



State of New Mexico General Services Department

Statewide Price Agreement Cover Page

Awarded Vendor:**0000055405****Zones IT Solutions Inc.****dba Zones, LLC****1102 15th St SW Suite 102****Auburn, WA 98001****Contact: Imran Yunus****Email: naspo@zones.com****Telephone No.: (310) 766-0124**Price Agreement Number: **10-00000-20-00054AI**Payment Terms: **Net 30**F.O.B.: **Destination**Delivery: **As Requested****Ship To:****All State of New Mexico agencies, commissions,
institutions, political subdivisions and local public
bodies allowed by law.**Procurement Specialist: **Vanessa LeBlanc***VL*Telephone No.: **(505) 629-9525****Invoice:****As Requested**Email: **Vanessa.LeBlanc@state.nm.us**Title: **Software Value Added Reseller (SVAR)**Term: **August 29, 2022 – April 24, 2027**

This Statewide Price Agreement is made subject to the “terms and conditions” as indicated on the attached Participating Addendum.

NASPO ValuePoint Link: <https://www.naspovaluepoint.org/portfolio/software-value-added-reseller-svar/zones/>

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PARTICIPATING ADDENDUM



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

Master Agreement #: CTR060031
 Contractor: **Zones, LLC**
 Participating Entity: **STATE OF NEW MEXICO**
 New Mexico Statewide Price Agreement #: 10-00000-20-00054AI

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.

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.

☒ This Participating Addendum shall become effective as of the date of the last signature below and shall terminate on **April 24, 2027**, unless terminated sooner or otherwise amended in accordance with the terms set forth herein. Notwithstanding the previous, in no event shall the term of the Participating Addendum exceed the term of the Master Agreement, as amended.

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

CONTRACTOR:

Name:	Imran Yunus
Address:	1102 15 th Street SW, Auburn, Washington, 98001
Telephone:	(310) 766-0124
Email:	naspo@zones.com

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PARTICIPATING ENTITY:

Name:	Mark Hayden, State Purchasing Director, State Purchasing Division
Address:	1100 St. Francis Dr., Room 2016, Santa Fe, NM 87505
Telephone:	(505) 827-0472
Email:	mark.hayden@state.nm.us
Name:	Mark Hayden, State Purchasing Director, State Purchasing Division

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 participating addendums or the Master Agreement itself.

5. **Taxes:**

The Contractor shall be reimbursed by the Participating State for applicable New Mexico gross receipts taxes, excluding interest or penalties assessed on the Contractor by any authority. **PLEASE NOTE NO PROPERTY TAX WILL BE PAID TO THE CONTRACTOR BY THE PARTICIPATING STATE.** The payment of taxes for any money received under this Agreement shall be the Contractor's sole responsibility and should be reported under the Contractor's Federal and State tax identification number(s).

Contractor and any and all subcontractors shall pay all Federal, state and local taxes applicable to its operation and any persons employed by the Contractor. Contractor shall require all subcontractors to hold the Participating State harmless from any responsibility for taxes, damages and interest, if applicable, contributions required under Federal and/or state and local laws and regulations and any other costs, including transaction privilege taxes, unemployment compensation insurance, Social Security and Worker's Compensation.

6. **Retainage:**

Reserved

7. **Performance Bond:**

Reserved

8. **Term:**

THIS AGREEMENT SHALL NOT BECOME EFFECTIVE UNTIL APPROVED IN WRITING BY THE NEW MEXICO STATE PURCHASING AGENT, IF REQUIRED. This Agreement shall begin on

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a date approved by the New Mexico State Purchasing Agent, if the New Mexico State Purchasing Agent has signed this Agreement, and end on April 24, 2027. The Participating State reserves the right to renew the contract on an annual basis by mutual Agreement not to exceed a total of 10 years in accordance with NMSA 1978 §13-1-150. Notwithstanding the previous in no event shall the term of the Participating Addendum exceed the term of the Master Agreement, as amended.

9. Termination:

A. Grounds. The Participating State may terminate this Agreement for convenience or cause. The Contractor may only terminate this Agreement based upon the Participating State's uncured, material breach of this Agreement.

B. Notice; Participating State Opportunity to Cure.

1. Except as otherwise provided in sub-paragraph A of this Clause and the Appropriations Clause of this Agreement, the Participating State shall give Contractor written notice of termination at least thirty (30) days prior to the intended date of termination.

2. Contractor shall give Participating State written notice of termination at least thirty (30) days prior to the intended date of termination, which notice shall (i) identify all the Participating State's material breaches of this Agreement upon which the termination is based and (ii) state what the Participating State must do to cure such material breaches. Contractor's notice of termination shall only be effective (i) if the Participating State does not cure all material breaches within the thirty (30) day notice period or (ii) in the case of material breaches that cannot be cured within thirty (30) days, the Participating State does not, within the thirty (30) day notice period, notify the Contractor of its intent to cure and begin with due diligence to cure the material breach.

3. Notwithstanding the foregoing, this Agreement may be terminated immediately upon written notice to the Contractor (i) if the Contractor becomes unable to provide the Goods or perform the Services contracted for, as determined by the Participating State; (ii) if, during the term of this Agreement, the Contractor is suspended or debarred by the New Mexico State Purchasing Agent; or (iii) the Agreement is terminated pursuant to the Appropriations Clause of this Agreement.

C. Liability. Except as otherwise expressly allowed or provided under this Agreement, the Participating State's sole liability upon termination shall be to pay for acceptable work performed prior to the Contractor's receipt or issuance of a notice of termination; provided, however, that a notice of termination shall not nullify or otherwise affect either Party's liability for pre-termination defaults under or breaches of this Agreement. The Contractor shall submit an invoice for such work within thirty (30) days of receiving or sending the notice of termination. THIS PROVISION IS NOT EXCLUSIVE AND DOES NOT WAIVE THE PARTICIPATING STATE'S OTHER LEGAL RIGHTS AND REMEDIES CAUSED BY THE CONTRACTOR'S DEFAULT/BREACH OF THIS AGREEMENT.

10. Appropriations:

The terms of this Agreement are contingent upon sufficient appropriations and authorization being made by the Legislature of New Mexico for the performance of this Agreement. If sufficient appropriations and authorization are not made by the Legislature, this Agreement shall terminate immediately upon written notice being given by the Participating State to the Contractor. The Participating State's decision as to whether sufficient appropriations are available shall be accepted by the Contractor and shall be final. If the Participating State proposes an amendment to the Agreement to unilaterally reduce funding, the

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Contractor shall have the option to terminate the Agreement or to agree to the reduced funding, within thirty (30) days of receipt of the proposed amendment.

