

NASPO ValuePoint  
**PARTICIPATING ADDENDUM**



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

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Master Agreement #: CTR060025 ASG Núm. 2026-000 92  
Contractor: Insight Public Sector  
Participating Entity: COMMONWEALTH OF PUERTO RICO (*hereinafter*  
"Participating Entity")

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

**Scope and Participation:**

*[Removable Instruction: Check one of the boxes below. If Participating Entity has no exclusions or limitations to the scope of the Master Agreement, check the first box.]*

1. Scope:

☒ This Participating Addendum includes the entire scope of the products and services available through the Master Agreement referenced above.

☐ This Participating Addendum includes the entire scope of the products and services available through the Master Agreement referenced above, except the following:

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.

*[Removable Instruction: Participating States should ensure that Section 2 properly defines the scope of participation, including any excluded entities.]*

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.

Use of specific NASPO ValuePoint cooperative contracts by state agencies, municipalities, and other entities authorized by the Commonwealth of Puerto Rico statutes to use state contracts is subject to written prior approval of the Commonwealth of Puerto Rico Chief Procurement Officer. Issues of interpretation and eligibility for participation interpretation and eligibility for participation are solely within the authority of the Administrator, General Services Administrator (GSA).

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*[Removable Instruction: Check one of the boxes below. If Participating Entity wishes to co-term the Participating Addendum with the Master Agreement, check the first box.]*

**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 [date], 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:      | Brittany Dunaway                        |
| Address:   | 2701 E. Insight Way, Chandler, AZ 85286 |
| Telephone: | 480.366.7029                            |
| Fax:       | 480.760.9957                            |
| Email:     | SLEDcontracts@insight.com               |

**PARTICIPATING ENTITY:**

|            |                                                                    |
|------------|--------------------------------------------------------------------|
| Name:      | Joel Fontáñez González                                             |
| Address:   | 300 Ave de Diego, Minillas Torre Norte Piso 12, San Juan, PR 00911 |
| Telephone: | 787-759-7676 Ext. 5066                                             |
| Fax:       | N/A                                                                |
| Email:     | hrivera@asg.pr.gov                                                 |

**Participating Entity Modifications and Additions to the Master Agreement**

*[Removable Instruction: Check one of the boxes below. If Participating Entity has no changes or additions to the terms and conditions of the Master Agreement, check the first box.]*

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

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☒ 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:**

*[Removable Instruction: Insert text here to describe any changes or additions to the terms and conditions of the Master Agreement. Indicate which section numbers of the Master Agreement are being modified.]*

**A. Governing Law**

The Participating Addendum, Commonwealth Contract Number **CTR060025**, and any order issued pursuant to Commonwealth Contract Number **CTR060025** shall be governed by the laws of Puerto Rico.

Any legal actions or equity proceedings related to the terms of this addendum shall be initiated in a court with appropriate jurisdiction located in San Juan, Puerto Rico.

Government Entities shall perform all purchasing and bidding of goods, works, and other nonprofessional services through the General Services Administration (GSA).

Regulation 9230 of the General Services Administration shall regulate the action of every employee or officer of the Government of Puerto Rico and every person that directly or indirectly intervenes in the process of purchases and bids of goods, works, and nonprofessional services.

**B. Non-Exclusive Contract**

The contract shall be non-exclusive and not preclude the Commonwealth of Puerto Rico from entering into similar contracts or arrangements with other vendors or acquiring equal or similar goods or services from other entities or sources. This Addendum is secondary and non-exclusive.

**C. Effective Date and Contract Period**

This Addendum is effective upon the date of execution by the Participating Entity and shall continue for the term set forth in the Master Agreement.

**D. Taxes**

The price offered by the Contractor may not include the Commonwealth taxes. The quotes and invoices may not include the Commonwealth taxes.

**Terms for retention of Records and Documents**

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The original records and documents shall be retained for six (6) years from the date of final payment made under this Participating Addendum, Commonwealth Contract Number **CTR060025**, Or any order issued under State Contract Number **CTR060025** or as required by applicable State and Federal Law, or until an intervention by the Office of the Comptroller of Puerto Rico, whichever occurs first. Documents subject to investigation or pending legal action shall be retained until the process is ultimately resolved.

