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PARTICIPATING ADDENDUM

For

Master Agreement Number:	**CTR060028**
State of Nevada Agreement Number	**99SWC-NV23-12771**
Lead Agency:	**State of Arizona (NASPO ValuePoint)**
Title:	**Software Value Added Reseller (SVAR)**

Participating Entity:	**State of Nevada, Department of Administration, Purchasing Division**
Address:	**515 E Musser St, Ste 300**
City, State, Zip Code:	**Carson City, NV 89701**
Contact:	**Marti Marsh**
Phone:	**(775) 684-0180**
Email:	**mmarsh@admin.nv.gov**

Contractor:	**SHI International Corp.**
Address:	**290 Davidson Ave.**
City, State, Zip Code:	**Somerset, NJ 08873**
Contact:	**Nicole Rasky**
Phone:	**888-711-2613**
Email:	NASPO_SVAR@shi.com

WHEREAS, NRS 333.475 authorizes the Administrator to contract pursuant to solicitation for bid or proposal by other governmental entities for the purchase of supplies materials, equipment and services; and

WHEREAS, it is deemed that the supplies, materials, equipment, and services of the Contractor are both necessary and in the best interest of the State of Nevada.

NOW, THEREFORE, in consideration of the aforesaid premises, the parties mutually agree as follows:

1. **SCOPE.** This Participating Addendum (PA) covers the software and services included in the Master Agreement from the Lead Agency listed above, except for services requiring a contractor's license. This PA is supplemental to the terms of the Master Agreement, as amended. Any conflict between the terms of the Master Agreement and the terms of this PA shall be governed by the terms of this PA. Those terms not otherwise in conflict shall continue in full force and effect.

1.1. PRICING. The maximum markupon reseller invoiced cost and hourly rates, including general software, and Microsoft software, *SHI International Corp. ValuePoint Software Value-Added Reseller (SVAR) State of Arizona Contract #CTR06008* are incorporated as *Attachment A, shall now replace price list from MPA,* and shall apply to all purchases under the PA.

1.2. OUT OF SCOPE. Non-Software as a Service (SaaS) cloud computing products such as Infrastructure as a Service (IaaS), Platform as a Service (PaaS) and software managed by service provider are out of scope for this agreement. IaaS shall be allowable only as an incidental product when (1) SaaS is the primary and predominate title being purchased, and (2) limited and incidental licensing of publisher IaaS is essential to successful and efficient implementation and or deployment of SaaS software.

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2. **TERM.** The term of this PA shall begin on the date of last signature below. The term shall continue for a period ending on the Termination Date of the Master Agreement, as amended, or when this PA is terminated in accordance with the Master Agreement, whichever shall occur first.

3. **PARTICIPATION.** The benefits of this PA shall be extended to the governmental entities in Nevada listed below. The State is not liable for the obligations of any non-executive branch government entity which joins or uses this or any contract resulting from this PA.

3.1. STATE EXECUTIVE BRANCH AGENCIES. All state "Using Agencies", as defined by NRS 333.020(10), are authorized users of the contract in accordance with NRS 333.150.

3.2. LEGISLATIVE, AND JUDICIAL DEPARTMENTS AND CIVIL AIR PATROL. Any agency, bureau, commission or officer of the Legislative Department or the Judicial Department of the Nevada State Government or the Nevada Wing of the Civil Air Patrol or any squadron thereof are authorized users of this contract in accordance with NRS 333.469.

3.3. NEVADA SYSTEM OF HIGHER EDUCATION, LOCAL GOVERNMENTS AND DISTRICTS. The Nevada System of Higher Education, local governments as defined in NRS 354.474, conservation districts and irrigation districts in the State of Nevada are authorized users of this contract in accordance with NRS 333.470.

4. ADMINISTRATIVE FEE

4.1. Contractor shall pay a quarterly administrative fee payable to "State of Nevada Purchasing Division." Administrative fee is one percent (1%) and applies to all payments (net of returns, credits, or adjustments) received by Contractor and any resellers, distributors, partners, or agents for all products and services provided under the contract during a quarter, beginning the date of execution of this contract.