11. Status of Contractor:

The Contractor and its agents and employees are independent contractors providing Goods and/or performing professional or general services for the Participating State and are not employees of the State of New Mexico. The Contractor and its agents and employees shall not accrue leave, retirement, insurance, bonding, use of state vehicles, or any other benefits afforded to employees of the State of New Mexico as a result of this Agreement. The Contractor acknowledges that all sums received hereunder are reportable by the Contractor for tax purposes, including without limitation, self-employment and business income tax. The Contractor agrees not to purport to bind the State of New Mexico unless the Contractor has express written authority to do so, and then only within the strict limits of that authority.

12. Conflict of Interest; Governmental Conduct Act:

A. The Contractor represents and warrants that it presently has no interest and, during the term of this Agreement, shall not acquire any interest, direct or indirect, which would conflict in any manner or degree with the performance or services required under the Agreement.

B. The Contractor further represents and warrants that it has complied with, and, during the term of this Agreement, will continue to comply with, and that this Agreement complies with all applicable provisions of the Governmental Conduct Act, Chapter 10, Article 16 NMSA 1978. Without in any way limiting the generality of the foregoing, the Contractor specifically represents and warrants that:

- 1) in accordance with NMSA 1978, § 10-16-4.3, the Contractor does not employ, has not employed, and will not employ during the term of this Agreement any Participating State employee while such employee was or is employed by the Participating State and participating directly or indirectly in the Participating State's contracting process;
- 2) this Agreement complies with NMSA 1978, § 10-16-7(A) because (i) the Contractor is not a public officer or employee of the Participating State; (ii) the Contractor is not a member of the family of a public officer or employee of the Participating State; (iii) the Contractor is not a business in which a public officer or employee or the family of a public officer or employee has a substantial interest; or (iv) if the Contractor is a public officer or employee of the Participating State, a member of the family of a public officer or employee of the Participating State, or a business in which a public officer or employee of the Participating State or the family of a public officer or employee of the Participating State has a substantial interest, public notice was given as required by NMSA 1978, § 10-16-7(A) and this Agreement was awarded pursuant to a competitive process;
- 3) in accordance with NMSA 1978, § 10-16-8(A), (i) the Contractor is not, and has not been represented by, a person who has been a public officer or employee of the Participating State within the preceding year and whose official act directly resulted in this Agreement and (ii) the Contractor is not, and has not been assisted in any way regarding this transaction by, a former public officer or employee of the Participating State whose official act, while in the Participating State's employment, directly resulted in the Participating State's making this Agreement;
- 4) this Agreement complies with NMSA 1978, § 10-16-9(A) because (i) the Contractor is not a legislator; (ii) the Contractor is not a member of a legislator's family; (iii) the Contractor is not a business in which a legislator or a legislator's family has a substantial interest; or (iv) if the Contractor is a legislator, a member of a legislator's family, or a business in which a legislator or

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a legislator's family has a substantial interest, disclosure has been made as required by NMSA 1978, § 10-16-7(A), this Agreement is not a sole source or small purchase contract, and this Agreement was awarded in accordance with the provisions of the Procurement Code;

5) in accordance with NMSA 1978, § 10-16-13, the Contractor has not directly participated in the preparation of specifications, qualifications or evaluation criteria for this Agreement or any procurement related to this Agreement; and

6) in accordance with NMSA 1978, § 10-16-3 and § 10-16-13.3, the Contractor has not contributed, and during the term of this Agreement shall not contribute, anything of value to a public officer or employee of the Participating State.

C. Contractor's representations and warranties in paragraphs A and B of this Clause are material representations of fact upon which the Participating State relied when this Agreement was entered into by the Parties. Contractor shall provide immediate written notice to the Participating State if, at any time during the term of this Agreement, Contractor learns that Contractor's representations and warranties in paragraphs A and B of this Clause were erroneous on the effective date of this Agreement or have become erroneous by reason of new or changed circumstances. If it is later determined that Contractor's representations and warranties in paragraphs A and B of this Clause were erroneous on the effective date of this Agreement or have become erroneous by reason of new or changed circumstances, in addition to other remedies available to the Participating State and notwithstanding anything in the Agreement to the contrary, the Participating State may immediately terminate the Agreement.

D. All terms defined in the Governmental Conduct Act have the same meaning in this Agreement.

13. Amendment:

A. This Agreement shall not be altered, changed or amended except by instrument in writing executed by the Parties hereto and all other required signatories.

B. If the Participating State proposes an amendment to the Agreement to unilaterally reduce funding due to budget or other considerations, the Contractor shall, within thirty (30) days of receipt of the proposed Amendment, have the option to terminate the Agreement, pursuant to the termination provisions as set forth in the Terminations Clause of this Agreement, or to agree to the reduced funding.

14. Merger:

This Agreement incorporates all the Agreements, covenants and understandings between the Parties hereto concerning the subject matter hereof, and all such covenants, Agreements and understandings have been merged into this written Agreement. No prior Agreement or understanding, oral or otherwise, of the Parties or their agents shall be valid or enforceable unless embodied in this Agreement.

15. Penalties for violation of law:

The Procurement Code, NMSA 1978 §§ 13-1-28 through 13-1-199, imposes civil and criminal penalties for violation of the statute. In addition, the New Mexico criminal statutes impose felony penalties for illegal acts, including bribes, gratuities and kickbacks.

16. Equal Opportunity Compliance:

The Contractor agrees to abide by all federal and state laws and rules and regulations, and executive orders of the Governor of the State of New Mexico, pertaining to equal employment opportunity. In

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accordance with all such laws of the State of New Mexico, the Contractor assures that no person in the United States shall, on the grounds of race, religion, color, national origin, ancestry, sex, age, physical or mental handicap, or serious medical condition, spousal affiliation, sexual orientation or gender identity, be excluded from employment with or participation in, be denied the benefits of, or be otherwise subjected to discrimination under any program or activity performed under this Agreement. If Contractor is found not to be in compliance with these requirements during the life of this Agreement, Contractor agrees to take appropriate steps to correct these deficiencies.

17. Workers Compensation:

The Contractor agrees to comply with the Participating State's laws and rules applicable to workers compensation benefits for its employees. If the Contractor fails to comply with the Workers Compensation Act and applicable rules when required to do so, this Agreement may be terminated by the Participating State.

18. Applicable Law:

The laws of the State of New Mexico shall govern this Agreement, without giving effect to its choice of law provisions. Venue shall be proper only in a New Mexico court of competent jurisdiction in accordance with NMSA 1978, § 38-3-1 (G). By execution of this Agreement, Contractor acknowledges and agrees to the jurisdiction of the courts of the State of New Mexico over any and all lawsuits arising under or out of any term of this Agreement.