**E. Fiscal Interventions**

Every document related to the procedures provided in Regulation 9230 constitutes official information. It shall be subject to review by the Office of the General Inspector and the Comptroller's Office of Puerto Rico, which shall review the documents above under their intervention itineraries. The records shall be in the custody of the Administration.

**F. Modifications**

No amendment or modification of the terms of this Participating Addendum shall be valid unless made in writing, signed by the parties, and approved as required by law. No oral understanding or agreement not incorporated in this Participating Addendum is binding on any parties.

**G. Amendments**

Any further Amendments to the Master Agreement after the Effective Date of this Participating Addendum that the Lead State has approved will not apply to this Participating Addendum and will not be valid unless made in writing as an amendment to this Participating Addendum, signed by the parties and approved as required by the laws of the Commonwealth of Puerto Rico. No oral understanding or agreement not incorporated in this Participating Addendum is binding on any parties.

**H. Assignment**

The Contractor shall not assign any interest in this Participating Addendum or Commonwealth Contract Number **CTR060025** by assignment, transfer, or novation without prior written consent of the Commonwealth. This provision shall not be construed to prohibit the Contractor from assigning his bank, trust company, or other financial institution any money due or to become due from approved contracts without such prior written consent. Notice of any such assignment or transfer shall be furnished promptly to the Commonwealth.

**I. Delegation of Duties**

The Contractor shall not delegate or transfer any of its duties or responsibilities in this Participating Addendum or Commonwealth Contract Number **CTR060025** to any third party without the prior written consent of the Commonwealth. This provision shall not be construed to prohibit the Contractor from subcontracting specific tasks within the scope of this contract,

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provided that such subcontracting is conducted in accordance with the terms and conditions herein and with the mutual agreement of the parties. Any attempt to delegate duties without obtaining the necessary written consent shall constitute a material breach of this contract, which may result in termination of this agreement.

**J. Termination reserve; Termination for Cause:**

The Chief Procurement Officer has the right to terminate this Participating Addendum, Commonwealth Contract Number **CTR060025** at any time when it results in the protection of the public interest and benefits the Government of Puerto Rico.

The Secretary of State shall have the authority to terminate this Contract anytime.

The Commonwealth of Puerto Rico may cancel the Contract with immediate effect when: (1) the Contractor or any of its shareholders, partners, partners, officers, principals, employees, subsidiaries or parent companies are convicted of any offense against the treasury, faith and public service; against the exercise of government; or affecting Federal or Commonwealth funds or property; or 2) the Contractor or any of its shareholders, partners, officers, principals, employees, subsidiaries, or parent companies incurs negligence or abandonment of duties, improper conduct, or breaches this Contract or, in the sole judgment of GSA, the quality or progress of the services provided by the Contractor is unsatisfactory for any reason; 3) the Contractor breaches the terms of the Contract or has negligent performance or engages in work abandonment; or 4) when GSA believes there is an extraordinary fiscal situation that **warrants an immediate reduction in expenses; or 5) if it is a public or private corporation, its shareholders, officers, or any other member with legal authority is convicted or violates Law 2 of January 4, 2018, known as the Anticorruption Code for the New Puerto Rico or Law 73-2019.**

If the Contractor is subject to criminal or civil action, lawsuit, proceeding, investigation, or tribunal with jurisdiction, or any governmental instrumentality, or the Contractor is subject to an order, judgment, or opinion issued by any local authority, tribunal with jurisdiction, or governmental instrumentality, regarding the execution, delivery, and performance by the Contractor of this Contract or if the Contractor of this Contract has breached, has been inaccurate in any representation, warranty, clause, or with the certifications provided herein, whether the breach or inaccuracy occurs before or after the execution of this Contract, GSA have the right terminate this Contract notwithstanding any contrary provision in this document. This section shall apply in the event of any judgment that may compel GSA to terminate the Contract by Law 2 - 2018, supra.

**K. Non-Compliance and Termination upon Conviction**

Non-compliance by the Contractor with the provisions contained in the "Anticorruption Code for the New Puerto Rico" [Law 2-2018, as amended] or the "Puerto Rico Government Ethics Office Organic Act," as well as the Contractor's conviction for any of the offenses mentioned in said codes, shall result in the immediate termination of any existing contract between the parties.

