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NASPO VALUEPOINT MASTER AGREEMENT FOR CLOUD SOLUTIONS

State of Utah
Solicitation Number CH16012

Cost Proposal

Closing Date: March 10, 2016
Closing Time: 1:00 pm MNT

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Table of Contents

Section Title: Cost Proposal.....	1
Discounts: Cloud Service Providers.....	1
Labor Rates: Professional Services (Years 1 - 5).....	2
Labor Rates: Professional Services (Years 6 - 10).....	2

Section Title: Cost Proposal

Discounts: Cloud Service Providers

Cloud Service Provider	Discount from List Price	Minimum Threshold
Amazon Web Services	2.5%	None
Microsoft Azure	8%	None
IBM/SoftLayer	2.5%	None
	3%	\$3,000
	4%	\$5,000
	5%	\$15,000
	7.5%	\$25,000
	10%	\$100,000
Red Hat (added 3/2/2018 via Amendment 1)	2.5%	None
Concur (added 4/6/2018 via Amendment 2)	2.5%	None
Adobe (added 7/6/2018 via Amendment 3)	2.5%	None

**Labor Rates: Professional Services (Years 1 - 5)**

LCAT	Year 1	Year 2	Year 3	Year 4	Year 5
Senior Solution Architect	\$250.00	\$257.50	\$265.23	\$273.18	\$281.38
Solution Architect	\$235.00	\$242.05	\$249.31	\$256.79	\$264.49
Senior Principal Consultant	\$270.00	\$278.10	\$286.44	\$295.04	\$303.89
Principal Consultant II	\$255.00	\$262.65	\$270.53	\$278.65	\$287.00
Principal Consultant I	\$240.00	\$247.20	\$254.62	\$262.25	\$270.12
Senior Consultant	\$210.00	\$216.30	\$222.79	\$229.47	\$236.36
Staff Consultant	\$185.00	\$190.55	\$196.27	\$202.15	\$208.22
Associate Consultant	\$160.00	\$164.80	\$169.74	\$174.84	\$180.08
Program Manager	\$228.00	\$234.84	\$241.89	\$249.14	\$256.62
Project Manager II	\$227.00	\$233.81	\$240.82	\$248.05	\$255.49
Project Manager I	\$180.00	\$185.40	\$190.96	\$196.69	\$202.59
Contracts Administrator	\$160.00	\$164.80	\$169.74	\$174.84	\$180.08
Subject Matter Expert II	\$300.00	\$309.00	\$318.27	\$327.82	\$337.65
Subject Matter Expert I	\$282.00	\$290.46	\$299.17	\$308.15	\$317.39

Labor Rates: Professional Services (Years 6 - 10)

LCAT	Year 6	Year 7	Year 8	Year 9	Year 10
Senior Solution Architect	\$289.82	\$298.51	\$307.47	\$316.69	\$326.19
Solution Architect	\$272.43	\$280.60	\$289.02	\$297.69	\$306.62
Senior Principal Consultant	\$313.00	\$322.39	\$332.07	\$342.03	\$352.29
Principal Consultant II	\$295.61	\$304.48	\$313.62	\$323.03	\$332.72
Principal Consultant I	\$278.23	\$286.57	\$295.17	\$304.02	\$313.15
Senior Consultant	\$243.45	\$250.75	\$258.27	\$266.02	\$274.00
Staff Consultant	\$214.47	\$220.90	\$227.53	\$234.35	\$241.38
Associate Consultant	\$185.48	\$191.05	\$196.78	\$202.68	\$208.76
Program Manager	\$264.31	\$272.24	\$280.41	\$288.82	\$297.49
Project Manager II	\$263.16	\$271.05	\$279.18	\$287.56	\$296.18
Project Manager I	\$208.67	\$214.93	\$221.38	\$228.02	\$234.86
Contracts Administrator	\$185.48	\$191.05	\$196.78	\$202.68	\$208.76
Subject Matter Expert II	\$347.78	\$358.22	\$368.96	\$380.03	\$391.43
Subject Matter Expert I	\$326.92	\$336.72	\$346.82	\$357.23	\$367.95