19. Records and Financial Audit:

The Contractor shall maintain detailed time and expenditure records that indicate the date, time, nature and cost of services rendered during the Agreement's term and effect and retain them for a period of three (3) years from the date of final payment under this Agreement. The records shall be subject to inspection by the Participating State, including the New Mexico Department of Finance and Administration and the New Mexico State Auditor. The Participating State shall have the right to audit billings both before and after payment. Payment under this Agreement shall not foreclose the right of the Participating State to recover excessive or illegal payments.

20. Invalid Term or Condition:

If any term or condition of this Agreement shall be held invalid or unenforceable, the remainder of this Agreement shall not be affected and shall be valid and enforceable.

21. Enforcement of Agreement:

A Party's failure to require strict performance of any provision of this Agreement shall not waive or diminish that Party's right thereafter to demand strict compliance with that or any other provision. No waiver by a Party of any of its rights under this Agreement shall be effective unless express and in writing, and no effective waiver by a Party of any of its rights shall be effective to waive any other rights.

22. Non-Collusion:

In signing this Agreement, the Contractor certifies the Contractor has not, either directly or indirectly, entered into action in restraint of free competitive bidding in connection with this offer submitted to the Participating State.

23. Notices:

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Any notice required to be given to either Party by this Agreement shall be in writing and shall be delivered in person, by courier service or by U.S. mail, either first class or certified, return receipt requested, postage prepaid, as follows:

To the Participating State:

Name:	Mark Hayden, State Purchasing Director, State Purchasing Division
Address:	1100 St. Francis Dr., Room 2016, Santa Fe, NM 87505
Telephone:	(505) 827-0472
Email:	mark.hayden@state.nm.us

To the Contractor:

Name:	Zones, LLC
Address:	1102 15 th Street SW, Auburn, Washington, 98001
Telephone:	(310) 766-0124
Contact:	Imran Yunus
Email:	naspo@zones.com

24. Succession:

This Agreement shall extend to and be binding upon the successors and assigns of the Parties.

25. Headings:

Any and all headings herein are inserted only for convenience and ease of reference and are not to be considered in the construction or interpretation of any provision of this Agreement. Numbered or lettered provisions, sections and subsections contained herein, refer only to provisions, sections and subsections of this Agreement unless otherwise expressly stated.

26. Default/Breach:

In case of Default and/or Breach by the Contractor, for any reason whatsoever, the Purchasing Entity and the State of New Mexico may procure the Goods or Services from another source and hold the Contractor responsible for any resulting excess costs and/or damages, including but not limited to, direct damages, indirect damages, consequential damages, special damages and the Purchasing Entity and the State of New Mexico may also seek all other remedies under the terms of this Agreement and under law or equity.

27. Equitable Remedies:

Contractor acknowledges that its failure to comply with any provision of this Agreement will cause the Participating State irrevocable harm and that a remedy at law for such a failure would be an inadequate remedy for the Participating State, and the Contractor consents to the Participating State's obtaining from a court of competent jurisdiction, specific performance, or injunction, or any other equitable relief in order to enforce such compliance. Participating State's rights to obtain equitable relief pursuant to this Agreement shall be in addition to, and not in lieu of, any other remedy that the Participating State may have under applicable law, including, but not limited to, monetary damages.

28. New Mexico Employees Health Coverage:

A. If Contractor has, or grows to, six (6) or more employees who work, or who are expected to work, an average of at least 20 hours per week over a six (6) month period during the term of this Agreement, Contractor certifies, by signing this agreement, to have in place, and agree to maintain for the term of the

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Agreement, health insurance for those employees and offer that health insurance to those employees if the expected annual value in the aggregate of any and all contracts between Contractor and the Participating State exceed \$250,000 dollars.

B. Contractor agrees to maintain a record of the number of employees who have (a) accepted health insurance; (b) declined health insurance due to other health insurance coverage already in place; or (c) declined health insurance for other reasons. These records are subject to review and audit by a representative of the Participating State.

C. Contractor agrees to advise all employees of the availability of Participating State's publicly financed health care coverage programs by providing each employee with, as a minimum, the following web site link to additional information: <https://bewellnm.com>.

29. Indemnification:

The Contractor shall defend, indemnify and hold harmless the Purchasing Entity and the State of New Mexico from all actions, proceeding, claims, demands, costs, damages, attorneys' fees and all other liabilities and expenses of any kind from any source which may arise out of the performance of this Agreement, caused by the negligent act or failure to act of the Contractor, its officers, employees, servants, subcontractors or agents, resulting in injury or damage to persons or property during the time when the Contractor or any officer, agent, employee, servant or subcontractor thereof has or is performing services pursuant to this Agreement. In the event that any action, suit or proceeding related to the services performed by the Contractor or any officer, agent, employee, servant or subcontractor under this Agreement is brought against the Contractor, the Contractor shall, as soon as practicable but no later than two (2) days after it receives notice thereof, notify the legal counsel of the Participating State and the Risk Management Division of the New Mexico General Services Department by certified mail.

30. Default and Force Majeure:

The Purchasing Entity reserves the right to cancel all or any part of any Orders placed under this Agreement without cost to the Purchasing Entity, if the Contractor fails to meet the provisions of this Agreement and, except as otherwise provided herein, to hold the Contractor liable for any excess cost occasioned by the Participating State and/or the Purchasing Entity due to the Contractor's default. The Contractor shall not be liable for any excess costs if failure to perform the Order arises out of causes beyond the control and without the fault or negligence of the Contractor; such causes include, but are not restricted to, acts of God or the public enemy, acts of the State or Federal Government, fires, floods, epidemics, quarantine restrictions, strikes, freight embargoes, unusually severe weather and defaults of subcontractors due to any of the above, unless the Participating State shall determine that the supplies or services to be furnished by the subcontractor were obtainable from other sources in sufficient time to permit the Contractor to meet the required delivery scheduled. The rights and remedies of the Participating State provided in this Clause shall not be exclusive and are in addition to any other rights now being provided by law or under this Agreement.

31. Assignment:

The Contractor shall not assign or transfer any interest in this Agreement or assign any claims for money due or to become due under this Agreement without the prior written approval of the Participating State.

32. Subcontracting:

The Contractor shall not subcontract any portion of the services to be performed under this Agreement without the prior written approval of the Participating State. No such subcontract shall relieve the primary

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Contractor from its obligations and liabilities under this Agreement, nor shall any subcontract obligate direct payment from the Participating State.