4.2. All administrative fee payments shall include the contract number on required documents. If submitting an administrative fee payment for more than one contract, a separate payment and associated documents shall be submitted by Contractor for each contract.

4.3. The State will not issue an invoice for administrative fee owed to the State. Contractor is responsible for payment of administrative fee with no prompting from the State. Contractor shall pay quarterly administrative fee within forty-five (45) calendar days of quarter end in accordance with *Fee Payment and Report Schedule.*

4.4. STATEWIDE CONTRACT QUARTERLY ADMINISTRATIVE FEE REPORT

4.4.1 Contractor shall complete and submit a Statewide Contract Quarterly Administrative Fee Report. The report shall identify total payments (minus returns and credits) received by Contractor from state agencies, the university and community college system, the Legislative Counsel Bureau, political subdivisions, and other authorized entities that were made pursuant to the contract in the reporting period.

4.4.2 The template for required Statewide Contract Quarterly Administrative Fee Report is available on the Purchasing Division website http://purchasing.nv.gov/vendors/DBINV/. Reports must be submitted via email to NVQtlyReport@admin.nv.gov in accordance with *Fee Payment and Report Schedule.*

4.5. STATEWIDE CONTRACT QUARTERLY USAGE REPORT

4.5.1 Contractor shall complete and submit a Statewide Contract Quarterly Usage Report, to include at a minimum itemized data elements listed below.

4.5.2 The template for required Statewide Contract Quarterly Usage Report is available via a link on the Statewide Contract Quarterly Administrative Fee Report which is available on the Purchasing Division website http://purchasing.nv.gov/vendors/DBINV/. Reports must be submitted via email to NVQtlyReport@admin.nv.gov in accordance with *Fee Payment and Report Schedule.*

4.5.3 Data Elements

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A. Customer Name. Name of entity making the purchase—if customer has multiple locations, please use primary entity name.
B. Customer Type. Indicate type of entity making the purchase.

1. S=State Executive Branch Agency
2. E=University and Community College
3. P=Political Subdivision
4. O=Other Entity

C. Authorization Number. Purchase Order Number provided by customer to authorize a purchase. If purchase was made with a credit card enter "P-Card."
D. Purchase Description. Description of the product(s) or service(s) purchased.
E. Quantity. Quantities (excluding returns) of product(s) delivered—enter a quantity of one (1) for service(s).
F. Unit Price. Unit price charged (excluding credits) for product or service purchased.
G. Total Cost. Extended cost of purchase line—quantity delivered x unit price charged.

4.6. FEE PAYMENT AND REPORT SCHEDULE. Contractor shall pay administrative fee quarterly, if owed, and submit a Statewide Contract Quarterly Administrative Fee Report and Statewide Contract Quarterly Usage Report, even if no payments are made in a quarter, in accordance with the following schedule.

Period End	**Report Due**
September 30	November 14
December 31	February 14
March 31	May 15
June 30	August 14

4.7. REPORT MODIFICATIONS. The State reserves the right to modify requested format and contents of reports by providing thirty (30) calendar days written notice to Contractor. The State may unilaterally amend the contract, with (30) calendar days written notice to Contractor, to change timing for submission of reports. Contractor understands and agrees that if such an amendment is issued by the State, Contractor shall comply with all contract terms, as amended.

4.8. TIMELY REPORTS AND FEES. If administrative fee is not paid and quarterly reports are not received within forty-five (45) calendar days of quarter end, then Contractor will be in material breach of this contract.

5. **ORDERS.** Any Order placed by a Participating Entity or Purchasing Entity for a Product and/or Service available from this PA shall be deemed to be a sale under (and governed by the prices 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 such Order. The Master Agreement number and the State Contract Number must appear on every Quote/Purchase Order placed under this Participating Addendum.

6. **REQUISITIONS.** Orders for Nevada State executive branch agencies as defined in Section 3.1 will be processed by and through the Nevada Purchasing Division and a purchase order issued. Invoices and all correspondence related to an individual order will reflect the shipping address, billing address, and number on the purchase order issued by the State unless otherwise authorized in writing by Nevada State Purchasing. Other entities as defined in Section 3.2 and 3.3 can purchase directly and be billed by vendor.

