



Master Agreement #: CTR060025
Contractor: Insight Public Sector, Inc.
Participating Entity: **STATE OF ALASKA**

Participating Addendum# NVP-2022-SVAR-003

This Participating Addendum is entered into by Contractor and Participating Entity (collectively, the "Parties").

Scope and Participation:

1. Scope:

This Participating Addendum includes the entire scope of the products and services available through the Master Agreement referenced above. Including the General Software Category and Microsoft Software Category as outlined in Attachment A. Oracle items are excluded from this agreement.

Any scope exclusions specified herein apply only to this Participating Addendum and shall not amend or affect other participating addendums or the Master Agreement itself.

2. Participation: This Participating Addendum covers participation of Participating Entity in the above-referenced Master Agreement between the State of Arizona and Contractor for Software Value Added Reseller (SVAR). This Participating Addendum may be used by all state agencies, institutions of higher education, cities, counties, districts, and other political subdivisions of the state, and nonprofit organizations within the state if authorized herein and by law. Issues of interpretation and eligibility for participation are solely within the authority of the State Chief Procurement Official.

3. Term:

This Participating Addendum shall become effective as of the date of the last signature below and shall terminate upon the expiration or termination of the Master Agreement, as amended, unless the Participating Addendum is terminated sooner in accordance with the terms set forth herein.

4. Primary Contacts: The following (or their named successors) are the primary contact individuals for this Participating Addendum:

CONTRACTOR:

Name:	Brittany Dunaway
Address:	2701 E. Insight Way, Chandler, AZ 85286

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**SOFTWARE VALUE ADDED RESELLER (SVAR)
LED BY THE STATE OF ARIZONA**

Telephone:	480.366.7029
Email:	SLEDContracts@insight.com

PARTICIPATING ENTITY:

Name:	Jennifer Krick
Address:	333 Willoughby Ave. Suite 801 Juneau, AK 99801
Telephone:	(907) 465-5680
Email:	jennifer.krick@alaska.gov

Participating Entity Modifications and Additions to the Master Agreement

This Participating Addendum incorporates all terms and conditions of the Master Agreement as applied to the Participating Entity and Contractor.

This Participating Addendum incorporates all terms and conditions of the Master Agreement as applied to the Participating Entity and Contractor, **subject to the following limitations, modifications, and additions:**

Any limitations, modifications, or additions specified herein apply only to the agreement and relationship between Participating Entity and Contractor and shall not amend or affect other PA.

Administrative Fees: The Master Agreement allows Participating States and Entities to incorporate an administrative fee into the published Master Agreement pricing.

Contractor shall submit a check, payable to the State of Alaska, remitted to the Department of Administration, Office of Procurement and Property Management for the calculated amount equal to 1.5% of the net sales under this PA for the quarterly period including both State of Alaska Agencies and its Political Subdivisions.

Contractor must include the PA Number on the check. Those checks submitted to the State without the PA Number will be returned to Contractor for additional identifying information. Administrative fee checks shall be submitted to:

ATTN: Purchasing Section
State of Alaska
Department of Administration
Office of Procurement and Property Management
PO Box 110214
Juneau, AK 99811-0214

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The administrative fee shall not be included as an adjustment to Contractor's Master Agreement pricing and shall not be invoiced or charged to the ordering agency.

Payment of the administrative fee is due irrespective of payment status on any orders from a Purchasing Entity.

Administrative fee checks are due for each quarter as follows:

<u>Reporting Period</u>	<u>Due Date</u>
State Fiscal Quarter 1 (Jul 1 - Sept 30):	Oct 31
State Fiscal Quarter 2 (Oct 1 - Dec 31):	Jan 31
State Fiscal Quarter 3 (Jan 1 - Mar 31):	Apr 30
State Fiscal Quarter 4 (Apr 1 - Jun 30):	Jul 31

Any quarter with zero sales must be reported as zero sales. This may be done electronically via email to the State of Alaska contact listed in this PA.

Reporting: Detailed Sales Data Required Reports: Contractor must submit quarterly reports to doa.dss.vendorreport@alaska.gov and CC the Contracting Officer assigned by the State to manage this Participating Addendum. The Contractor will include the Participating Addendum #NVP-2022-SVAR-003 and quarter for which the report is for in the subject line of the email.