33. Inspection of Plant:

The Participating State may inspect, at any reasonable time during Contractor's regular business hours and upon prior written notice, the Contractor's plant or place of business, or any subcontractor's plant or place of business, which is related to the performance of this Agreement.

34. Commercial Warranty:

The Contractor agrees that the Goods and/or Services furnished under this Agreement shall be covered by the most favorable commercial warranties the Contractor gives to any customer for such Goods and/or Services, and that the rights and remedies provided herein shall extend to the Participating State and are in addition to and do not limit any rights afforded to the Participating State by any other Clause of this Agreement or order. Contractor agrees not to disclaim warranties of fitness for a particular purpose or merchantability.

35. Condition of Proposed Items:

Where Goods are a part of this Agreement, all proposed items are to be NEW and of most current production, unless otherwise specified in the Participating Addendum.

36. Release:

Final payment of the amounts due under this Agreement shall operate as a release of the Participating State, its officers and employees and Procuring Entity from all liabilities, claims and obligations whatsoever arising from or under this Agreement.

37. Confidentiality:

Any Confidential Information provided to the Contractor by the Participating State or, developed by the Contractor based on information provided by the Participating State in the performance of this Agreement shall be kept confidential and shall not be made available to any individual or organization by the Contractor without the prior written approval of the Participating State. Upon termination of this Agreement, Contractor shall deliver all Confidential Information in its possession to the Participating State within thirty (30) Business Days of such termination. Contractor acknowledges that failure to deliver such Confidential Information to the Participating State will result in direct, special and incidental damages.

38. Contractor Personnel:

A. **Key Personnel.** Contractor's key personnel shall not be diverted from this Agreement without the prior written approval of the Participating State. Key personnel are those individuals considered by the Participating State to be mandatory to the work to be performed under this Agreement. Key personnel shall be:

NONE

B. **Personnel Changes.** Replacement of any personnel shall be made with personnel of equal ability, experience, and qualification and shall be approved by the Participating State. For all personnel, the Participating State reserves the right to require submission of their resumes prior to approval. If the

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number of Contractor's personnel assigned to the Agreement is reduced for any reason, Contractor shall, within ten (10) Business Days of the reduction, replace with the same or greater number of personnel with equal ability, experience, and qualifications, subject to the Participating State's approval. The Participating State, in its sole discretion, may approve additional time beyond the ten (10) Business Days for replacement of personnel. The Contractor shall include status reports of its efforts and progress in finding replacements and the effect of the absence of the personnel on the progress of the Agreement. The Contractor shall also make interim arrangements to assure that the Agreement progress is not affected by the loss of personnel. The Participating State reserves the right to require a change in Contractor's personnel if the assigned personnel are not, in the sole opinion of the Participating State, meeting the Participating State's expectations.

39. Incorporation by Reference and Precedence:

In the event of a dispute under this Agreement, applicable documents will be referred to for the purpose of clarification or for additional detail in the following order of precedence: (1) this Participating Addendum; (2) the Master Lease Agreement, if applicable; and (3) the NASPO ValuePoint Master Agreement.

40. Inspection:

If this Agreement is for the purchase of Goods, final inspection and acceptance shall be made at Destination. Goods rejected at Destination for non-conformance to specifications shall be removed at Contractor's risk and expense promptly after notice of rejection and shall not be allowable as billable items for payment.

41. Inspection of Services:

If this Agreement is for the purchase of services, the following terms shall apply.

- A. Services, as used in this Clause, include services performed, workmanship, and material furnished or utilized in the performance of services.
- B. The Contractor shall provide and maintain an inspection system acceptable to the Participating State covering the services under this Agreement. Complete records of all inspection work performed by the Contractor shall be maintained and made available to the Participating State during the term of performance of this Agreement and for as long thereafter as the Agreement requires.
- C. The Participating State has the right to inspect and test all services contemplated under this Agreement to the extent practicable at all times and places during the term of the Agreement. The Participating State shall perform inspections and tests in a manner that will not unduly delay or interfere with Contractor's performance.
- D. If the Participating State performs inspections or tests on the premises of the Contractor or a subcontractor, the Contractor shall furnish, and shall require subcontractors to furnish, at no increase in Agreement price, all reasonable facilities and assistance for the safe and convenient performance of such inspections or tests.
- E. If any part of the services do not conform with the requirements of this Agreement, the Participating State may require the Contractor to re-perform the services in conformity with the requirements of this Agreement at no increase in Agreement amount. When the defects in services cannot be corrected by re-performance, the Participating State may:
 - (1) require the Contractor to take necessary action(s) to ensure that future performance conforms to the requirements of this Agreement; and
 - (2) reduce the Agreement price to reflect the reduced value of the services performed.

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- F. If the Contractor fails to promptly re-perform the services or to take the necessary action(s) to ensure future performance in conformity with the requirements of this Agreement, the Participating State may:
- (1) by Agreement or otherwise, perform the services and charge to the Contractor any cost incurred by the Participating State that is directly related to the performance of such service; or
 - (2) terminate the Agreement for default.

THE PROVISIONS OF THIS CLAUSE ARE NOT EXCLUSIVE AND DO NOT WAIVE THE STATE'S OTHER LEGAL RIGHTS AND REMEDIES CAUSED BY THE CONTRACTOR'S DEFAULT/BREACH OF THIS AGREEMENT.

42. Insurance:

If the Services contemplated under this Agreement will be performed on or in Participating State facilities or property, Contractor shall maintain in force during the entire term of this Agreement, the following insurance coverage(s), naming the State of New Mexico, General Services Department or other party to this Agreement as additional insured.

- A. Workers Compensation (including accident and disease coverage) at the statutory limit. Employers liability: \$100,000.
- B. Comprehensive general liability (including endorsements providing broad form property damage, personal injury coverage and contractual assumption of liability for all liability the Contractor has assumed under this Agreement). Limits shall not be less than the following:
 - a. Bodily injury: \$1,000,000 per person /\$1,000,000 per occurrence.
 - b. Property damage or combined single limit coverage: \$1,000,000.
 - c. Automobile liability (including non-owned automobile coverage): \$1,000,000.
 - d. Umbrella: \$1,000,000.
- C. Contractor shall maintain the above insurance for the term of this Agreement and name the State of New Mexico, General Services Department or other party to this Agreement as an additional insured and provide for 30 days cancellation notice on any Certificate of Insurance form furnished by Contractor. Such certificate shall also specifically state the coverage provided under the policy is primary over any other valid and collectible insurance and provide a waiver of subrogation.

