



STATE OF UTAH COOPERATIVE CONTRACT AMENDMENT

AMENDMENT #: 1

CONTRACT #: AR3189

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 Cradlepoint, Inc. (Referred to as CONTRACTOR).

BOTH PARTIES AGREE TO AMEND THE CONTRACT AS FOLLOWS:

The attached Attachment C – Pricing Discounts and Value Added Services document in this amendment replaces the Attachment C document in the master agreement. This amendment adds not to exceed ceiling rates for Cradlepoint's value added service rates.

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

Valerie Heusinkveld
Valerie Heusinkveld (Dec 18, 2019)

Dec 18, 2019

Dec 18, 2019

Contractor's Signature _____ Date

Director, State of Utah Division of Purchasing _____ Date

Valerie Heusinkveld

Contractor's Name (Print)

CFO

Title (Print)

For Division of Purchasing Internal Use

Purchasing Agent	Phone #	E-mail Address	Contract #
Solomon Kingston	801-538-3228	skingston@utah.gov	AR3189

Attachment C - Pricing Discounts and Value Added Services

Contract # AR3189

Vendor Name Cradlepoint, Inc.

Section 1: 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 shall include the price structures of all products, services and value added items (i.e., Maintenance Services, Professional Services, Etc.) that it intends to provide under its contract. Pricing shall all-inclusive of infrastructure and software costs and management of infrastructure, network, OS, and software.

Section 2: Minimum Discount % off List

Category 1.2 Networking	
Hardware and Software (on premise)	25.00%
Cloud Services	25.00%
Service Packages (i.e., Maintenance, etc.)	25.00%
Category 1.3 Routers, Switches, Security, and Networking Storage	
Hardware and Software (on premise)	25.00%
Cloud Services	25.00%
Service Packages (i.e., Maintenance, etc.)	25.00%
Category 1.4 Wireless	
Hardware and Software (on premise)	25.00%
Cloud Services	25.00%
Service Packages (i.e., Maintenance, etc.)	25.00%

Section 3: Value Added Services

Provide the title, job description for each title, and associated hourly rate. Add additional rows as necessary.

Title	Job Description	Hourly Rates					
		Weekday		Weekend		State Holiday	
		Onsite	Remote	Onsite	Remote	Onsite	Remote
Maintenance Services	Managed services such as support and maintenance, renewal management and support, and firmware and security management	\$ 300.00	\$ 300.00	\$ 400.00	\$ 400.00	\$ 500.00	\$ 500.00
Professional Services	Diverse portfolio of IT services that may require the services of a formally certified member of a professional body such as engineering, configuration, activation, testing, staging, kitting, programming, inventory management, and integration services.	\$ 300.00	\$ 300.00	\$ 500.00	\$ 500.00	\$ 750.00	\$ 750.00
Deployment Services	Services such as provisioning, SIM installation, and delivery and installation of data communication equipment for the customer's IT infrastructure.	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00	\$ 300.00
Consulting Advisory Services	Consulting or advisory services such as needs assessments, gap analyses, solutions engineering, and evaluation of the customer's environment.	\$ 400.00	\$ 350.00	\$ 625.00	\$ 625.00	\$ 800.00	\$ 625.00
Architectural Design Services	Includes a range of capabilities to design functional, flexible, and sustainable solutions.	\$ 400.00	\$ 350.00	\$ 625.00	\$ 625.00	\$ 800.00	\$ 625.00
Statement of Work Services	Development of professional Statements of Work (SOW) or Bill of Materials (BOM) to meet the customer's unique needs.	\$ 300.00	\$ 300.00	\$ 400.00	\$ 400.00	\$ 500.00	\$ 500.00