The report attached to the email must show the following.

- Data reported must be separated by State of Alaska agencies and political subdivisions of the state.
- Total Sales amount
- Savings when compared to off contract purchase.
- Quote Number and Procurement Document number.
- Purchasing Agency Name and address.
- If applicable, dates of license or maintenance period.

These reports are due forty-five (45) calendar days after the end of the quarter.

<u>Reporting Period</u>	<u>Due Date</u>
State Fiscal Quarter 1 (Jul 1 - Sept 30):	Oct 31
State Fiscal Quarter 2 (Oct 1 - Dec 31):	Jan 31 State
Fiscal Quarter 3 (Jan 1 - Mar 31):	Apr 30
State Fiscal Quarter 4 (Apr 1 - Jun 30):	Jul 31

5. Subcontractors: All contractors, dealers, and resellers authorized to provide sales and service support in Participating Entity's state, as shown on Contractor's NASPO ValuePoint-specific webpage, may provide sales and service support to users of this Participating

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Addendum. Participation of Contractor's contractors, dealers, and resellers will be in accordance with the terms and conditions set forth in the Master Agreement.

6. Orders: Any order placed by Participating Entity or a Purchasing Entity for a product or service offered through this Participating Addendum shall be deemed to be a sale under, and subject to the pricing and other terms and conditions of, the Master Agreement unless the parties to the order agree in writing that another contract or agreement applies to the order.
7. Invoices: All invoices produced by the contractor as a result of purchases made by the Purchasing Entity (e.g., Eligible Agency or Co-Op Buyer) under this Participating Addendum shall contain the following information as listed in Master Agreement section 3.3.2 Minimum Invoice Requirements:
 - a. Date of issue and the Requestors Name
 - b. State of Alaska Department & Division Information
 - c. Quote number and Purchase Order number
 - d. If applicable services dates for licenses or maintenance periods.



*Additional information on invoices may be required by the purchasing entity.

NASPO ValuePoint
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IN WITNESS WHEREOF, the Parties have executed this Participating Addendum.

Participating Entity: State of Alaska	Contractor: Insight Public Sector, Inc.
Signature: 	Signature:  <small>Scott Friedlander (Nov 22, 2022 16:00 EST)</small>
Name: Jennifer Krick	Name: Scott Friedlander
Title: Contracting Officer III	Title: President
Date: 11/22/2022	Date: 11/22/2022

For questions regarding NASPO ValuePoint Participating Addendums, please contact the Cooperative Contract Coordinator team at info@naspovaluepoint.org.

Fully executed NASPO ValuePoint Participating Addendums must be submitted via email in PDF format to pa@naspovaluepoint.org.

INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF ALASKA CONTRACT # NVP-2022-SVAR-003 ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE	
PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Tier I Publishers (Key Itemized Publishers)	
ADOBE	2.50%
CA TECHNOLOGIES (acquired by Broadcom)	2.50%
CISCO	2.45%
COMMVAULT	2.45%
IBM	2.50%
RED HAT	2.45%
SPLUNK	2.50%
TABLEAU	2.50%
VEEAM	2.45%
VMWARE	2.45%
Tier II Publishers (Other Itemized Publishers)	
AUTODESK	3.00%
BARRACUDA NETWORKS	3.00%
BMC SOFTWARE	2.75%
CHECK POINT SOFTWARE	3.00%
CHERWELL	2.75%
CITRIX	2.75%
CHATSWORTH PRODUCTS (CPI)	2.75%
CROWDSTRIKE	2.75%
DELL	2.75%
DELPHIX	2.75%
DOCUSIGN	3.00%
DYNATRACE	3.00%
FORCEPOINT	3.00%
FORTINET	2.75%
GOOGLE	2.75%
INFORMATICA	3.00%
IVANTI	3.00%
KNOWBE4	3.00%
MCAFEE	2.75%
MICRO FOCUS	3.00%
MULESOFT	2.75%
NETMOTION	3.00%
OKTA	2.75%
OPENTEXT	3.00%
PROGRESS SOFTWARE	3.00%
PROOFPOINT	2.75%
QUEST SOFTWARE	3.00%
RAPID7	3.00%
RSA SECURITY	3.00%
SALESFORCE	3.00%
SAP	3.00%
SOLARWINDS	3.00%
SOPHOS	3.00%
SPILLMAN (acquired by Motorola Solutions)	2.75%