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In addition to Contract termination, the Government shall seek indemnification by the provisions of the "Anticorruption Code for the New Puerto Rico" [Law 2-2018, as amended] in the event of non-compliance or conviction for the offenses mentioned in Article 3.4 of the same code and related provisions of the "Puerto Rico Government Ethics Office Organic Act."

**L. Goods and/or Products Outside the Contract:**

Any goods and products dispatched and delivered by the Contractor without a valid, signed, and current purchase order and contract or its amendment will not be paid by any government entity, and only the Contractor will bear the loss.

Retroactive payment resolutions or amendments will be considered null and void.

**M. Payment And Invoicing**

The Contractor shall invoice for each delivered and supplied goods or product by the prices quoted by the Contractor, included in Annex III. The invoice shall be sent by the Contractor duly certified by the Government of PR Accounting Law and following the rules established by government auditing agencies in Puerto Rico. It must be accompanied by documentation or evidence to support it.

**N. Purchase Order and Payment Instructions**

As soon as the Contractor accepts the Purchase Order, they must deliver the goods and products to the location determined by the requesting entity.

They must create an invoice for each purchase order.

All invoices must include a detailed description of the goods delivered and supplied; the invoices must reference the contract number, the Contractor's name, the work performed, goods delivered, and services provided, the total price of each work, goods, and services, and the total amount owed. The invoice will include the same prices as those in the Contractor's proposal.

The Contractor must review each invoice to determine if each line clearly describes the work performed, goods delivered, and services provided. The Contractor is responsible for ensuring the accuracy and reasonableness of each invoice submitted. GSA will review each invoice submitted and consider such an invoice as a certification by the Contractor that the goods comply with the specifications, terms, and conditions of the proposal specification.

Payments to the Contractor shall be made through electronic funds transfer (EFT).

All suppliers of goods and services must register in the Electronic Payment Portal for Suppliers by Central Accounting Circular Letter Number 1300-07-17, issued by the Secretary of the Treasury of Puerto Rico.



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Once registered, payment will be processed by the provisions of Central Accounting Circular Letter Number 1300-02-10 of the Department of the Treasury, which Commonwealths that "it is the responsibility of the agencies to require the supplier to submit the invoices within ten (10) days after completion, period, or delivery date of the goods or services."

According to OE-2001-73, the Contractor shall include the following certification in each invoice submitted to the government entities of the Government of Puerto Rico:

"Under penalty of absolute nullity, the Contractor certifies that no public servant of the General Services Administration, Government Entities, Exempt Entities, and Municipalities of the Government of Puerto Rico is a party to or has any interest in the profits or benefits resulting from the Contract subject to this invoice. A prior waiver has been granted if they are a party to or are interested in the profits or benefits resulting from the Contract. The sole consideration for providing the goods or services under the Contract has been the agreed-upon payment with the General Services Administration authorized representative who issues the purchase orders. The amount of this invoice is fair and correct, and the services have been rendered and have not been paid for."

An authorized representative of the government entity will review each invoice and, if appropriate, approve and process the payment—the government entity and the GSA reserve the right to conduct any necessary audits.

Neither the GSA nor government instrumentalities will reimburse costs incurred by the **Contractor that are not included in the Contract or the executed and raised purchase orders** against it.

The Parties will always keep and maintain current a primary point of contact of this Participating Addendum.

**O. Right to audit**

The Commonwealth of Puerto Rico Legislative Auditor, Federal Auditors, and Internal Auditors or others so designated by the GSA, shall have the option to audit all Contractor accounts directly about this Participating Addendum, Commonwealth Contract Number CTR060025, or any order issued under State Contract Number CTR060025 for six (6) years from the date of final payment made under this Participating Addendum, Commonwealth Contract Number CTR060025, Or any order issued under State Contract Number CTR060025 or as required by applicable State and Federal Law. Records shall be made available during regular working hours for this purpose.

**P. Record Retention:**

The Contractor shall maintain all records about this Participating Addendum, State Contract Number CTR060025, or any order issued under State Contract Number CTR060025 for at least six (6) years from the date of final payment made under this Participating Addendum,

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Commonwealth Contract Number CTR060025, Or any order issued under State Contract Number CTR060025 or as required by applicable State and Federal Law.

**Q. Contractors Cooperation/Close-Out:**

The Contractor must fully cooperate with the Commonwealth and provide all requested information, documentation, etc., to the Commonwealth in a reasonable timeframe, and agreed to by the Parties, when requested. This applies even if this Participating Addendum, Commonwealth Contract Number CTR060025, or any order issued under State Contract Number CTR060025 is terminated and a lawsuit is filed.