7. **LICENSE CONFIRMATIONS.** Reseller shall provide certified licensing confirmation certificates for all software licenses or written confirmation showing "proof of license" to the Publisher. Proof of license shall be an electronic file or hardcopy document. Reseller will retain an electronic record of the State of Nevada's "proof of licenses" and provide copies to the State as requested.

8. **PRODUCT RETURNS.** Unopened software can be returned with no restocking fee up to 30 days from date of receipt, if allowed by the software publisher. If the software publisher has a shorter timeframe for returns or requires a restocking fee, this must be stated on the quote. If the information is not provided to the Purchasing Entity by the reseller, reseller is responsible for the restocking fee. If delivered software is defective, or if the incorrect product was delivered, the reseller must agree to accept returns. If delivered software is defective, the reseller is responsible for return shipping and packaging costs and for restocking charges if applicable. Any defective or incorrectly delivered media will be replaced by overnight delivery at the reseller's expense if requested by the State of Nevada

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or Purchasing Entity. If overnight delivery is not requested, all replacement products must be received by the State of Nevada or Purchasing Entity within seven (7) days of initial notification.

9. **SERVICES.** All professional services, excluding warranty and break/fix support, requested by Nevada State executive branch agencies as defined in Section 3.1 will require the execution of a Service Agreement per NRS 333, NAC 333 and SAM 0300. Other entities as defined in Section 3.2 and 3.3 can purchase professional services directly and be billed by vendor. Pursuant to NRS 333.480(2), Services requiring a contractor's license issued pursuant to chapter 624 of NRS are not authorized under this agreement.

10. **SUBCONTRACTORS.** All contractors, dealers, resellers, distributors, and partners as shown on the dedicated Contractor cooperative contract website are approved to provide sales and service support to participants of this agreement. Contractor's dealer participation will be in accordance with the terms and conditions set forth in the Master Agreement and this Participating Addendum.

11. **BUSINESS LICENSE.** Pursuant to NRS 353.007 any contractor, dealer, reseller, distributor, partner, or person performing work under this agreement must hold a State business license pursuant to chapter 76 of NRS unless exempted pursuant to NRS 76.100(7)(b).

12. **NEVADA LAW AND STATE INDEMNITY.** Pursuant to NRS 333.339 any contract that is entered into may not: (1) Require the filing of any action or the arbitration of any dispute that arises from the contract to be instituted or heard in another state or nation; or (2) Require the State to indemnify another party against liability for damages.

13. **GOVERNING LAW.** This PA will be governed by the state laws of Nevada, without regard to conflicts of laws rules. Any litigation will be brought exclusively in a federal or state court located in Carson City, Nevada, and the Parties consent to the jurisdiction of the federal and state courts located therein, submit to the jurisdiction thereof and waive the right to change venue. The Parties further consent to the exercise of personal jurisdiction by any such court with respect to any such proceeding.

14. **ENTIRE AGREEMENT.** This Participating Addendum and the Master Agreement (including all amendments and attachments thereto) constitute the entire agreement between the parties concerning the subject matter of this Participating Addendum and replaces any prior oral or written communications between the parties, all of which are excluded. There are no conditions, understandings, agreements, representations or warranties, expressed or implied, that are not specified herein. This Participating Addendum may be modified only by a written document executed by the parties hereto.

IN WITNESS WHEREOF, the parties have executed this Addendum as of the date of execution by both parties below.

Participating Entity: **State of Nevada**	Contractor:
By: Gideon Davis, Purchasing Officer 3 for	DocuSigned by: Christina Termyna B680C05486C2436...
Name: **Kevin D. Doty**	Name: Christina Termyna
Title: **Administrator**	Title: Senior Lead Contracts Specialist
Date: 9/30/2022	Date: 9/29/2022