43. Arbitration:

Any controversy or claim arising between the Parties shall be settled by arbitration pursuant to NMSA 1978 § 44-7A-1 *et seq.*

44. New Mexico Administration Reporting:

All contracts and Purchase Orders arising out of this agreement shall be deemed to include an Administrative Fee assessment at the rate of **one percent (1.00 %)** for the gross total sales and other revenues (including commissions and fees charged). This assessment shall apply to all New Mexico state agencies and local public bodies. "Gross total sales" means any invoiced amount less any applicable state and local taxes. The Contractor agrees to provide a utilization report on all sales/or services and other revenues (including commissions charged) and fees to the agreement administrator in accordance with the following schedule:

Quarter:	Period Ending:	Report Due Date:
First	September 30	October 30
Second	December 31	January 31

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Third	March 31	April 30
Fourth	June 30	July 31

The sales report shall include the gross total sales and other revenues including commissions charged for the period subtotaled by Procuring Agency or local public body name. Even if the Contractor experiences zero sales during the quarter, a report shall still be submitted. Reports and Administrative Fee shall be due no later than thirty (30) days following the end of the quarter. Only submit one payment and one report for each quarter, do not combine payments or reports.

Sample Reports can be found at:

<http://www.generalservices.state.nm.us/statepurchasing/resourcesandinformation.aspx#Vendors>

Email completed reports to: GSD.QuarterlyUsageR@state.nm.us

For questions regarding the Administrative Fees and Quarterly Sales Reports contact the Compliance Officer Amber Sanchez at Amber.Sanchez2@state.nm.us or (505) 469-2679 or (505) 795-4512

45. **Fees:**

The Contractor agrees to remit an administrative reporting fee payable by check to the State Purchasing Division for an amount equal to **one percent (1.00 %)** of the total sales and other revenues, less interchange and merchant fees, derived from the New Mexico state agencies and local public bodies. The Contractor shall indicate the contract number **10-00000-20-00054AI** and include the remittance check with the quarterly sales report.

Remit Checks to: State Purchasing Division
 1100 St. Francis Drive, Room 2016
 PO Box 6850
 Santa Fe, NM 87505
 Attn: Compliance Officer

46. **Lease Agreements:**

Reserved

47. **Subcontractors:**

All Contactors, Authorized Dealers, and resellers authorized in the State of New Mexico, as shown on the dedicated Contractor (cooperative contract) website, are approved to provide sales and service support to participants in the NASPO ValuePoint Master Agreement. The Contractor's dealer participation will be in accordance with the terms and conditions set forth in this Participating Addendum and the aforementioned Master Agreement.

48. **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.

NASPO ValuePoint
PARTICIPATING ADDENDUM

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



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

PARTICIPATING ENTITY

CONTRACTOR

Signature: <i>Valerie Paulk</i> ☒ This is signed in behalf of the State Purchasing Agent	Signature:  jon bailey (Aug 16, 2022 18:40 PDT)
Name: Valerie Paulk	Name: Zones, LLC Jon Bailey
Title: State Purchasing Agent	Title: VP, Business and Legal Affairs
Date: 8/29/2022	Date: Aug 16, 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.

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: Please complete all GREEN, YELLOW, and ORANGE fields below. For the full set of line items included in this category, you may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e., you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. Proposals using one cost model will be evaluated against only those proposals using the same cost model. If awarded a contract, a vendor submitting pricing for both models may be permitted to offer products and services using both models, or may be permitted to offer products and services using only one model, depending on the outcome of the evaluation.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.

	PUBLISHERS	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Tier I Publishers (Key Itemized Publishers)		
1	ADOBE	1.60%	2.00%
2	CA TECHNOLOGIES	1.45%	2.00%
3	CISCO	2.00%	2.00%
4	COMMVAULT	2.00%	2.00%
5	IBM	2.00%	2.00%
6	RED HAT	2.00%	2.00%
7	SPLUNK	2.00%	2.00%
8	TABLEAU	2.00%	2.00%
9	VEEAM	2.00%	2.00%
10	VMWARE	1.75%	2.00%
	Tier II Publishers (Other Itemized Publishers)		
11	AUTODESK	2.00%	2.00%
12	BARRACUDA NETWORKS	1.45%	2.00%
13	BMC SOFTWARE	1.40%	2.00%
14	CHECK POINT SOFTWARE	2.00%	2.00%
15	CHERWELL	1.45%	2.00%
16	CITRIX	1.75%	2.00%
17	CHATSWORTH PRODUCTS (CPI)	1.40%	2.00%
18	CROWDSTRIKE	1.75%	2.00%
19	DELL	1.75%	2.00%
20	DELPHIX	1.75%	2.00%
21	DOCUSIGN	2.25%	2.00%
22	DYNATRACE	1.50%	2.00%
23	FORCEPOINT	1.50%	2.00%
24	FORTINET	1.75%	2.00%
25	GOOGLE	1.75%	2.00%
26	INFORMATICA	1.75%	2.00%
27	IVANTI	1.75%	2.00%
28	KNOWBE4	1.75%	2.00%
29	MCAFEЕ	2.00%	2.00%
30	MICRO FOCUS	1.75%	2.00%
31	MULESOFT	1.50%	2.00%
32	NETMOTION	1.75%	2.00%
33	OKTA	2.25%	2.00%
34	OPENTEXT	1.75%	2.00%
35	PROGRESS SOFTWARE	1.50%	2.00%
36	PROOFPOINT	2.00%	2.00%
37	QUEST SOFTWARE	1.75%	2.00%
38	RAPID7	1.50%	2.00%
39	RSA SECURITY	2.00%	2.00%
40	SALESFORCE	1.45%	2.00%

41	SAP	1.45%	2.00%
42	SOLARWINDS	2.00%	2.00%
43	SOPHOS	2.20%	2.00%
44	SPILLMAN	1.25%	2.00%
45	SYMANTEC	1.75%	2.00%
46	TENABLE	2.00%	2.00%
47	TREND MICRO	2.00%	2.00%
48	VARONIS	2.00%	2.00%
49	VERITAS	2.00%	2.00%
50	ZOHO	1.75%	2.00%
	Non-itemized Publishers		
51	All other publishers	2.50%	2.00%
		HOURLY RATE	
52	Reseller Services		
53	- Asset management	\$175.00	
54	- Solutions architect	\$175.00	
55	- Senior solutions architect	\$195.00	
56	- Program engagement manager	\$195.00	
57	- Project leader	\$195.00	
58	- Project manager	\$175.00	
59	- Senior project manager	\$195.00	
60	All other in-scope reseller services	\$195.00	

A	Average Tier I Publishers Markup/Discount:	1.88%	2.00%
B	Average Tier II Publishers Markup/Discount:	1.76%	2.00%
C	Non-itemized Publishers Markup/Discount:	2.50%	2.00%
D	Average Reseller Services Hourly Rate:	\$187.50	

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
OPTIONAL SERVICES COST PROPOSAL FORM FOR ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE

Use this tab **ONLY** if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: The offering of other services not included in the General Mandatory tab is OPTIONAL. Pricing provided in this tab will not be evaluated for purposes of awarding a master agreement, but states may consider this pricing when determining with which contractors to execute a participating addendum and which services to include. You may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both, but YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (*i.e.* , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet—including mathematical calculations—are complete and accurate.