Attachment A

SYMANTEC (acquired by Broadcom)	3.00%
TENABLE	3.00%
TREND MICRO	3.00%
VARONIS	3.00%
VERITAS	2.75%
ZOHO	3.00%
Non-itemized Publishers	
All other publishers	5.25%

INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF ALASKA CONTRACT # NVP-2022-SVAR-003 ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE	
RESELLER SERVICES	HOURLY RATE
Asset management	\$200.00
Solutions architect	\$209.00
Senior solutions architect	\$265.00
Program engagement manager	\$232.00
Project leader	\$127.00
Project manager	\$209.00
Senior project manager	\$220.00
All other in-scope reseller services (Connected Workforce / Cloud + Data Center Transformation)	\$284.00
OPTIONAL SERVICES	HOURLY RATE
Digital Innovation: UX/Visual/Product	
Creative Director	\$325.00
Principal Designer	\$300.00
Associate Creative Director	\$300.00
Design Manager	\$275.00
Product Manager	\$275.00
Senior Designer	\$250.00
Senior Business Analyst	\$250.00
Designer	\$225.00
Business Analyst	\$225.00
Associate Designer	\$190.00
Associate Business Analyst	\$190.00
Digital Innovation: PM	
Services Manager	\$325.00
Program Manager	\$250.00
Project Manager	\$225.00
Project Coordinator	\$190.00
Digital Innovation: Technology	
Principal/Chief Architect	\$325.00
Senior Architect	\$300.00
Managing Architect	\$300.00
Architect	\$275.00
Senior Software Engineer	\$250.00
Software Engineer	\$225.00
Associate Software Engineer	\$190.00

INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF ALASKA CONTRACT # NVP-2022-SVAR-003 MICROSOFT	
SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST
Itemized Microsoft Offerings	
EMS E5, G1, G2, G3, G5, Govt E4, Advanced Threat Protection, Power BI, Exchange Online, Kiosk F3 Now, Dynamics, PowerApps, Project Online, Azure	2.15%
All Other Microsoft Offerings	
SaaS	2.15%
On-Premise	2.15%
Resold In-scope Professional Services	
Ongoing maintenance & support services not included in software license agreement	2.15%
Deployment services	2.15%
Architectural design services	2.15%
Training deployment services	2.15%
All other resold in-scope professional services	2.15%
IN-SCOPE RESELLER SERVICES	HOURLY RATE
Asset management	\$200.00
Solutions architect	\$209.00
Senior solutions architect	\$265.00
Program engagement manager	\$232.00
Project leader	\$127.00
Project manager	\$209.00
Senior project manager	\$220.00
All other in-scope reseller services (Connected Workforce / Cloud + Data Center Transformation)	\$284.00
OPTIONAL SERVICES	MAXIMUM MARKUP ON
Cloud Solution Provider (CSP) Program	16.50%
OPTIONAL SERVICES	HOURLY RATE
Digital Innovation: UX/Visual/Product	
Creative Director	\$325.00
Principal Designer	\$300.00
Associate Creative Director	\$300.00
Design Manager	\$275.00
Product Manager	\$275.00
Senior Designer	\$250.00
Senior Business Analyst	\$250.00
Designer	\$225.00
Business Analyst	\$225.00
Associate Designer	\$190.00
Associate Business Analyst	\$190.00
Digital Innovation: PM	

Attachment A

Services Manager	\$325.00
Program Manager	\$250.00
Project Manager	\$225.00
Project Coordinator	\$190.00
Digital Innovation: Technology	
Principal/Chief Architect	\$325.00
Senior Architect	\$300.00
Managing Architect	\$300.00
Architect	\$275.00
Senior Software Engineer	\$250.00
Software Engineer	\$225.00
Associate Software Engineer	\$190.00