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	3.00%	1.00%
2	CA TECHNOLOGIES	2.50%	1.00%
3	CISCO	3.50%	10.00%
4	COMMVAULT	3.00%	5.00%
5	IBM	2.50%	0.00%
6	RED HAT	3.50%	0.00%
7	SPLUNK	3.50%	1.00%
8	TABLEAU	3.50%	0.00%
9	VEEAM	3.00%	1.00%
10	VMWARE	3.50%	5.00%
	Tier II Publishers (Other Itemized Publishers)		
11	AUTODESK	3.00%	1.00%
12	BARRACUDA NETWORKS	2.00%	1.00%
13	BMC SOFTWARE	3.50%	1.00%
14	CHECK POINT SOFTWARE	4.50%	5.00%
15	CHERWELL	2.00%	1.00%
16	CITRIX	4.50%	1.00%
17	CHATSWORTH PRODUCTS (CPI)	2.00%	5.00%
18	CROWDSTRIKE	4.50%	1.00%
19	DELL	3.50%	5.00%
20	DELPHIX	2.00%	5.00%
21	DOCUSIGN	4.50%	1.00%
22	DYNATRACE	3.50%	1.00%
23	FORCEPOINT	3.00%	5.00%
24	FORTINET	4.50%	1.00%
25	GOOGLE	4.00%	1.00%
26	INFORMATICA	3.50%	1.00%
27	IVANTI	3.50%	5.00%
28	KNOWBE4	3.50%	1.00%
29	MCAFEE	3.50%	5.00%
30	MICRO FOCUS	3.50%	0.00%
31	MULESOFT	2.00%	5.00%
32	NETMOTION	3.50%	1.00%
33	OKTA	3.50%	0.00%
34	OPENTEXT	3.50%	1.00%
35	PROGRESS SOFTWARE	2.00%	5.00%
36	PROOFPOINT	4.50%	5.00%
37	QUEST SOFTWARE	3.50%	5.00%
38	RAPID7	3.50%	1.00%
39	RSA SECURITY	3.00%	1.00%
40	SALESFORCE	4.50%	0.00%
41	SAP	3.50%	5.00%

42	SOLARWINDS	3.50%	5.00%
43	SOPHOS	4.00%	5.00%
44	SPILLMAN	2.00%	5.00%
45	SYMANTEC	3.50%	10.00%
46	TENABLE	3.50%	1.00%
47	TREND MICRO	3.50%	1.00%
48	VARONIS	3.50%	1.00%
49	VERITAS	3.50%	0.00%
50	ZOHO	3.50%	0.00%
	Non-itemized Publishers		
51	All other publishers	6.00%	0.00%
		HOURLY RATE	
52	**Reseller Services**		
53	- Asset management	$300.00	
54	- Solutions architect	$225.00	
55	- Senior solutions architect	$250.00	
56	- Program engagement manager	$125.00	
57	- Project leader	$125.00	
58	- Project manager	$125.00	
59	- Senior project manager	$175.00	
60	All other in-scope reseller services	$300.00	

A	**Average Tier I Publishers Markup/Discount:**	**3.15%**	**2.40%**
B	**Average Tier II Publishers Markup/Discount:**	**3.40%**	**2.60%**
C	**Non-itemized Publishers Markup/Discount**	**6.00%**	**0.00%**
D	**Average Reseller Services Hourly Rate:**	**$203.13**	

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.

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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	Publisher provided Services	20.00%	0.00%
2	Other 3rd party provided services	20.00%	0.00%
3	Other SHI provided services	20.00%	0.00%
4	[Enter service here. Insert rows as necessary.]		
5	[Enter service here. Insert rows as necessary.]		
		HOURLY RATE	
	Optional Fixed Rate-based Services		
6	[Enter service here. Insert rows as necessary.]	$0.00	
7	[Enter service here. Insert rows as necessary.]	$0.00	
8	[Enter service here. Insert rows as necessary.]	$0.00	
9	[Enter service here. Insert rows as necessary.]	$0.00	
10	[Enter service here. Insert rows as necessary.]	$0.00	

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.