OPTIONAL SERVICES		MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
Optional Discount- and/or Markup-based Services			
1	[Enter service here. Insert rows as necessary.]	5.75%	2.00%
2	[Enter service here. Insert rows as necessary.]	5.75%	2.00%
3	[Enter service here. Insert rows as necessary.]	5.75%	2.00%
4	[Enter service here. Insert rows as necessary.]	5.75%	2.00%
5	[Enter service here. Insert rows as necessary.]	5.75%	2.00%
		HOURLY RATE	
Optional Fixed Rate-based Services			
6	Service Technician	\$80.00	
7	Senior Service Technician	\$95.00	
8	Services Supervisor	\$125.00	
9	Service Engineer	\$190.00	
10	Senior Service Engineer	\$195.00	
11	Project Coordinator	\$95.00	
12	Project Manager	\$175.00	
13	Consultant Level I	\$195.00	
14	Consultant Level II	\$100.00	
15	Senior Consultant	\$175.00	
16	Inside Solutions Architect	\$225.00	
17	Solutions Architect	\$225.00	
18	Specialty Services/Publisher	\$225.00	

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR MICROSOFT ONLY

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: Please complete all GREEN, YELLOW, and ORANGE fields below. For the full set of line items included in this category, you may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e., you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. Proposals using one cost model will be evaluated against only those proposals using the same cost model. If awarded a contract, a vendor submitting pricing for both models may be permitted to offer products and services using both models, or may be permitted to offer products and services using only one model, depending on the outcome of the evaluation.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.

SUBCATEGORY		MAXIMUM MARKUP ON RESELLER'S INVOICED COST (may be negative if sold at loss)	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
Itemized Microsoft Offerings			
1	EMS E5	1.25%	2.00%
2	G1	1.25%	2.00%
3	G2	1.25%	2.00%
4	G3	1.25%	2.00%
5	G5	1.25%	2.00%
6	Govt E4	1.25%	2.00%
7	Advanced Threat Protection	1.25%	2.00%
8	Power BI	1.25%	2.00%
9	Exchange Online	1.25%	2.00%
10	Kiosk F3 Now	1.25%	2.00%
11	Dynamics	1.25%	2.00%
12	PowerApps	1.25%	2.00%
13	Project Online	1.25%	2.00%
14	Azure	1.25%	0.00%
All Other Microsoft Offerings			
15	SaaS	1.25%	2.00%
16	On-Premise	1.25%	2.00%
Resold In-scope Professional Services			
17	- Ongoing maintenance & support services not included in software license agreement	4.00%	0.00%
18	- Deployment services	4.00%	0.00%
19	- Architectural design services	4.00%	0.00%
20	- Training deployment services	4.00%	0.00%
21	All other resold in-scope professional services	4.00%	0.00%
		HOURLY RATE	
In-scope Reseller Services			
22	- Asset management	\$175.00	
23	- Solutions architect	\$175.00	
24	- Senior solutions architect	\$195.00	
25	- Program engagement manager	\$195.00	
26	- Project leader	\$195.00	
27	- Project manager	\$175.00	
28	- Senior project manager	\$195.00	
29	All other in-scope reseller services	\$195.00	
A	Average Itemized Offerings Markup/Discount:	1.25%	1.86%
B	Average Other Offerings Markup/Discount:	1.25%	2.00%
C	Average Resold In-scope Professional Services Markup/Discount:	4.00%	0.00%
D	Average In-scope Reseller Services Hourly Rate:	\$187.50	

NASPO OPTIONAL
Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a re tab. INSTRUCTIONS: The offering of other services not included in the Microsoft Mandatory tab is OPTIONAL. Pricing per participating addendum and which services to include. You may submit 1) a Maximum Markup on Reseller's Invoice not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half resellers are encouraged to submit pricing for both models if possible. NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility

OPTIONAL SERVICES

	Optional Discount- and/or Markup-based Services
1	Implementation Services Consultant Level 1; MST-MIS-001
2	Implementation Services Consultant Level 2; MST-MIS-002
3	Implementation Services Consultant Level 3; MST-MIS-003
4	Implementation Services Consultant Level 4; MST-MIS-004
5	Implementation Services Consultant Level 5; MST-MIS-005
6	Implementation Services Consultant Level 6; MST-MIS-006
	Optional Fixed Rate-based Services
6	Windows Server on Azure
7	Security & Management
8	Office 365 Migration Assistance (Mail, Teams, Sharepoint, OneDrive)
9	SAP on Azure
10	Linux on Azure
11	Datacenter Migration
12	Cloud Scale Analytics
13	Field Deployment Service

VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
AL SERVICES COST PROPOSAL FORM FOR MICROSOFT ONLY

Response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this

provided in this tab will not be evaluated for purposes of awarding a master agreement, but states may consider this pricing when determining with which contractors to execute a
and Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both, but YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS *i.e.* , you may
f). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and

ty of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate

	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
Assists with the implementation of innovative and enterprise-scale solutions. Demonstrates technical expertise around Microsoft solutions.	5.75%	2.00%
Implements innovative and enterprise-scale solutions. Demonstrates technical expertise around Microsoft architecture and solutions.	5.75%	2.00%
Serves as an escalation point for both the customer and delivery teams. Focuses on solution status and realized value, removing risks and blockers, and strategic planning. Monitors key performance indicators to ensure a healthy implementation engagements.	5.75%	2.00%
Manages or supports implementation of innovative and enterprise-scale solutions, demonstrating deep technical expertise and insights around Microsoft architecture and solutions. Engages with senior-level technical and business decision makers.	5.75%	2.00%
Leads implementation of innovative and enterprise-scale solutions, demonstrating deep technical expertise and insights around Microsoft architecture and solutions. Engages with senior-level technical and business decision makers.	5.75%	2.00%
Provides a deep understanding of infrastructure technologies, business drivers, emerging computing trends on implementation projects	5.75%	2.00%
	HOURLY RATE	
	\$195.00	
	\$195.00	
	\$195.00	
	\$225.00	
	\$225.00	
	\$225.00	
	\$200.00	
	\$225.00	

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
MANDATORY COST PROPOSAL FORM FOR ORACLE ONLY

Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab.

