFN	HPE 1Y TS Support Credits 30 Per Yr SVC - Storage	7,650.00	7,650.00		

Item Description	Item Description	Onsite Hourly Rate		Remote Hourly Rate		Catalog Price
		NVP Price	Catalog Price	NVP Price	Catalog Price	
			NVP Price	Catalog Price	NVP Price	Catalog Price
H0JD5A3	WFN	HPE 3Y TS Support Credits 30 Per Yr SVC - Storage	22,055.00	22,055.00		
H0JD5A4	WFN	HPE 4Y TS Support Credits 30 Per Yr SVC - Storage	28,795.00	28,795.00		
H0JD5A5	WFN	HPE 5Y TS Support Credits 30 Per Yr SVC - Storage	35,267.00	35,267.00		
H0JD4A1	WFP	HPE 1Y TS Support Credits 10 Per Yr SVC - Network	2,550.00	2,550.00		
H0JD4A3	WFP	HPE 3Y TS Support Credits 10 Per Yr SVC - Network	7,352.00	7,352.00		
H0JD4A4	WFP	HPE 4Y TS Support Credits 10 Per Yr SVC - Network	9,598.00	9,598.00		
H0JD4A5	WFP	HPE 5Y TS Support Credits 10 Per Yr SVC - Network	11,756.00	11,756.00		
H0JD5A1	WFQ	HPE 1Y TS Support Credits 30 Per Yr SVC - Network	7,650.00	7,650.00		
H0JD5A3	WFQ	HPE 3Y TS Support Credits 30 Per Yr SVC - Network	22,055.00	22,055.00		
		Hybrid IT Services				
HT6X1A1		HPE Rapid Advisory Service for Synergy	15,000.00	15,000.00		
HT6W9A1		HPE Infrastructure as Code for Synergy	30,000.00	30,000.00		
HT6W7A1		HPE OneView Implementation Service	61,000.00	61,000.00		
H5UP9A1		HPE Image Stream Implementation Service	15,000.00	15,000.00		
HA124A1	5ZM	HPE Synergy First Frame Startup Service	4,995.00	4,995.00		
HA124A1	5ZQ	HPE Synergy Additional Frame Startup Service	2,429.00	2,429.00		
HA454A1-300		HPE Factory Express Services for Synergy - Initial Frame	4,895.00	4,895.00		
HA454A1-301		HPE Factory Express Services for Synergy - Add-on Frame	2,295.00	2,295.00		
HA455A1-300		HPE Factory Express Services for Synergy - Initial Consulting	7,995.00	7,995.00		
HF385A1		HPE Training Credits for ProLiant/HybridIT Services	800.00	800.00		
		Storage Services				
H7B28A1		HPE Consulting Storage 5 Day Onsite Service	14,700.00	14,700.00		
H1XG7A1		HPE Big Data Consulting 5 Day Service	17,800.00	17,800.00		

Item Description	Onsite Hourly Rate		Remote Hourly Rate		
	NVP Price	Catalog Price	NVP Price	Catalog Price	
Item Description		NVP Price	Catalog Price	NVP Price	Catalog Price
H7RE7A1		HPE SimpliVity Project Management Service	15,000.00	15,000.00	
HL922A1		HPE Storage Customer Support Team Day Service	2,300.00	2,300.00	
H9CF8A1		HPE Nimble Migration Services	20,000.00	20,000.00	
H9CF9A1		HPE Nimble Data Migration20TB10Svr SVC	29,500.00	29,500.00	
H9CG0A1		HPE Nimble Data Migration50TB25Svr SVC	48,500.00	48,500.00	
H9CG1A1		HPE Nimble Data Migration100TB50Svr SVC	89,500.00	89,500.00	
H9CG2A1		HPE Nimble Data Migration150TB75Svr SVC	134,000.00	134,000.00	
H1XG4A1		HPE Recovery Manager Central Integration Service	5,250.00	5,250.00	
H7M71A1		HPE 3PAR StoreServ Online Import Quick Start Service	146,000.00	146,000.00	
HA124A1	5QV	HPE 3PAR StoreServ Data Migration 10TB 5 Server Service	5,200.00	5,200.00	
HA115A1	5S3	HPE 3PAR StoreServ Data Mig 50TB 25Svr Service	10,500.00	10,500.00	
HA115A1	5S4	HPE 3PAR StoreServ Data Mig150TB 75Svr Service	17,500.00	17,500.00	
HA115A1	5S5	HPE Startup 3PAR Remote Copy Service	24,500.00	24,500.00	
HM007A1		HPE 3PAR Health Check Service	3,070.00	3,070.00	
H9Q53A1		HPE 3PAR Perform Capacity Trending Service	10,526.00	10,526.00	
HA124A1	5RZ	HPE StoreOnce 6000 System Startup Service	4,400.00	4,400.00	
HA124A1	5UK	HPE StoreOnce 6000 Rack Transition Service	5,250.00	5,250.00	
H8E02A1		HPE StoreOnce Integration Service	14,800.00	14,800.00	
H4F43A1		HPE Data Sanitization Storage Tier 1 Service	4,900.00	4,900.00	
H4F44A1		HPE Data Sanitization Storage Tier 2 Service	11,500.00	11,500.00	
H9Q58A1		HPE HPSD Firmware Update Analysis Service	100.00	100.00	
HM002A1		HPE HPSD Firmware Update Implement Service	1,208.00	1,208.00	
H7B28A1		Storage Residency	14,700.00	14,700.00	