The Contractor shall not limit or impede the state's right to audit or withhold state-owned documents.

**R. Secretary of State Registration Requirement:**

Under Puerto Rico law, all entities (including corporations, LLCs, etc.) must be registered and in good standing with the Puerto Rico Department of State to hold a purchase order or a contract with the Commonwealth.

**I. SIGNATURE AUTHORITY**

Evidence of signature authority to contract with the Commonwealth of Puerto Rico must be provided. One of the following must apply to the Contractor:

- a. The signer of this Participating Addendum is either a corporate officer who is listed on the most current annual report on file with the Secretary of State of Puerto Rico or a member of a partnership or partnership in commended as reflected in the most current partnership records on file with the Secretary of State of Puerto Rico. A copy of the annual report or partnership record must be submitted to the General Services Administration of Puerto Rico before the finalization of this Participating Addendum.
- b. The signer of this Participating Addendum is a representative of the Contractor authorized to sign this Participating Addendum as evidenced by documents such as corporate resolution, certification as to corporate principal, etc.
- c. If this applies, a copy of the resolution, certification, or other supportive documents must be submitted to the General Services Administration of Puerto Rico before the finalization of this Participating Addendum.
- d. The Contractor has filed with the Secretary of State of Puerto Rico an affidavit or resolution or another acknowledged/authentic document indicating that the signer is authorized to sign this Participating Addendum. A copy of the applicable document must be submitted to the General Services Administration of Puerto Rico before the finalization of this Participating Addendum.



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- e. The signer of this Participating Addendum has been designated by the Contractor as authorized to sign this Participating Addendum on the Contractor's vendor registration on file with the Puerto Rico Office of State Procurement.

**II. PURCHASE ORDERS**

Any order initiated by a Participating Entity or Purchasing Entity for a Product and Service listed within this Participating Addendum and State Contract Number CTR060025 will be considered a transaction governed by the terms, prices, and other conditions outlined in the Master Agreement and in this Participating Addendum unless the parties involved in the order explicitly concur in writing that a different contract or agreement shall apply to that order.

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. Lease Agreements: *[Removable Instruction: If applicable, specify if lease agreement terms and conditions included in the Master Agreement have been approved for use by the Participating Entity, and include any restrictions or requirements for the use of the lease agreement language in the Master Agreement. If not applicable, mark Section 4 as "Reserved".]*
6. Subcontractors: All contractors, dealers, and resellers authorized to provide sales and service support in Participating Entity's state, as shown on Contractor's NASPO ValuePoint-specific webpage, may provide sales and service support to users of this Participating Addendum. Participation of Contractor's contractors, dealers, and resellers will be in accordance with the terms and conditions set forth in the Master Agreement.
7. 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. Orders of Oracle software programs and/or services and Oracle cloud services shall be governed by the terms and conditions of the applicable publisher that are available at <https://www.ips.insight.com/nasposvar2022>. The Oracle terms and conditions must take precedence for all matters pertaining to Oracle.

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

**PARTICIPATING ENTITY**

**CONTRACTOR**

|                                                                                                 |                                          |
|-------------------------------------------------------------------------------------------------|------------------------------------------|
| Signature:<br> | Signature:<br><i>Lisanne Steinheiser</i> |
| Name:<br>Joel Fontánez González                                                                 | Name:<br>Lisanne Steinheiser             |
| Title:<br>Deputy Administrator                                                                  | Title:<br>Global Compliance Officer      |
| Date:<br>7/31/2025                                                                              | Date:<br>7/22/2025                       |

*[Removable Instruction: Additional signatures may be added if required by the Participating Entity.]*

For questions regarding NASPO ValuePoint Participating Addendums, please contact the Cooperative Contract Coordinator team at [info@naspovaluepoint.org](mailto:info@naspovaluepoint.org).