INSTRUCTIONS: Please complete all GREEN, YELLOW, and ORANGE fields below. For the full set of line items included in this category, you may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both. YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e., you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. Proposals using one cost model will be evaluated against only those proposals using the same cost model. If awarded a contract, a vendor submitting pricing for both models may be permitted to offer products and services using both models, or may be permitted to offer products and services using only one model, depending on the outcome of the evaluation.

NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.

SUBCATEGORY		MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
Oracle Offerings			
1	SaaS	2.20%	5.00%
2	On-Premise	2.20%	5.00%
Resold In-scope Professional Services			
3	- Ongoing maintenance & support services not included in software license agreement	2.20%	5.00%
4	- Deployment services	2.20%	5.00%
5	- Architectural design services	2.20%	5.00%
6	- Training deployment services	2.20%	5.00%
7	All other resold in-scope professional services	2.20%	5.00%
		HOURLY RATE	
In-scope Reseller Services			
8	- Asset management	\$175.00	
9	- Solutions architect	\$175.00	
10	- Senior solutions architect	\$195.00	
11	- Program engagement manager	\$195.00	
12	- Project leader	\$195.00	
13	- Project manager	\$175.00	
14	- Senior project manager	\$195.00	
15	All other in-scope reseller services	\$195.00	
A	Average Offerings Markup/Discount:	2.20%	5.00%
B	Average Resold In-scope Professional Services Markup/Discount:	2.20%	5.00%
C	Average In-scope Reseller Services Hourly Rate:	\$187.50	

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR) STATE OF ARIZONA SOLICITATION #BPM002338 OPTIONAL SERVICES COST PROPOSAL FORM FOR ORACLE ONLY Use this tab ONLY if you wish to be considered for a contract award in this category AND if you have submitted a response to all questions and criteria related to this category in your proposal. Evaluation shall be based on the AVERAGE OF ALL PERCENTAGES listed for each pricing model in this tab. INSTRUCTIONS: The offering of other services not included in the Oracle Mandatory tab is OPTIONAL. Pricing provided in this tab will not be evaluated for purposes of awarding a master agreement, but states may consider this pricing when determining with which contractors to execute a participating addendum and which services to include. You may submit 1) a Maximum Markup on Reseller's Invoiced Cost, 2) a Minimum Discount Off Manufacturer's Suggested Retail Price (MSRP), or 3) both, but YOU MUST BE CONSISTENT IN YOUR USE OF PRICING MODELS (i.e. , you may not submit a Maximum Markup for half of the line items in this category and a Minimum Discount for the other half). As some Purchasing Entities can only use certain types of pricing models, submitting pricing for only one model may prevent you from doing business with certain entities, and resellers are encouraged to submit pricing for both models if possible. NOTE: Any formulas entered into this form have been entered as a COURTESY ONLY, and it is solely the responsibility of each Offeror to ensure that all information entered into this spreadsheet--including mathematical calculations--are complete and accurate.
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OPTIONAL SERVICES		MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Optional Discount- and/or Markup-based Services		
1	Time and Materials Services: Advanced Support Engineer	5.50%	2.00%
2	Time and Materials Services: Technical Account Manager	5.50%	2.00%
3	Sr. Architect	5.50%	2.00%
4	Enterprise Architect	5.50%	2.00%
5	Program Manager	5.50%	2.00%
6	Inside Project Manager	5.50%	2.00%
7	All other in-scope Oracle Services	5.50%	2.00%
		HOURLY RATE	
	Optional Fixed Rate-based Services		
6	Enterprise Resource Management health checks	\$200.00	
7	Oracle Hardware configuration, design, and performance	\$250.00	
8	Engineered systems Proof of Concept	\$250.00	
9	Project Management, service delivery, and application integration	\$195.00	
10	Database design and administration	\$275.00	
11	Hardware implementation, performance, capacity	\$250.00	

Certificate Of Completion

Envelope Id: C0E4D156D8964B44A62332E0E03DF552	Status: Completed
Subject: Please DocuSign: 10-00000-20-00054AI Software VAR PA	
Source Envelope:	
Document Pages: 22	Signatures: 1
Certificate Pages: 5	Initials: 2
AutoNav: Enabled	Envelope Originator:
Enveloped Stamping: Enabled	Vanessa LeBlanc
Time Zone: (UTC-07:00) Mountain Time (US & Canada)	13 Bataan Blvd
	Santa Fe, NM 87508
	Vanessa.LeBlanc@state.nm.us
	IP Address: 98.60.102.6

Record Tracking

Status: Original	Holder: Vanessa LeBlanc	Location: DocuSign
8/29/2022 7:09:32 AM	Vanessa.LeBlanc@state.nm.us	
Security Appliance Status: Connected	Pool: StateLocal	
Storage Appliance Status: Connected	Pool: GSD	Location: DocuSign

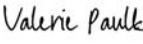
Signer Events

Signer Events	Signature	Timestamp
Travis Dutton- Leyda		Sent: 8/29/2022 7:12:40 AM
Travis.Dutton-Leyda@state.nm.us		Viewed: 8/29/2022 7:56:44 AM
IT & Construction Bureau Chief		Signed: 8/29/2022 7:57:10 AM
New Mexico General Services, State Purchasing Division	Signature Adoption: Pre-selected Style	
Security Level: Email, Account Authentication (None)	Using IP Address: 73.26.88.117	

Electronic Record and Signature Disclosure:
Not Offered via DocuSign

Vanessa LeBlanc		Sent: 8/29/2022 7:57:11 AM
vanessa.leblanc@state.nm.us		Viewed: 8/29/2022 7:57:40 AM
New Mexico General Services		Signed: 8/29/2022 7:57:42 AM
Security Level: Email, Account Authentication (None)	Signature Adoption: Pre-selected Style	
	Using IP Address: 98.60.102.6	

Electronic Record and Signature Disclosure:
Accepted: 6/2/2020 7:02:26 AM
ID: 174ce339-a45c-4eb9-8489-b3f5ced3d8e4

Valerie Paulk		Sent: 8/29/2022 7:57:44 AM
valerie.paulk@state.nm.us		Viewed: 8/29/2022 8:24:24 AM
Signed of Behalf of State Purchasing Agent		Signed: 8/29/2022 8:24:47 AM
New Mexico General Services	Signature Adoption: Pre-selected Style	
Signing Group: 35000 - State Purchasing Agent	Using IP Address: 67.0.254.210	
Security Level: Email, Account Authentication (None)	Signed using mobile	