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	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	1.00%	15.00%
2	G1	1.00%	15.00%
3	G2	1.00%	20.00%
4	G3	1.00%	15.00%
5	G5	1.00%	15.00%
6	Govt E4	1.00%	20.00%
7	Advanced Threat Protection	1.00%	15.00%
8	Power BI	1.00%	15.00%
9	Exchange Online	1.00%	15.00%
10	Kiosk F3 Now	1.00%	15.00%
11	Dynamics	1.00%	15.00%
12	PowerApps	1.00%	15.00%
13	Project Online	1.00%	15.00%
14	Azure	2.00%	10.00%
	All Other Microsoft Offerings		
15	SaaS*	1.00%	12.00%
16	On-Premise*	1.00%	16.50%
	Resold In-scope Professional Services		
17	- Ongoing maintenance & support services not included in software license agreement	1.00%	20.00%
18	- Deployment services	1.00%	20.00%
19	- Architectural design services	1.00%	20.00%
20	- Training deployment services	1.00%	20.00%
21	All other resold in-scope professional services	1.00%	20.00%
		HOURLY RATE	
	In-scope Reseller Services		
22	- Asset management	$300.00	
23	- Solutions architect	$225.00	
24	- Senior solutions architect	$250.00	
25	- Program engagement manager	$125.00	
26	- Project leader	$125.00	
27	- Project manager	$125.00	
28	- Senior project manager	$175.00	
29	All other in-scope reseller services	$300.00	

A	**Average Itemized Offerings Markup/Discount:**	**1.07%**	**15.36%**
B	**Average Other Offerings Markup/Discount:**	**1.00%**	**14.25%**
C	**Average Resold In-scope Professional Services Markup/Discount:**	**1.00%**	**20.00%**
D	**Average In-scope Reseller Services Hourly Rate:**	**$203.13**	

***Pricing represented is for Gov agreements, EES agreements will receive 5% discount**

NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)
STATE OF ARIZONA SOLICITATION #BPM002338
OPTIONAL SERVICES 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: The offering of other services not included in the Microsoft 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	Microsoft provided Services	20.00%	0.00%
2	Other 3rd party provided services	20.00%	0.00%
3	Other SHI provided services	20.00%	0.00%
4	Microsoft Premier Support Agreement	5.00%	0.00%
5	[Enter service here. Insert rows as necessary.]		
		HOURLY RATE	
	Optional Fixed Rate-based Services		
6	[Enter service here. Insert rows as necessary.]	$0.00	
7	[Enter service here. Insert rows as necessary.]	$0.00	
8	[Enter service here. Insert rows as necessary.]	$0.00	
9	[Enter service here. Insert rows as necessary.]	$0.00	
10	[Enter service here. Insert rows as necessary.]	$0.00	

	SUBCATEGORY	MAXIMUM MARKUP ON RESELLER'S INVOICED COST	MINIMUM DISCOUNT OFF MANUFACTURER'S SUGGESTED RETAIL PRICE (MSRP)
	Oracle Offerings		
1	SaaS	NA	NA
2	On-Premise	NA	NA
	Resold In-scope Professional Services		
3	- Ongoing maintenance & support services not included in software license agreement	NA	NA
4	- Deployment services	NA	NA
5	- Architectural design services	NA	NA
6	- Training deployment services	NA	NA
7	All other resold in-scope professional services	NA	NA
		HOURLY RATE	
	In-scope Reseller Services		
8	- Asset management	$0.00	
9	- Solutions architect	$0.00	
10	- Senior solutions architect	$0.00	
11	- Program engagement manager	$0.00	
12	- Project leader	$0.00	
13	- Project manager	$0.00	
14	- Senior project manager	$0.00	
15	All other in-scope reseller services	$0.00	

A	**Average Offerings Markup/Discount:**	**#DIV/0!**	**#DIV/0!**
B	**Average Resold In-scope Professional Services Markup/Discount:**	**#DIV/0!**	**#DIV/0!**
C	**Average In-scope Reseller Services Hourly Rate:**	**$0.00**	

	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.]		
2	[Enter service here. Insert rows as necessary.]		
3	[Enter service here. Insert rows as necessary.]		
4	[Enter service here. Insert rows as necessary.]		
5	[Enter service here. Insert rows as necessary.]		
		HOURLY RATE	
	Optional Fixed Rate-based Services		
6	[Enter service here. Insert rows as necessary.]	$0.00	
7	[Enter service here. Insert rows as necessary.]	$0.00	
8	[Enter service here. Insert rows as necessary.]	$0.00	
9	[Enter service here. Insert rows as necessary.]	$0.00	
10	[Enter service here. Insert rows as necessary.]	$0.00	