Fully executed NASPO ValuePoint Participating Addendums must be submitted via email in PDF format to [pa@naspovaluepoint.org](mailto:pa@naspovaluepoint.org).

| <b>INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)</b><br><b>GOVERNMENT OF PUERTO RICO CONTRACT # _____</b><br><b>ALL PUBLISHERS EXCEPT MICROSOFT AND ORACLE</b> |                                                       |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|
| <b>PUBLISHERS</b>                                                                                                                                                                            | <b>MAXIMUM MARKUP ON<br/>RESELLER'S INVOICED COST</b> |
| <b>Tier I Publishers (Key Itemized Publishers)</b>                                                                                                                                           |                                                       |
| ADOBE                                                                                                                                                                                        | 1.00%                                                 |
| CA TECHNOLOGIES (acquired by Broadcom)                                                                                                                                                       | 1.00%                                                 |
| CISCO                                                                                                                                                                                        | 0.95%                                                 |
| COMMVAULT                                                                                                                                                                                    | 0.95%                                                 |
| IBM                                                                                                                                                                                          | 1.00%                                                 |
| RED HAT                                                                                                                                                                                      | 0.95%                                                 |
| SPLUNK                                                                                                                                                                                       | 1.00%                                                 |
| TABLEAU                                                                                                                                                                                      | 1.00%                                                 |
| VEEAM                                                                                                                                                                                        | 0.95%                                                 |
| VMWARE                                                                                                                                                                                       | 0.95%                                                 |
| <b>Tier II Publishers (Other Itemized Publishers)</b>                                                                                                                                        |                                                       |
| AUTODESK                                                                                                                                                                                     | 1.50%                                                 |
| BARRACUDA NETWORKS                                                                                                                                                                           | 1.50%                                                 |
| BMC SOFTWARE                                                                                                                                                                                 | 1.25%                                                 |
| CHECK POINT SOFTWARE                                                                                                                                                                         | 1.50%                                                 |
| CHERWELL                                                                                                                                                                                     | 1.25%                                                 |
| CITRIX                                                                                                                                                                                       | 1.25%                                                 |
| CHATSWORTH PRODUCTS (CPI)                                                                                                                                                                    | 1.25%                                                 |
| CROWDSTRIKE                                                                                                                                                                                  | 1.25%                                                 |
| DELL                                                                                                                                                                                         | 1.25%                                                 |
| DELPHIX                                                                                                                                                                                      | 1.25%                                                 |
| DOCUSIGN                                                                                                                                                                                     | 1.50%                                                 |
| DYNATRACE                                                                                                                                                                                    | 1.50%                                                 |
| FORCEPOINT                                                                                                                                                                                   | 1.50%                                                 |
| FORTINET                                                                                                                                                                                     | 1.25%                                                 |
| GOOGLE                                                                                                                                                                                       | 1.25%                                                 |
| INFORMATICA                                                                                                                                                                                  | 1.50%                                                 |
| IVANTI                                                                                                                                                                                       | 1.50%                                                 |
| KNOWBE4                                                                                                                                                                                      | 1.50%                                                 |
| MCAFFEE                                                                                                                                                                                      | 1.25%                                                 |
| MICRO FOCUS                                                                                                                                                                                  | 1.50%                                                 |
| MULESOFT                                                                                                                                                                                     | 1.25%                                                 |
| NETMOTION                                                                                                                                                                                    | 1.50%                                                 |
| OKTA                                                                                                                                                                                         | 1.25%                                                 |
| OPENTEXT                                                                                                                                                                                     | 1.50%                                                 |
| PROGRESS SOFTWARE                                                                                                                                                                            | 1.50%                                                 |
| PROOFPOINT                                                                                                                                                                                   | 1.25%                                                 |
| QUEST SOFTWARE                                                                                                                                                                               | 1.50%                                                 |
| RAPID7                                                                                                                                                                                       | 1.50%                                                 |
| RSA SECURITY                                                                                                                                                                                 | 1.50%                                                 |
| SALESFORCE                                                                                                                                                                                   | 1.50%                                                 |
| SAP                                                                                                                                                                                          | 1.50%                                                 |
| SOLARWINDS                                                                                                                                                                                   | 1.50%                                                 |
| SOPHOS                                                                                                                                                                                       | 1.50%                                                 |
| SPELLMAN (acquired by Motorola Solutions)                                                                                                                                                    | 1.25%                                                 |
| SYMANTEC (acquired by Broadcom)                                                                                                                                                              | 1.50%                                                 |
| TENABLE                                                                                                                                                                                      | 1.50%                                                 |
| TREND MICRO                                                                                                                                                                                  | 1.50%                                                 |
| VARONIS                                                                                                                                                                                      | 1.50%                                                 |
| VERITAS                                                                                                                                                                                      | 1.25%                                                 |
| ZOHO                                                                                                                                                                                         | 1.50%                                                 |
| <b>Non-itemized Publishers</b>                                                                                                                                                               |                                                       |
| All other publishers                                                                                                                                                                         | 3.75%                                                 |