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	NVP Price	Catalog Price	NVP Price	Catalog Price	
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H8E10A1		HPE Vertica Implementation Accelerator Service	34,000.00	34,000.00	
H8E08A1		HPE Vertica Deployment Roadmap Service	10,000.00	10,000.00	
H9Q59A1		HPE Vertica Data	15,000.00	15,000.00	
		Migration Assessment Services			
HL915A1	799	HPE Custom SOW Storage Consulting Service	100.00	100.00	
HA124A1	5B1	HPE Startup Storage Additional One Day Service	3,500.00	3,500.00	
HA124A1	5B2	HPE Startup Storage Additional 1/2 Day Service	1,750.00	1,750.00	
		Cloud Services			
H8Q71A1		HPE Cloud Consulting 5 Day Onsite Service	14,700.00	14,700.00	
H8Q70A1	802	HPE Helion OpenStack Professional Service 5 Day Onsite Service	17,800.00	17,800.00	
H8Q70A1	806	HPE Consulting for Microsoft Azure Hybrid Cloud 5 Day Onsite Service	14,700.00	14,700.00	
H6ST0A1		HPE ProLiant Core Deployment Accelerator for Microsoft Azure Stack Service	7,500.00	7,500.00	
H6ST1A1		HPE ProLiant Post Deployment Accelerator for Microsoft Azure Stack Service	7,500.00	7,500.00	
H5UP8A1		HPE Cloud Native Container Service for Mesosphere Service	60,000.00	60,000.00	
H2S90A1		HPE Hybrid Service Accelerator	14,700.00	14,700.00	
H4W30A1		HPE CloudSystem Expert Assistance Service	11,850.00	11,850.00	
		Data Center Services			
H4W47A1		HPE DCC Consulting 5 Day Onsite Service	14,700.00	14,700.00	
HK928A1		HPE Industry Standard Server Implementation Assistance Service	2,300.00	2,300.00	
HK411A1	004	Security Standards and Compliance Assessment service	500.00	500.00	

		<u>Onsite Hourly Rate</u>		<u>Remote Hourly Rate</u>		
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	<u>Item Description</u>		<u>NVP Price</u>	<u>Catalog Price</u>	<u>NVP Price</u>	<u>Catalog Price</u>
		Software Defined Infrastructure (SDI) Services and Accelerator Services				
H6K67A1		HPE OneView Configuration and Startup Service	2,085.00	2,085.00		
H6K68A1		HPE OneView Installation and c7000 BladeSystem Migration Service	3,475.00	3,475.00		
H8Q65A1		HPE OneView c7000 BladeSystem Migration Add-on Service	2,780.00	2,780.00		
HT6W7A1		HPE OneView Implementation Service	61,000.00	61,000.00		
H1XE5A1		HPE Remote OneView Implementation Service Remote	47,140.00	47,140.00		
HT6Y1A1		HPE IT Automation Service	30,000.00	30,000.00		
HM005A1		HPE BCS Firmware Update Analysis Service	1,208.00	1,208.00		
HA272A1		HPE System Healthcheck Service	3,000.00	3,000.00		
HK052A1		HPE HealthCheck Analysis VMware Server Service	8,400.00	8,400.00		
HA114A1	5LY	HPE Simplivity 380 Hardware Startup Service	1,041.00	1,041.00		
HA124A1	5LZ	HPE Simplivity 380 Software Startup Service	1,500.00	1,500.00		
H7RG3A1	001	HPE DMF Implementation Disk to Disk Service	13,000.00	13,000.00		
H7RG3A1	004	HPE DMF Implementation Disk to Tape Service	14,000.00	14,000.00		
H7RG3A1	007	HPE DMF Implementation High Performance Service	16,000.00	16,000.00		
H7RG3A1	010	HPE DMF Implementation Add on Service	3,600.00	3,600.00		