Electronic Record and Signature Disclosure:
Accepted: 5/29/2020 9:40:59 AM
ID: f12ca6d0-7cba-4de4-b58f-8180244887ff

In Person Signer Events	Signature	Timestamp
Editor Delivery Events	Status	Timestamp
Agent Delivery Events	Status	Timestamp
Intermediary Delivery Events	Status	Timestamp

Certified Delivery Events	Status	Timestamp
Carbon Copy Events	Status	Timestamp
Witness Events	Signature	Timestamp
Notary Events	Signature	Timestamp
Envelope Summary Events	Status	Timestamps
Envelope Sent	Hashed/Encrypted	8/29/2022 7:12:40 AM
Certified Delivered	Security Checked	8/29/2022 8:24:24 AM
Signing Complete	Security Checked	8/29/2022 8:24:47 AM
Completed	Security Checked	8/29/2022 8:24:47 AM
Payment Events	Status	Timestamps
Electronic Record and Signature Disclosure		

ELECTRONIC RECORD AND SIGNATURE DISCLOSURE

A. ELECTRONIC RECORD AND SIGNATURE DISCLOSURE (ERSD)

From time to time, New Mexico General Services Department (GSD), on behalf of the State of New Mexico (SONM), may be required by law to provide you with certain written notices or disclosures. Stated below are the terms and conditions for GSD's providing you such notices and disclosures electronically through the DocuSign system. Please read this information carefully. If you are able to access this information electronically and agree to **this Electronic Record and Signature Disclosure (ERSD)**, please confirm your agreement by selecting the check-box next to "I agree to use electronic records and signatures" before clicking "CONTINUE" within the DocuSign system.

B. Obtaining paper copies

At any time up to twenty (20) calendar days following your use of DocuSign to electronically sign a document, you may request a paper copy of any record provided or made available electronically to you by GSD. You will have the ability to download and print documents SONM sends you through the DocuSign system during and immediately after the signing session and, if you elect to create a DocuSign account, you may access the documents for a twenty (20) calendar day period after such documents are first sent to you. Following the twenty (20) day period, if you want GSD to send you paper copies of any such documents from GSD's office, you will be charged a \$1.00 per-page fee plus postage. You may request delivery of such paper copies from GSD by following the procedure stated in Section H, below.

C. Withdrawing your consent

If you decide to receive notices and disclosures from GSD electronically, you may at any time change your mind and inform GSD you want to receive required notices and disclosures only in paper format. The procedure concerning how you may inform GSD of your decision to receive future notices and disclosures in paper format as well as withdraw your consent to receive notices and disclosures electronically is stated in Section D, immediately below.

D. Consequences of changing your mind

If you elect to receive required notices and disclosures only in paper format, it will slow the speed with which GSD will be able to complete certain steps in specific transactions and deliver paper copies to you. GSD will need: (1) to send the required notices or disclosures to you in paper format; and (2) wait until GSD receives your acknowledgment of your receipt of such paper notices or disclosures. Further, you will no longer be able to use the DocuSign system to receive required notices and consents electronically from SONM or to electronically sign documents generated and sent to you from SONM.

E. All notices and disclosures will be sent to you electronically

Unless you inform GSD otherwise according to these procedures, GSD will electronically provide you through the DocuSign system all required notices, disclosures, authorizations, acknowledgements and other documents that are required to be provided or made available to you during the course of your electronic signature relationship with SONM. To reduce the possibility of inadvertent non-receipt, GSD prefers to provide all required notices and disclosures by the same method and to the same email or physical address that you furnish to GSD. Thus, you may receive the disclosures and notices electronically or in paper form. If you do not agree with this procedure, please inform GSD according to the procedures stated in Section I, below. Please also refer to Section D, immediately above, which states the consequences resulting from your declination of electronic delivery of notices and disclosures.

F. How to contact GSD:

You may inform General Services Department (GSD) of any changes you select regarding State Purchasing Division's (SPD) electronic communications with you, to request paper copies of certain information from SPD, and to withdraw your prior consent to receive notices and disclosures electronically by emailing your request(s) to SPD at: GSD.SPDinfo@state.nm.us

G. To advise SPD of your new email address

To inform SPD of a change in the email address to which SPD sends you notices and disclosures electronically, you must send an email to SPD at GSD.SPDinfo@state.nm.us and in the body of such request you must include your previous and new email addresses.

H. To request paper copies from SPD

To request delivery of paper copies of electronic notices and disclosures that DocuSign and/or SPD have previously provided to you, you must send an email to SPD at GSD.SPDinfo@state.nm.us and in the body of your email request state your email address, full name, mailing address, and telephone number. SPD will charge you a \$1.00 per page copy fee plus postage.

I. To withdraw your consent with SPD

To inform SPD that you no longer wish to receive notices and disclosures in electronic format you may:

(1) Decline to sign a document from within a signing session, and on the subsequent page, select the check-box indicating you wish to withdraw your consent, or you may:

(2) Send SPD an email to GSD.SPDinfo@state.nm.us and in the body of your request state your email address, full name, mailing address, and telephone number.

J. Required hardware and software

The minimum system requirements for using the DocuSign system may change over time. The current DocuSign system requirements may be found at:

<https://support.docusign.com/guides/signer-guide-signing-system-requirements>

K. Acknowledging your access and consent to receive and sign documents electronically

To confirm that you are able to electronically access the information contained in this Electronic Record and Signature Disclosure (ERSD), please confirm that you have: (1) read this ERSD, and either: (2) you are able to print on paper or electronically save this ERSD for your future reference and access; or (3) you are able to email this ERSD to an email address where you will be able to print this ERSD on paper and/or save this ERSD for your future reference and access. Further, if you consent to receiving notices and disclosures from DocuSign and/or SPD exclusively in electronic format, then select the check-box next to “I agree to use electronic records and signatures,” before you click “CONTINUE” within the DocuSign system.

By selecting the check-box next to “I agree to use electronic records and signatures,” you confirm that:

- You have read this Electronic Record and Signature Disclosure (ERSD); and
- You can print this ERSD on paper, or you can save and/ or send this ERSD to a location where you can print this ERSD, for your future reference and access; and
- Until or unless you notify SPD as stated in this ERSD, you consent to exclusively receive through electronic means all notices, disclosures, authorizations, acknowledgements, and other documents that are required to be provided or made available to you by SPD during the course of your electronic signature relationship with SPD.