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

| <b>INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)</b><br><b>GOVERNMENT OF PUERTO RICO CONTRACT # _____</b><br><b>MICROSOFT</b> |                                                   |
|-------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------|
| <b>SUBCATEGORY</b>                                                                                                                                          | <b>MAXIMUM MARKUP ON RESELLER'S INVOICED COST</b> |
| <b>Itemized Microsoft Offerings</b>                                                                                                                         |                                                   |
| EMS E5, G1, G2, G3, G5, Govt E4, Advanced Threat Protection, Power BI, Exchange Online, Kiosk F3 Now, Dynamics, PowerApps, Project Online, Azure            | 0.65%                                             |
| <b>All Other Microsoft Offerings</b>                                                                                                                        |                                                   |
| SaaS                                                                                                                                                        | 0.65%                                             |
| On-Premise                                                                                                                                                  | 0.65%                                             |
| <b>Resold In-scope Professional Services</b>                                                                                                                |                                                   |
| Ongoing maintenance & support services not included in software license agreement                                                                           | 0.65%                                             |
| Deployment services                                                                                                                                         | 0.65%                                             |
| Architectural design services                                                                                                                               | 0.65%                                             |
| Training deployment services                                                                                                                                | 0.65%                                             |
| All other resold in-scope professional services                                                                                                             | 0.65%                                             |
| <b>IN-SCOPE RESELLER SERVICES</b>                                                                                                                           | <b>HOURLY RATE</b>                                |
| Asset management                                                                                                                                            | \$200.00                                          |
| Solutions architect                                                                                                                                         | \$209.00                                          |
| Senior solutions architect                                                                                                                                  | \$265.00                                          |
| Program engagement manager                                                                                                                                  | \$232.00                                          |
| Project leader                                                                                                                                              | \$127.00                                          |
| Project manager                                                                                                                                             | \$209.00                                          |
| Senior project manager                                                                                                                                      | \$220.00                                          |
| All other in-scope reseller services (Connected Workforce / Cloud + Data Center Transformation)                                                             | \$284.00                                          |
| <b>OPTIONAL SERVICES</b>                                                                                                                                    | <b>MAXIMUM MARKUP ON</b>                          |
| Cloud Solution Provider (CSP) Program                                                                                                                       | 15.00%                                            |
| <b>OPTIONAL SERVICES</b>                                                                                                                                    | <b>HOURLY RATE</b>                                |
| <b>Digital Innovation: UX/Visual/Product</b>                                                                                                                |                                                   |
| Creative Director                                                                                                                                           | \$325.00                                          |
| <b>Principal Designer</b>                                                                                                                                   | \$300.00                                          |
| Associate Creative Director                                                                                                                                 | \$300.00                                          |
| Design Manager                                                                                                                                              | \$275.00                                          |
| Product Manager                                                                                                                                             | \$275.00                                          |
| Senior Designer                                                                                                                                             | \$250.00                                          |
| Senior Business Analyst                                                                                                                                     | \$250.00                                          |
| Designer                                                                                                                                                    | \$225.00                                          |
| Business Analyst                                                                                                                                            | \$225.00                                          |
| Associate Designer                                                                                                                                          | \$190.00                                          |
| Associate Business Analyst                                                                                                                                  | \$190.00                                          |
| <b>Digital Innovation: PM</b>                                                                                                                               |                                                   |
| Services Manager                                                                                                                                            | \$325.00                                          |
| Program Manager                                                                                                                                             | \$250.00                                          |
| Project Manager                                                                                                                                             | \$225.00                                          |
| Project Coordinator                                                                                                                                         | \$190.00                                          |
| <b>Digital Innovation: Technology</b>                                                                                                                       |                                                   |
| Principal/Chief Architect                                                                                                                                   | \$325.00                                          |
| Senior Architect                                                                                                                                            | \$300.00                                          |
| Managing Architect                                                                                                                                          | \$300.00                                          |
| Architect                                                                                                                                                   | \$275.00                                          |
| Senior Software Engineer                                                                                                                                    | \$250.00                                          |
| Software Engineer                                                                                                                                           | \$225.00                                          |
| Associate Software Engineer                                                                                                                                 | \$190.00                                          |



