



STATE OF UTAH COOPERATIVE CONTRACT AMENDMENT

AMENDMENT #: 2

CONTRACT #: AR2494

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 A&T Systems Inc. (Referred to as CONTRACTOR).

BOTH PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

To amend the A&T Systems' NASPO master contract agreement for additional SaaS solutions that are outside of AWS Marketplace.

- Attached Attachment C Pricing Discounts and Pricing Schedule is replacing the current Attachment C.

Effective Date of Amendment: 12/5/2019

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

A. Nouravarsani 12/2/19
 Contractor's Signature Date

[Signature] Dec 3, 2019
 Director, State of Utah Division of Purchasing Date

Adam Nouravarsani
 Contractor's Name (Print)

Vice President
 Title (Print)

For Division of Purchasing Internal Use			
Purchasing Agent	Phone #	E-mail Address	Contract #
Solomon Kingston	801-538-3228	skingston@utah.gov	AR2494

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 a Contractor 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.

Cloud Service Model: Infrastructure as a Service (IaaS)	
Description	Discount
IaaS Minimum Discount % * (applies to all OEM's offered within this IaaS model)	0.90%
Average Service Model OEM Discount Off	0.90%
Cloud Service Model: Platform as a Service (PaaS)	
Description	Discount
A&TVantage Storage as a Service TPaaS	10.00%
AWS PaaS outside of AWS Marketplace	0.90%
Average Service Model OEM Discount Off	5.45%
Cloud Service Model: Software as a Service (SaaS)	
Description	Discount
A&TVantage TEM	2.25%
A&TVantage eInvoicing	2.50%
ServiceNow SaaS	1.50%
A&TVantage Storage Management SaaS	5.00%
DataBrick SaaS	0.50%
EidosMedia	1.50%
CloudCheckr	50.00%
AWS SaaS in the AWS Marketplace	0.90%
All other SaaS Solutions outside of the AWS Marketplace	0.90%
Average Service Model OEM Discount Off	7.23%

Additional Value Added Services

Item Description	Onsite Hourly Rate		Remote Hourly Rate	
	NVP Price	Catalog Price	NVP Price	Catalog Price
Maintenance Services				
Core Business Hours 8x5 (per instance per month)	\$ 335.00	\$ 360.00	\$ 335.00	\$ 360.00
24x 7 Premium (per instance per month additional)	\$ 38.00	\$ 40.00	\$ 38.00	\$ 40.00
IPS/IDS Security Management Premium (per instance per month)	\$ 47.00	\$ 50.00	\$ 47.00	\$ 50.00
Professional Services				
Deployment Services				
Cloud Administrator 2	\$ 127.36	\$ 131.30	\$ 127.36	\$ 131.30
Cloud Architect 1	\$ 139.98	\$ 144.31	\$ 139.98	\$ 144.31
Cloud Security Specialist 2	\$ 171.84	\$ 177.15	\$ 171.84	\$ 177.15
Integration Services)	160.98	165.96	160.98	165.96
Consulting/Advisory Services				
Cloud Architect 3	\$ 185.12	\$ 190.85	\$ 185.12	\$ 190.85
Cloud Architect 4	\$ 212.89	\$ 219.47	\$ 212.89	\$ 219.47
Cloud Security Specialist 3	\$ 206.19	\$ 212.57	\$ 206.19	\$ 212.57
Subject Matter Expert	\$ 211.29	\$ 217.82	\$ 211.29	\$ 217.82
Architectural Design Services				
Cloud Administrator 3	146.46	\$ 150.99	146.46	\$ 150.99
Cloud Architect 2	160.98	\$ 165.96	160.98	\$ 165.96
Cloud Architect 3	185.12	\$ 190.85	185.12	\$ 190.85
Cloud Architect 4	212.89	\$ 219.47	212.89	\$ 219.47
Cloud Security Specialist 2	171.84	\$ 177.15	171.84	\$ 177.15
Statement of Work Services				
Tech. Writer/Editor	105.64	\$ 108.91	105.64	\$ 108.91
Cloud Architect 1	139.98	\$ 144.31	139.98	\$ 144.31
Cloud Security Specialist 1	143.19	\$ 147.62	143.19	\$ 147.62

Attachment C - Pricing Discounts and Schedule

Senior Information Engineer	158.46	\$ 163.36	158.46	\$ 163.36		
Senior Document specialist	86.57	\$ 89.25	86.57	\$ 89.25		
Partner Services						
Training Deployment Services						
Onsite Courses	AWS MSRP	with 7% Discount	AWS MSRP	with 7% Discount	AWS MSRP	with 7% Discount
	1 Day Course	NASPO Price	3 Day Course	NASPO Price	4 Day Course	NASPO Price
Up to 10 students	\$5,760	\$5,357	\$17,280	\$16,070	\$23,040	\$27,648
11-15 students	\$8,190	\$7,617	\$24,570	\$22,850	\$32,760	\$42,588
16-20 students	\$10,080	\$9,374	\$30,240	\$28,123	\$40,320	\$37,498
Public Courses	AWS MSRP	with 7% Discount	AWS MSRP	with 7% Discount		
	1 Day Course	NASPO Price	3 Day Course	NASPO Price		
Each Student	\$720	\$670	\$2,160	\$2,009		
AWS Market Place		Actual AWS Marketplace Cost + 20% G&A				
[Insert additional value added services as necessary]						
[Insert additional value added services as necessary]						
[Insert additional value added services as necessary]						

Deliverable Rates

0.95

NVP Price Catalog Price

Program Mgr.	-	151.57
Project Manager	-	129.52
Subject Matter Expert	-	176.94
Sr. Systems Analyst	-	114.88
Systems Analyst	-	102.25
Jr. Systems Analyst	-	80.99
Sr. Computer Prog. Analyst	-	109.06
Computer Prog. Analyst	-	99.59
Jr. Computer Prog./Analyst	-	81.80
Applications Developer	-	93.38
Database Manager	-	102.25
Database Mgmt. Specialist	-	95.42
Database Administrator	-	84.88
Jr. Database Manager	-	79.50
Sr. Network Engineer	-	118.82
Network Engineer	-	99.02
Sr. Internet/Intranet/Web Developer	-	115.83
Jr. Internet/Intranet/Web Developer	-	92.48
Help Desk Manager	-	80.59
Help Desk Specialist	-	73.07
Training Spec./IT Instructor	-	126.18
Tech. Writer/Editor	-	89.00
Computer Graphics Specialist	-	93.85
Cloud Administrator 1	-	119.95
Cloud Administrator 2	-	137.95
Cloud Administrator 3	-	158.64
Cloud Architect 1	-	151.62
Cloud Architect 2	-	174.37
Cloud Architect 3	-	200.51
Cloud Architect 4	-	230.58
Cloud Security Specialist 1	-	155.09
Cloud Security Specialist 2	-	186.12
Cloud Security Specialist 3	-	223.34

Please note that prices for Onsite labor hours do not include Travel and Expenses. A&T will invoice the customer for travel and lodging expenses at actual rates, along with the associated training fees. Receipts will be provided, G&A of 20% will be charged.