| <b>INSIGHT PUBLIC SECTOR NASPO VALUEPOINT SOFTWARE VALUE-ADDED RESELLER (SVAR)</b><br><b>GOVERNMENT OF PUERTO RICO CONTRACT # _____</b><br><b>ORACLE</b> |                                                       |
|----------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------|
| <b>SUBCATEGORY</b>                                                                                                                                       | <b>MAXIMUM MARKUP ON<br/>RESELLER'S INVOICED COST</b> |
| <b>Oracle Offerings</b>                                                                                                                                  |                                                       |
| SaaS                                                                                                                                                     | 1.95%                                                 |
| On-Premise                                                                                                                                               | 1.95%                                                 |
| <b>Resold In-scope Professional Services</b>                                                                                                             |                                                       |
| Ongoing maintenance & support services not included in software license agreement                                                                        | 1.95%                                                 |
| Deployment services                                                                                                                                      | 1.95%                                                 |
| Architectural design services                                                                                                                            | 1.95%                                                 |
| Training deployment services                                                                                                                             | 1.95%                                                 |
| All other resold in-scope professional services                                                                                                          | 1.95%                                                 |
| <b>IN-SCOPE RESELLER SERVICES</b>                                                                                                                        | <b>HOURLY RATE</b>                                    |
| Asset management                                                                                                                                         | \$200.00                                              |
| Solutions architect                                                                                                                                      | \$209.00                                              |
| Senior solutions architect                                                                                                                               | \$265.00                                              |
| Program engagement manager                                                                                                                               | \$232.00                                              |
| Project leader                                                                                                                                           | \$127.00                                              |
| Project manager                                                                                                                                          | \$209.00                                              |
| Senior project manager                                                                                                                                   | \$220.00                                              |
| All other in-scope reseller services (Connected Workforce / Cloud + Data Center Transformation)                                                          | \$284.00                                              |
| <b>OPTIONAL SERVICES</b>                                                                                                                                 | <b>HOURLY RATE</b>                                    |
| <b>Digital Innovation: UX/Visual/Product</b>                                                                                                             |                                                       |
| Creative Director                                                                                                                                        | \$325.00                                              |
| Principal Designer                                                                                                                                       | \$300.00                                              |
| Associate Creative Director                                                                                                                              | \$300.00                                              |
| Design Manager                                                                                                                                           | \$275.00                                              |
| Product Manager                                                                                                                                          | \$275.00                                              |
| Senior Designer                                                                                                                                          | \$250.00                                              |
| Senior Business Analyst                                                                                                                                  | \$250.00                                              |
| Designer                                                                                                                                                 | \$225.00                                              |
| Business Analyst                                                                                                                                         | \$225.00                                              |
| Associate Designer                                                                                                                                       | \$190.00                                              |
| Associate Business Analyst                                                                                                                               | \$190.00                                              |
| <b>Digital Innovation: PM</b>                                                                                                                            |                                                       |
| Services Manager                                                                                                                                         | \$325.00                                              |
| Program Manager                                                                                                                                          | \$250.00                                              |
| Project Manager                                                                                                                                          | \$225.00                                              |
| Project Coordinator                                                                                                                                      | \$190.00                                              |
| <b>Digital Innovation: Technology</b>                                                                                                                    |                                                       |
| Principal/Chief Architect                                                                                                                                | \$325.00                                              |
| Senior Architect                                                                                                                                         | \$300.00                                              |
| Managing Architect                                                                                                                                       | \$300.00                                              |
| Architect                                                                                                                                                | \$275.00                                              |
| Senior Software Engineer                                                                                                                                 | \$250.00                                              |
| Software Engineer                                                                                                                                        | \$225.00                                              |
| Associate Software Engineer                                                                                                                              | \$190.00                                              |



# Government of Puerto Rico NASPO SVAR PA - Final - All Categories

Final Audit Report

2025-07-22

|                 |                                              |
|-----------------|----------------------------------------------|
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| By:             | Hannah Bosarge (HANNAH.BOSARGE@INSIGHT.COM)  |
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